

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

## **Summary of Consolidated Financial Statements** for the Fiscal Year Ended November 30, 2016 [JAPAN GAAP]

January 11, 2017

**Kewpie Corporation** Listed company name: Listed exchange: Tokyo Stock Exchange

Securities code: 2809

URL: http://www.kewpie.co.jp/english/

Representative: Minesaburo Miyake, Representative Director, President and Chief Executive

Corporate Officer

Contact: Masato Shinohara,

Corporate Officer and General Manager of Operation Promote Department

Scheduled date for ordinary general meeting of shareholders: February 24, 2017

Scheduled date for dividend payment: February 3, 2017

Scheduled date for filing annual securities report: February 28, 2017

Supplementary data: Yes

Results briefing: Yes (for corporate investors and investment analysts)

(Amounts are rounded down to the nearest million yen.)

### 1. Consolidated business results for the fiscal year ended November 30, 2016 (From December 1, 2015 to November 30, 2016)

| (1) Consolidated operating results |                  |                 |     | (Percenta        | age figures s    | how changes fro | om the same     | period of the pr | evious year.)          |  |
|------------------------------------|------------------|-----------------|-----|------------------|------------------|-----------------|-----------------|------------------|------------------------|--|
|                                    |                  | Net sales       |     | Operating        | Operating income |                 | Ordinary income |                  | Profit attributable to |  |
|                                    |                  |                 |     | Operating income |                  | Ordinary income |                 | owners of parent |                        |  |
|                                    |                  | Millions of yen | %   | Millions of yen  | %                | Millions of yen | %               | Millions of yen  | %                      |  |
|                                    | Fiscal year 2016 | 552,306         | 0.5 | 29,818           | 13.1             | 31,364          | 15.2            | 17,093           | 0.7                    |  |
|                                    | Fiscal year 2015 | 549,774         | _   | 26,354           | _                | 27,224          | _               | 16,973           | _                      |  |

¥10,955 million (Decrease of 58.1%) (Note) Comprehensive income: Fiscal year 2016

> Fiscal year 2015 ¥26,159 million (-%)

|                  | Earnings per | Earnings per    | Return on equity | Ordinary income | Operating income |
|------------------|--------------|-----------------|------------------|-----------------|------------------|
|                  | share        | share (diluted) | Return on equity | to total assets | to net sales     |
|                  | Yen          | Yen             | %                | %               | %                |
| Fiscal year 2016 | 113.47       | _               | 8.0              | 8.3             | 5.4              |
| Fiscal year 2015 | 111.82       | _               | 8.3              | 7.5             | 4.8              |

(Reference) Equity in earnings or losses of affiliates: Fiscal year 2016 ¥295 million

Fiscal year 2015 ¥134 million

- (Notes) 1. Because results have been retrospectively adjusted in accordance with changes in accounting policies, the comparative year-on-year rate of change for fiscal year 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 | Net assets per share |
|-------------------------|-----------------|-----------------|--------------|----------------------|
|                         | Millions of yen | Millions of yen | %            | Yen                  |
| As of November 30, 2016 | 385,914         | 245,861         | 55.1         | 1,420.63             |
| As of November 30, 2015 | 373,017         | 244,717         | 57.1         | 1,403.05             |

As of November 30, 2016 ¥212.620 million (Reference) Shareholders' equity: As of November 30, 2015 ¥212.937 million

#### (3) Consolidated cash flows

|                  | Net cash provided by | Net cash provided by | Net cash provided by | Cash and cash          |
|------------------|----------------------|----------------------|----------------------|------------------------|
|                  | (used in) operating  | (used in) investing  | (used in) financing  | equivalents at the end |
|                  | activities           | activities           | activities           | of the fiscal year     |
|                  | Millions of yen      | Millions of yen      | Millions of yen      | Millions of yen        |
| Fiscal year 2016 | 45,260               | (32,046)             | (5,805)              | 40,790                 |
| Fiscal year 2015 | 28,094               | (31,181)             | (7,101)              | 34,841                 |

(Note) The effect of retrospectively applying changes in accounting policies is reflected in the figures presented for fiscal year 2015.



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#### 2. Dividends

|                                |                          | Annual o                 | dividend p               | er share     |       |                            | Dividend                       | Dividend on                    |
|--------------------------------|--------------------------|--------------------------|--------------------------|--------------|-------|----------------------------|--------------------------------|--------------------------------|
|                                | End of<br>1st<br>quarter | End of<br>2nd<br>quarter | End of<br>3rd<br>quarter | Year-<br>end | Total | Total amounts of dividends | payout ratio<br>(Consolidated) | equity ratio<br>(Consolidated) |
|                                | Yen                      | Yen                      | Yen                      | Yen          | Yen   | Millions of yen            | %                              | %                              |
| Fiscal year 2015               | _                        | 12.50                    | _                        | 16.50        | 29.00 | 4,401                      | 25.9                           | 2.2                            |
| Fiscal year 2016               | _                        | 15.00                    | _                        | 19.50        | 34.50 | 5,163                      | 30.4                           | 2.4                            |
| Fiscal year 2017<br>(Forecast) | _                        | 18.00                    | -                        | 18.00        | 36.00 |                            | 30.1                           |                                |

(Notes) The amount of year-end dividend for fiscal year 2016 is a forecast and it will be determined at the meeting of the Board of Directors to be held on January 25, 2017.

The year-end dividend for fiscal year 2015 includes a dividend of ¥1 to commemorate the 90th anniversary of launching mayonnaise.

The effect of retrospectively applying changes in accounting policies is reflected in the figures presented for fiscal year 2015.

## 3. Forecasts of consolidated operating results for the fiscal year ending November 30, 2017 (From December 1, 2016 to November 30, 2017)

(Percentage figures show changes from the same period of the previous year.)

|           |                                   |                 |                  |                 |                 |                 |  |                 |                       | <del> </del> |
|-----------|-----------------------------------|-----------------|------------------|-----------------|-----------------|-----------------|--|-----------------|-----------------------|--------------|
| Net sales |                                   | es              | Operating income |                 | Ordinary income |                 | Profit attributable to<br>owners of parent |                 | Earnings per<br>share |              |
|           |                                   | Millions of yen | %                | Millions of yen | %               | Millions of yen | %  | Millions of yen | %                     | Yen          |
|           | Six months ending<br>May 31, 2017 | 279,000         | 2.0              | 15,600          | 10.2            | 16,100          | 8.9  | 8,600           | 5.1                   | 57.30        |
|           | Year ending<br>November 30, 2017  | 565,000         | 2.3              | 33,000          | 10.7            | 34,100          | 8.7  | 18,000          | 5.3                   | 119.53       |

#### \*Notes

- (1) Changes in significant subsidiaries during the period (Changes in specified subsidiaries resulting in the change in the scope of consolidation): None
- (2) 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

(Note)

For details, please refer to "III. Consolidated financial statements: 5. Notes regarding consolidated financial statements (Changes in accounting policies) and (Changes in accounting policies that are difficult to distinguish from the changes in accounting estimates, and changes in accounting estimates)" on page 14 and page 15.

- (3) Number of issued shares (common stock)
  - a) Number of issued shares at the end of the period (including treasury stock):

November 30, 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:

November 30, 2016 3,333,991 shares November 30, 2015 1,232,318 shares

c) Average number of shares during the period:

December 1, 2015 to November 30, 2016 150,636,098 shares December 1, 2014 to November 30, 2015 151,783,255 shares

### \*Status of implementation of auditing procedures

This summary of consolidated financial statements is outside the scope of the auditing procedures based on the Financial Instruments and Exchange Act. As of the time of its disclosure, auditing procedures for consolidated financial statements and non-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.



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#### \*Cash flow index

|  | Fiscal year<br>2012 | Fiscal year<br>2013 | Fiscal year<br>2014 | Fiscal year<br>2015 | Fiscal year<br>2016 |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|
| Equity ratio (%)                                 | 55.8                | 55.0                | 54.6                | 57.1                | 55.1                |
| Equity ratio based on market value (%)           | 58.6                | 65.1                | 82.6                | 120.1               | 104.8               |
| Interest-bearing debt to cash flows ratio (year) | 0.7                 | 0.9                 | 8.0                 | 1.1                 | 8.0                 |
| Interest coverage ratio (times)                  | 165.0               | 105.1               | 116.0               | 89.5                | 146.4               |

(Notes) Fiscal year 2015 includes data that has been retroactively revised in order to reflect changes to standards for recording net

Equity ratio = Shareholders' equity / Total assets

Equity ratio based on market value = Total market value of the stock / Total assets Interest-bearing debt to cash flows ratio = Interest-bearing debt / Cash flows

Interest coverage ratio = Cash flows / Interest paid

- Each index is calculated based on consolidated financial figures.
- Total market value of the stock is calculated by multiplying the final market price by the number of issued shares at the end of the fiscal year (excluding treasury stock).
- Interest-bearing debt includes all consolidated balance sheet-reported liabilities on which interest is paid.
- Cash flows and Interest paid are the same figures as found under "Net cash provided by (used in) operating activities" and "Interest paid" reported in the consolidated statements of cash flows, respectively.



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### I. Basic policy on earnings distributions, and dividends for the current and next fiscal years

The Company maintains a basic policy of providing returns to its shareholders with top priority on dividend payments, and accordingly aims to continue providing stable dividends while also reviewing options for repurchasing and retiring treasury stock as necessary, giving consideration to factors such as stock price trends and financial conditions.

As for internal reserves, the Company endeavors to adequately secure them to strengthen its financial position and provide an adequate supply of funds for future expansion. The Company will take a medium- to long-term view and continue to allocate funds to the improvement of its facilities and equipment, research and development, and the further streamlining of operations in order to enhance its competitiveness.

Beginning in the fiscal year ended November 30, 2016, the standard for decisions on amounts to be paid in dividends is described as below.

<Standard for dividend decisions (effective from the fiscal year ended November 30, 2016)>The Company will maintain a consolidated dividend payout ratio of at least 30% in principle, and target a consolidated dividends on equity ratio (DOE) of 2.2%.

The Articles of Incorporation of the Company stipulate that the Company can pay dividends from surplus twice a year, comprising of interim and year-end dividends based on the resolution by the Board of Directors in accordance with the provisions of Article 459, Paragraph 1 and Article 454, Paragraph 5 of the Companies Act.

For the fiscal year ended November 30, 2016, the Company intends to pay a year-end dividend of ¥19.50 per share. The annual dividends will be ¥34.50 per share, which includes the interim dividend of ¥15 paid in August, an increase of ¥5.50 per share in comparison with the previous fiscal year.

Accordingly, the dividend payout ratio and the DOE both on a consolidated basis will amount to 30.4% and 2.4%, respectively.

In regard to dividends for the fiscal year ending November 30, 2017, the Company intends to pay annual dividends of ¥36 per share which includes an interim dividend of ¥18 per share and a year-end dividend of ¥18 per share, an increase of ¥1.50 per share in comparison with the previous fiscal year. Accordingly, we project a dividend payout ratio and DOE both on a consolidated basis of 30.1% and 2.5%, respectively.

The Company is a company subject to consolidated dividend regulations, meaning that it calculates the distributable amount for dividends on a consolidated basis.

## II. Management policies

### 1. Basic policies of Company management

The Group's mission is to unceasingly contribute to better and healthier dietary lifestyles of people from around the world premised on the notions of good taste, kindness and uniqueness, acting as a corporate group in the food sector which forms an essential part of human existence.

We will remain committed to our insistence on the highest product quality, which has been the most fundamental concern of the Group since its establishment. At the same time, every one of our executives and employees will remain continually aware of our aims that involve wholeheartedly providing selective products and services that only the Kewpie Group can provide, and putting such aims into practice.

### 2. Management index benchmarks

The Group has drawn up a three-year Medium-term Business Plan which starts from the fiscal year ended November 30, 2016. In its final year, the fiscal year ending November 30, 2018, the plan calls for us to achieve net sales of ¥625.0 billion, operating income of ¥35.5 billion (operating income to net sales of 5.7%), ordinary income of ¥36.3 billion, profit attributable to owners of parent of ¥20.2 billion, return on equity (ROE) of 8.5%, and return on assets (ROA) of 8.6%.

Targets for net sales and operating income in Japan and overseas for the fiscal year ending November 30, 2018

|                  |          |          | (Billions of yen) |
|------------------|----------|----------|-------------------|
|                  | In Japan | Overseas | Total             |
| Net sales        | 560.5    | 64.5     | 625.0             |
| Operating income | 28.4     | 7.1      | 35.5              |



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3. Medium- to long-term business strategies of the Company, and challenges ahead
The Medium-term Business Plan which begins from the fiscal year ended November 30, 2016, stipulates four management policies focused on making the most of our unique capabilities and leveraging our ability, with the aim of enabling the Group to achieve dramatic growth by pursuing new challenges. To that end, the four policies call for us to strengthen our management base, enhance our cost competitiveness, create added value, and take on challenges in new areas.

(i) Main strategies in Japan and overseas

| In Ja   | Overseas   |   |
|---|--|---|
| <create added="" value=""> Create value that captures needs Utilize and develop sales channels Strengthen core product proposals</create> | distribution Technologically revolutionize product | Make proposals that capture area-specific needs |

(ii) Main strategies by business category

| Business category      | Main strategies   |
|------------------------|---|
| Condiments products    | <ul> <li>Create demand for mayonnaise and dressings through proposals for new salad styles</li> <li>Expand the market for mayonnaise and dressings through proposals that capture area-specific needs</li> </ul>  |
| Egg products           | <ul> <li>Cultivate the food services market by making full use of a new factory in the Tokyo metropolitan area</li> <li>Pick up the pace of expansion into the household market</li> </ul>  |
| Delicatessen products  | <ul> <li>Achieve labor savings by adopting new technologies and enhance profitability by overhauling its production structure</li> <li>Continue expansions through newly developed sales channels and develop new sales channels</li> </ul>               |
| Processed foods        | <ul> <li>Strengthen business fundamentals by revitalizing its mainstay products and shifting more toward value-added products</li> <li>Strengthen business foundations by optimizing its production structure and revamping product categories</li> </ul> |
| Fine chemical products | <ul> <li>Improve costs by reconstructing the raw materials procurement system</li> <li>Create new functions for hyaluronic acid and build a selling system overseas</li> </ul>  |
| Distribution system    | <ul> <li>Strengthen business foundations by using resources more efficiently and reorganizing the networks of its distribution locations</li> <li>Expand service areas through new expansion</li> </ul>   |

(Note) Amounts shown in the text, tables and charts do not include consumption taxes.



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# III. Consolidated financial statements 1. Consolidated Balance Sheets

|                                       | Previous fiscal year      | Current fiscal year      |
|---------------------------------------|---------------------------|--------------------------|
|                                       | (As of November 30, 2015) | (As of November 30, 2016 |
| sets                                  |                           |                          |
| Current assets                        | 00.044                    | 05.704                   |
| Cash and deposits                     | 29,844                    | 35,794                   |
| Notes and accounts receivable - trade | 78,151                    | 75,134                   |
| Securities                            | 5,000                     | 5,000                    |
| Purchased goods and products          | 17,178                    | 15,669                   |
| Work in process                       | 979                       | 972                      |
| Raw materials and supplies            | 10,247                    | 9,229                    |
| Deferred tax assets                   | 3,297                     | 3,264                    |
| Other                                 | 3,996                     | 5,268                    |
| Allowances for doubtful accounts      | (176)                     | (173)                    |
| Total current assets                  | 148,518                   | 150,160                  |
| Fixed assets                          |                           |                          |
| Tangible fixed assets                 |                           |                          |
| Buildings and structures              | 168,599                   | 179,789                  |
| Accumulated depreciation              | (95,402)                  | (99,764)                 |
| Net book value                        | 73,196                    | 80,024                   |
| Machinery, equipment and vehicles     | 155,974                   | 161,169                  |
| Accumulated depreciation              | (121,743)                 | (122,204                 |
| Net book value                        | 34,231                    | 38,965                   |
| Land                                  | 47,468                    | 48,099                   |
| Lease assets                          | 7,734                     | 8,102                    |
| Accumulated depreciation              | (2,950)                   | (3,427)                  |
| Net book value                        | 4,784                     | 4,675                    |
| Construction in progress              | 3,742                     | 7,238                    |
| Other                                 | 13,542                    | 14,820                   |
| Accumulated depreciation              | (10,150)                  | (10,444)                 |
| Net book value                        | 3,392                     | 4,375                    |
| Total tangible fixed assets           | 166,815                   | 183,378                  |
| Intangible fixed assets               | 100,013                   | 100,070                  |
| Goodwill                              | 1 705                     | 1 560                    |
| Computer software                     | 1,785                     | 1,563                    |
| Other                                 | 3,176<br>697              | 3,129<br>982             |
|                                       |                           |                          |
| Total intangible fixed assets         | 5,659                     | 5,675                    |
| Investments and other assets          | 00.547                    | 07.400                   |
| Investment securities                 | 28,547                    | 27,408                   |
| Long-term loans receivable            | 492                       | 450                      |
| Assets for retirement benefits        | 12,427                    | 7,413                    |
| Deferred tax assets                   | 1,630                     | 1,984                    |
| Other                                 | 9,424                     | 9,657                    |
| Allowances for doubtful accounts      | (499)                     | (213                     |
| Total investments and other assets    | 52,023                    | 46,700                   |
| Total fixed assets                    | 224,498                   | 235,754                  |
| Total assets                          | 373,017                   | 385,914                  |



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|   | Dravious fiscal year                           | (Millions of yen)  Current fiscal year         |
|---|--|--|
|   | Previous fiscal year (As of November 30, 2015) | (As of November 30, 2016)                      |
| Liabilities                                     | ( 10 0 1 1 1 0 1 0 1 0 1 0 1 0 1 0 1 0 1       | <u>(</u> , , , , , , , , , , , , , , , , , , , |
| Current liabilities                             |  |  |
| Notes and accounts payable - trade              | 45,192   | 47,050   |
| Short-term loans payable                        | 9,096  | 8,301  |
| Accounts payable - other                        | 18,628   | 22,074   |
| Accrued expenses                                | 13,273   | 12,809   |
| Accrued income taxes                            | 3,960  | 7,016  |
| Deferred tax liabilities                        | 1  | 1  |
| Reserves for sales rebates                      | 821  | 749  |
| Reserves for bonuses                            | 1,541  | 1,826  |
| Reserves for directors' bonuses                 | 169  | 160  |
| Other reserves                                  | 89   | 91   |
| Other   | 2,094  | 2,162  |
| Total current liabilities                       | 94,870   | 102,245  |
| Non-current liabilities                         |  |  |
| Bonds   | 10,000   | 10,000   |
| Long-term loans payable                         | 6,343  | 12,498   |
| Lease obligations                               | 3,727  | 3,774  |
| Deferred tax liabilities                        | 7,956  | 5,135  |
| Liabilities for retirement benefits             | 3,075  | 3,893  |
| Asset retirement obligations                    | 748  | 1,112  |
| Other   | 1,578  | 1,392  |
| Total non-current liabilities                   | 33,429   | 37,807   |
| Total liabilities                               | 128,299  | 140,053  |
| Net assets                                      |  | -,   |
| Shareholders' equity                            |  |  |
| Paid-in capital                                 | 24.104   | 24.104   |
| Capital surplus                                 | 30,302   | 30,300   |
| Earned surplus                                  | 154,421  | 166,765  |
| Treasury stock                                  | (1,416)  | (6,123)  |
| Total shareholders' equity                      | 207,412  | 215,047  |
| Accumulated other comprehensive income          |  | _::,:::  |
| Unrealized holding gains (losses) on securities | 9,330  | 8,916  |
| Unrealized gains (losses) on hedges             | (8)  | 79   |
| Foreign currency translation adjustments        | (552)  | (3,947)  |
| Accumulated adjustments for retirement benefits | (3,243)  | (7,474)  |
| Total accumulated other comprehensive income    | 5,525  | (2,426)  |
| Non-controlling interests                       | 31.780   | 33,240   |
| Total net assets                                | 244,717  | 245,861  |
|   |  |  |
| Total liabilities and net assets                | 373,017  | 385,914  |



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# 2. Consolidated Statements of Income and Consolidated Statements of Comprehensive Income (Consolidated Statements of Income)

|   |   | (Millions of yen)                          |
|---|---|--|
|   | Previous fiscal year (From December 1, 2014 | Current fiscal year (From December 1, 2015 |
|   | to November 30, 2015)                       | to November 30, 2016)                      |
| Net sales   | 549,774                                     | 552,306                                    |
| Cost of sales   | 432,489                                     | 428,848                                    |
| Gross profit  | 117,285                                     | 123,457                                    |
| Selling, general and administrative expenses  | 90,931                                      | 93,639                                     |
| Operating income  | 26,354                                      | 29,818                                     |
| Non-operating income  | 20,004                                      | 20,010                                     |
| Interest income   | 121   | 79   |
| Dividends income  | 450   | 458  |
| Equity in earnings of affiliates  | 134   | 295  |
| Subsidy income  | -   | 291  |
| Reversal of allowances for doubtful accounts  | 6   | 274  |
| Other   | 1,021                                       | 948  |
| Total non-operating income  | 1,734                                       | 2,347                                      |
|   | 1,701                                       | 2,011                                      |
| Non-operating expenses Interest expenses  | 314   | 311  |
| Other   | 548   | 490  |
|   | 863   | 801  |
| Total non-operating expenses  | 27,224                                      | 31,364                                     |
| Ordinary income   | 21,224                                      | 31,304                                     |
| Extraordinary gains   | 405   | 200  |
| Gains on sales of investment securities   | 105   | 396  |
| Gains on sales of fixed assets  | 128   | 160  |
| Compensation income   | 86  | 158  |
| Gains on change in equity   | 1,197                                       | -  |
| Gains on extinguishment of tie-in shares  | 901<br>830                                  | -  |
| Gains on step acquisitions  | 105   | -  |
| Gains on negative goodwill Other  | 462   | 15   |
|   |   |  |
| Total extraordinary gains   | 3,816                                       | 730  |
| Extraordinary losses  | 4.260                                       | 4.470                                      |
| Losses on disposal of fixed assets  | 1,368                                       | 1,178                                      |
| Losses on valuation of investment securities  | 9<br>373                                    | 320<br>89                                  |
| Losses on impairment of fixed assets  |   | 09   |
| Losses on liquidation of subsidiaries and affiliates  Losses on valuation of investments in capital of subsidiaries and | 261   | -  |
| affiliates  | 257   | -  |
| Other   | 195   | 215  |
| Total extraordinary losses  | 2,465                                       | 1.804                                      |
| Profit before income taxes  | 28,576                                      | 30,290                                     |
| Income taxes  | 8,860                                       | 11,245                                     |
| Income taxes - deferred   | 17  | (989)                                      |
|   | 8,878                                       |  |
| Total income taxes  |   | 10,255                                     |
| Profit  | 19,697                                      | 20,034                                     |
| Profit attributable to non-controlling interests  | 2,724                                       | 2,941                                      |
| Profit attributable to owners of parent   | 16,973                                      | 17,093                                     |



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## (Consolidated Statements of Comprehensive Income)

| ,  |   | (Millions of yen)  |
|--|---|--|
|  | Previous fiscal year<br>(From December 1, 2014<br>to November 30, 2015) | Current fiscal year<br>(From December 1, 2015<br>to November 30, 2016) |
| Profit   | 19,697  | 20,034   |
| Other comprehensive income                                     |   |  |
| Unrealized holding gains (losses) on securities                | 3,552   | (375)  |
| Unrealized gains (losses) on hedges                            | (12)  | 113  |
| Foreign currency translation adjustments                       | 683   | (4,179)  |
| Adjustments for retirement benefits                            | 2,237   | (4,638)  |
| Total other comprehensive income                               | 6,461   | (9,079)  |
| Comprehensive income   | 26,159  | 10,955   |
| (Breakdown)  |   |  |
| Comprehensive income attributable to owners of<br>parent       | 23,199  | 9,141  |
| Comprehensive income attributable to non-controlling interests | 2,959   | 1,814  |



(Millions of yen)

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## 3. Consolidated Statements of Changes in Net Assets

Previous fiscal year (From December 1, 2014 to November 30, 2015)

Shareholders' equity Total shareholders' Paid-in capital Capital surplus Earned surplus Treasury stock Balance at the beginning of 24,104 30,309 142,489 195,752 (1,150)the current fiscal year Cumulative effects of changes in accounting (1,398)(1,398)policies Restated balance 24,104 30,309 141,091 (1,150)194,354 Changes of items during the fiscal year Dividends from surplus (3,642)(3,642)Profit attributable to 16,973 16,973 owners of parent Repurchase of shares (6) (266)(272)Changes in equity in controlled subsidiaries Net changes of items other than shareholders' equity Total changes of items 13,330 13,057 (6)(266)during the fiscal year Balance at the end of the current fiscal year (1,416)24,104 30,302 154,421 207,412

|  |  | Accumulated                               |   |   |  |                           |                  |
|--|--|---|---|---|--|---------------------------|------------------|
|  | Unrealized<br>holding gains<br>(losses) on<br>securities | Unrealized<br>gains (losses)<br>on hedges | Foreign<br>currency<br>translation<br>adjustments | Accumulated adjustments for retirement benefits | Total<br>accumulated<br>other<br>comprehensive<br>income | Non-controlling interests | Total net assets |
| Balance at the beginning of the current fiscal year        | 5,902  | 4   | (1,234)   | (5,373)   | (701)  | 25,346                    | 220,397          |
| Cumulative effects of<br>changes in accounting<br>policies |  |   |   |   |  | (43)                      | (1,441)          |
| Restated balance   | 5,902  | 4   | (1,234)   | (5,373)   | (701)  | 25,302                    | 218,955          |
| Changes of items during the fiscal year                    |  |   |   |   |  |                           |                  |
| Dividends from surplus                                     |  |   |   |   |  |                           | (3,642)          |
| Profit attributable to owners of parent                    |  |   |   |   |  |                           | 16,973           |
| Repurchase of shares                                       |  |   |   |   |  |                           | (272)            |
| Changes in equity in controlled subsidiaries               |  |   |   |   |  |                           |                  |
| Net changes of items other than shareholders' equity       | 3,428  | (13)                                      | 681   | 2,130   | 6,226  | 6,477                     | 12,704           |
| Total changes of items during the fiscal year              | 3,428  | (13)                                      | 681   | 2,130   | 6,226  | 6,477                     | 25,762           |
| Balance at the end of the current fiscal year              | 9,330  | (8)                                       | (552)   | (3,243)   | 5,525  | 31,780                    | 244,717          |



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Current fiscal year (From December 1, 2015 to November 30, 2016)

(Millions of yen)

|  |                 |                 | Shareholders' equity |                | ,                          |
|--|-----------------|-----------------|----------------------|----------------|----------------------------|
|  | Paid-in capital | Capital surplus | Earned surplus       | Treasury stock | Total shareholders' equity |
| Balance at the beginning of the current fiscal year  | 24,104          | 30,302          | 154,421              | (1,416)        | 207,412                    |
| Cumulative effects of changes in accounting policies |                 |                 |                      |                | -                          |
| Restated balance                                     | 24,104          | 30,302          | 154,421              | (1,416)        | 207,412                    |
| Changes of items during the fiscal year              |                 |                 |                      |                |                            |
| Dividends from surplus                               |                 |                 | (4,749)              |                | (4,749)                    |
| Profit attributable to owners of parent              |                 |                 | 17,093               |                | 17,093                     |
| Repurchase of shares                                 |                 |                 |                      | (4,706)        | (4,706)                    |
| Changes in equity in controlled subsidiaries         |                 | (2)             |                      |                | (2)                        |
| Net changes of items other than shareholders' equity |                 |                 |                      |                |                            |
| Total changes of items during the fiscal year        | -               | (2)             | 12,343               | (4,706)        | 7,635                      |
| Balance at the end of the current fiscal year        | 24,104          | 30,300          | 166,765              | (6,123)        | 215,047                    |

|  |  | Accumulated                               |   |   | 1  |                           |                     |
|--|--|---|---|---|--|---------------------------|---------------------|
|  | Unrealized<br>holding gains<br>(losses) on<br>securities | Unrealized<br>gains (losses)<br>on hedges | Foreign<br>currency<br>translation<br>adjustments | Accumulated adjustments for retirement benefits | Total<br>accumulated<br>other<br>comprehensive<br>income | Non-controlling interests | Total net<br>assets |
| Balance at the beginning of the current fiscal year        | 9,330  | (8)                                       | (552)   | (3,243)   | 5,525  | 31,780                    | 244,717             |
| Cumulative effects of<br>changes in accounting<br>policies |  |   |   |   |  |                           | 1                   |
| Restated balance   | 9,330  | (8)                                       | (552)   | (3,243)   | 5,525  | 31,780                    | 244,717             |
| Changes of items during the fiscal year                    |  |   |   |   |  |                           |                     |
| Dividends from surplus                                     |  |   |   |   |  |                           | (4,749)             |
| Profit attributable to owners of parent                    |  |   |   |   |  |                           | 17,093              |
| Repurchase of shares                                       |  |   |   |   |  |                           | (4,706)             |
| Changes in equity in controlled subsidiaries               |  |   |   |   |  |                           | (2)                 |
| Net changes of items other than shareholders' equity       | (414)  | 88  | (3,395)   | (4,230)   | (7,951)  | 1,460                     | (6,491)             |
| Total changes of items during the fiscal year              | (414)  | 88  | (3,395)   | (4,230)   | (7,951)  | 1,460                     | 1,143               |
| Balance at the end of the current fiscal year              | 8,916  | 79  | (3,947)   | (7,474)   | (2,426)  | 33,240                    | 245,861             |



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## 4. Consolidated Statements of Cash Flows

| Previous fiscal year (From December 1, 2015 to November 30, 2015)   From December 1, 2015 to November 30, 2016)   | F. Consolidated Statements of Cash Flows                          |                                       | (Millions of yen)      |
|---|---|---------------------------------------|------------------------|
| Profit before income taxes         28,576         30,290           Depreciation and amortization         19,094         18,254           Losses on impairment of fixed assets         373         89           Amortization of goodwill         229         221           Retirement benefit expenses         1,222         993           Equity in losses (earnings) of affiliates         (134)         (295)           Losses (gains) on valuation of investments securities         9         320           Losses on valuation of investments in capital of subsidiaries and affiliates         257         -           Gains on negative goodwill         (105)         -           Losses (gains) on step acquisitions         (830)         -           Losses (gains) on change in equity         (1,197)         -           Losses (gains) on change in equity         (1,197)         -           Increase (decrease) in liabilities for retirement benefits         473         154           Decrease (increase) in assets for retirement benefits         473         154           Decrease (increase) in reserves for bonuses         56         (9)           Increase (decrease) in reserves for bonuses         56         (9)           Increase (decrease) in allowances for doubtful accounts         (88)         (287)   |   | (From December 1, 2014                | (From December 1, 2015 |
| Profit before income taxes         28,576         30,290           Depreciation and amortization         19,094         18,254           Losses on impairment of fixed assets         373         89           Amortization of goodwill         229         221           Retirement benefit expenses         1,222         993           Equity in losses (earnings) of affiliates         (134)         (295)           Losses (gains) on valuation of investments securities         9         320           Losses on valuation of investments in capital of subsidiaries and affiliates         257         -           Gains on negative goodwill         (105)         -           Losses (gains) on step acquisitions         (830)         -           Losses (gains) on change in equity         (1,197)         -           Losses (gains) on change in equity         (1,197)         -           Increase (decrease) in liabilities for retirement benefits         473         154           Decrease (increase) in assets for retirement benefits         473         154           Decrease (increase) in reserves for bonuses         56         (9)           Increase (decrease) in reserves for bonuses         56         (9)           Increase (decrease) in allowances for doubtful accounts         (88)         (287)   | Cash flows from operating activities                              |                                       | ·                      |
| Losses on impairment of fixed assets         373         89           Amortization of goodwill         229         221           Retirement benefit expenses         1,222         993           Equity in losses (earnings) of affiliates         (134)         (295)           Losses (gains) on valuation of investments securities         9         320           Losses on valuation of investments in capital of subsidiaries and affiliates         257         -           Gains on negative goodwill         (105)         -           Losses (gains) on step acquisitions         (830)         -           Losses (gains) on change in equity         (1,197)         -           Losses (gains) on extinguishment of tie-in shares         (901)         -           Increase (decrease) in ilabilities for retirement benefits         473         154           Decrease (increase) in assets for retirement benefits         473         154           Increase (decrease) in reserves for sales rebates         (112)         (71)           Increase (decrease) in reserves for directors' bonuses         56         (9)           Increase (decrease) in reserves for directors' bonuses         56         (9)           Increase (decrease) in reserves for doubtful accounts         (89)         (287)           Interest and dividends income<   |   | 28,576                                | 30,290                 |
| Amortization of goodwill         229         221           Retirement benefit expenses         1,222         993           Equity in losses (earnings) of affiliates         (134)         (295)           Losses (gains) on valuation of investment securities         9         320           Losses on valuation of investments in capital of subsidiaries and affiliates         257         -           Gains on negative goodwill         (105)         -           Losses (gains) on step acquisitions         (830)         -           Losses (gains) on change in equity         (1,197)         -           Losses (gains) on extinguishment of tie-in shares         (901)         -           Increase (decrease) in liabilities for retirement benefits         473         154           Decrease (increase) in assets for retirement benefits         (1,653)         (1,837)           Increase (decrease) in reserves for sales rebates         (112)         (71)           Increase (decrease) in reserves for bales         340         334           Increase (decrease) in reserves for bonuses         56         (9)           Increase (decrease) in seserves for bonuses         340         334           Increase (decrease) in allowances for doubtful accounts         (89)         (287)           Interest and dividends income  | Depreciation and amortization                                     | 19,094                                | 18,254                 |
| Retirement benefit expenses         1,222         993           Equity in losses (earnings) of affiliates         (134)         (295)           Losses (gains) on valuation of investment securities         9         320           Losses on valuation of investments in capital of subsidiaries and affiliates         257         -           Gains on negative goodwill         (105)         -           Losses (gains) on step acquisitions         (830)         -           Losses (gains) on extinguishment of tie-in shares         (901)         -           Losses (gains) on extinguishment of tie-in shares         (901)         -           Increase (decrease) in liabilities for retirement benefits         473         154           Decrease (increase) in assets for retirement benefits         (1,653)         (1,837)           Increase (decrease) in reserves for sales rebates         (112)         (711)           Increase (decrease) in reserves for obluses         56         (9)           Increase (decrease) in reserves for bonuses         340         334           Increase (decrease) in allowances for doubtful accounts         (89)         (287)           Interest and dividends income         (572)         (538)           Interest expenses         314         311           Losses (gains) on sales and disposal  | Losses on impairment of fixed assets                              | · · · · · · · · · · · · · · · · · · · | 89                     |
| Retirement benefit expenses         1,222         993           Equity in losses (earnings) of affiliates         (134)         (295)           Losses (gains) on valuation of investment securities         9         320           Losses on valuation of investments in capital of subsidiaries and affiliates         257         -           Gains on negative goodwill         (105)         -           Losses (gains) on step acquisitions         (830)         -           Losses (gains) on change in equity         (1,197)         -           Losses (gains) on extinguishment of tie-in shares         (901)         -           Increase (decrease) in liabilities for retirement benefits         473         154           Decrease (increase) in assets for retirement benefits         (1,653)         (1,837)           Increase (decrease) in reserves for sales rebates         (112)         (711)           Increase (decrease) in reserves for directors' bonuses         56         (9)           Increase (decrease) in reserves for bonuses         340         334           Increase (decrease) in in exerves for doubtful accounts         (89)         (287)           Interest and dividends income         (572)         (538)           Interest (accrease) in onsels of investment securities         52         (396)           L   | Amortization of goodwill  | 229                                   | 221                    |
| Equity in losses (earnings) of affiliates         (134)         (295)           Losses (gains) on valuation of investment securities         9         320           Losses on valuation of investments in capital of subsidiaries and affiliates         257         -           Gains on negative goodwill         (105)         -           Losses (gains) on step acquisitions         (830)         -           Losses (gains) on change in equity         (1,197)         -           Losses (gains) on extinguishment of tie-in shares         (901)         -           Increase (decrease) in liabilities for retirement benefits         473         154           Decrease (increase) in reserves for sales rebates         (112)         (71)           Increase (decrease) in reserves for sales rebates         (112)         (71)           Increase (decrease) in reserves for doubtes         340         334           Increase (decrease) in reserves for bonuses         340         334           Increase (decrease) in in subwances for doubtful accounts         (89)         (287)           Interest and dividends income         (572)         (538)           Interest expenses         314         311           Losses (gains) on sales of investment securities         52         (396)           Losses (gains) on sales and disposal  | •   | 1,222                                 | 993                    |
| Losses (gains) on valuation of investments in capital of subsidiaries and affiliates9320Cains on negative goodwill(105)-Losses (gains) on step acquisitions(830)-Losses (gains) on change in equity(1,197)-Losses (gains) on extinguishment of tie-in shares(901)-Increase (decrease) in liabilities for retirement benefits473154Decrease (increase) in reserves for retirement benefits(1,653)(1,837)Increase (decrease) in reserves for sales rebates(112)(71)Increase (decrease) in reserves for directors' bonuses56(9)Increase (decrease) in reserves for bonuses340334Increase (decrease) in allowances for doubtful accounts(89)(287)Interest and dividends income(572)(538)Interest expenses314311Losses (gains) on sales of investment securities52(396)Losses (gains) on sales and disposal of fixed assets1,2581,025Decrease (increase) in notes and accounts receivable - trade8,8542,114Decrease (decrease) in inventories(1,151)1,905Increase (decrease) in accounts payable - other(3,262)1,416Increase (decrease) in accounts payable - other(3,262)1,416Increase (decrease) in ong-term accounts payable(73)(185)Other288(1,646)Sub-total37,83053,787Interest paid(314)(309)Income taxes paid(10,049)(8,888) </td <td>·</td> <td></td> <td>(295)</td>   | ·   |                                       | (295)                  |
| Losses on valuation of investments in capital of subsidiaries and affiliates  Gains on negative goodwill  Losses (gains) on step acquisitions  Radio (1,197)  Losses (gains) on change in equity  Losses (gains) on extinguishment of tie-in shares  Rodio (1,197)  Losses (gains) on extinguishment of tie-in shares  Rodio (1,653)  Rodio (1,837)  Rocrease (decrease) in liabilities for retirement benefits  Rocrease (increase) in assets for retirement benefits  Rocrease (decrease) in reserves for sales rebates  Rodio (1,653)  Rocrease (decrease) in reserves for sales rebates  Rodio (1,653)  Rocrease (decrease) in reserves for sales rebates  Rodio (1,653)  Rocrease (decrease) in reserves for sales rebates  Rodio (1,653)  Rocrease (decrease) in reserves for directors' bonuses  Rodio (1,653)  Rocrease (decrease) in reserves for bonuses  Rodio (1,653)  Rocrease (decrease) in reserves for doubtful accounts  Rocrease (decrease) in allowances for doubtful accounts  Rocrease (decrease) in allowances for doubtful accounts  Rocrease (gains) on sales of investment securities  Rocrease (gains) on sales of investment securities  Rocrease (gains) on sales and disposal of fixed assets  Rocrease (gains) on sales and disposal of fixed assets  Rocrease (increase) in notes and accounts receivable - trade  Rocrease (increase) in notes and accounts payable - trade  Rocrease (decrease) in accounts payable - other  Rocrease (decrease) in notes and accounts payable - other  Rocrease (decrease) in accounts payable - other  Rocrease (decrease) in accounts payable - other  Rocrease (decrease) in notes and accounts payable - other  Rocrease (decrease) in accounts |   | • • •                                 |                        |
| Losses (gains) on step acquisitions         (830)         -           Losses (gains) on change in equity         (1,197)         -           Losses (gains) on extinguishment of tie-in shares         (901)         -           Increase (decrease) in liabilities for retirement benefits         473         154           Decrease (increase) in assets for retirement benefits         (1,653)         (1,837)           Increase (decrease) in reserves for sales rebates         (112)         (71)           Increase (decrease) in reserves for bonuses         56         (9)           Increase (decrease) in reserves for bonuses         340         334           Increase (decrease) in allowances for doubtful accounts         (89)         (287)           Interest and dividends income         (572)         (538)           Interest expenses         314         311           Interest expenses         314         311           Losses (gains) on sales of investment securities         52         (396)           Losses (gains) on sales and disposal of fixed assets         1,258         1,025           Decrease (increase) in notes and accounts receivable - trade         8,854         2,114           Decrease (increase) in inventories         (1,151)         1,905           Increase (decrease) in accounts payable - other </td <td>Losses on valuation of investments in capital of subsidiaries and</td> <td>257</td> <td><del>-</del></td>  | Losses on valuation of investments in capital of subsidiaries and | 257                                   | <del>-</del>           |
| Losses (gains) on change in equity         (1,197)         -           Losses (gains) on extinguishment of tie-in shares         (901)         -           Increase (decrease) in liabilities for retirement benefits         473         154           Decrease (increase) in assets for retirement benefits         (1,653)         (1,837)           Increase (decrease) in reserves for sales rebates         (112)         (71)           Increase (decrease) in reserves for directors' bonuses         56         (9)           Increase (decrease) in reserves for bonuses         340         334           Increase (decrease) in allowances for doubtful accounts         (89)         (287)           Interest and dividends income         (572)         (538)           Interest expenses         314         311           Losses (gains) on sales of investment securities         52         (396)           Losses (gains) on sales and disposal of fixed assets         1,258         1,025           Decrease (increase) in notes and accounts receivable - trade         8,854         2,114           Decrease (increase) in inventories         (1,151)         1,905           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in counts payable - other         (30)         (450)   | Gains on negative goodwill  | (105)                                 | -                      |
| Losses (gains) on extinguishment of tie-in shares         (901)         -           Increase (decrease) in liabilities for retirement benefits         473         154           Decrease (increase) in assets for retirement benefits         (1,653)         (1,837)           Increase (decrease) in reserves for sales rebates         (112)         (71)           Increase (decrease) in reserves for directors' bonuses         56         (9)           Increase (decrease) in reserves for bonuses         340         334           Increase (decrease) in allowances for doubtful accounts         (89)         (287)           Interest and dividends income         (572)         (538)           Interest expenses         314         311           Losses (gains) on sales of investment securities         52         (396)           Losses (gains) on sales and disposal of fixed assets         1,258         1,025           Decrease (increase) in notes and accounts receivable - trade         8,854         2,114           Decrease (increase) in inventories         (1,151)         1,905           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in long-term accounts payable         (73)         (185)  | Losses (gains) on step acquisitions                               | (830)                                 | -                      |
| Losses (gains) on extinguishment of tie-in shares         (901)         -           Increase (decrease) in liabilities for retirement benefits         473         154           Decrease (increase) in assets for retirement benefits         (1,653)         (1,837)           Increase (decrease) in reserves for sales rebates         (112)         (71)           Increase (decrease) in reserves for directors' bonuses         56         (9)           Increase (decrease) in reserves for bonuses         340         334           Increase (decrease) in allowances for doubtful accounts         (89)         (287)           Interest and dividends income         (572)         (538)           Interest expenses         314         311           Losses (gains) on sales of investment securities         52         (396)           Losses (gains) on sales and disposal of fixed assets         1,258         1,025           Decrease (increase) in notes and accounts receivable - trade         8,854         2,114           Decrease (increase) in inventories         (1,151)         1,905           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in long-term accounts payable         (73)         (185)  | Losses (gains) on change in equity                                | (1,197)                               | -                      |
| Decrease (increase) in assets for retirement benefits         (1,653)         (1,837)           Increase (decrease) in reserves for sales rebates         (112)         (71)           Increase (decrease) in reserves for directors' bonuses         56         (9)           Increase (decrease) in reserves for bonuses         340         334           Increase (decrease) in allowances for doubtful accounts         (89)         (287)           Interest and dividends income         (572)         (538)           Interest expenses         314         311           Losses (gains) on sales of investment securities         52         (396)           Losses (gains) on sales and disposal of fixed assets         1,258         1,025           Decrease (increase) in notes and accounts receivable - trade         8,854         2,114           Decrease (increase) in inventories         (1,151)         1,905           Increase (decrease) in notes and accounts payable - trade         (12,687)         2,072           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in accrued consumption taxes         (802)         (450)           Increase (decrease) in long-term accounts payable         (73)         (185)           Other         288         (1,646)           Sub   | Losses (gains) on extinguishment of tie-in shares                 |                                       | -                      |
| Increase (decrease) in reserves for sales rebates         (112)         (71)           Increase (decrease) in reserves for directors' bonuses         56         (9)           Increase (decrease) in reserves for bonuses         340         334           Increase (decrease) in allowances for doubtful accounts         (89)         (287)           Interest and dividends income         (572)         (538)           Interest expenses         314         311           Losses (gains) on sales of investment securities         52         (396)           Losses (gains) on sales and disposal of fixed assets         1,258         1,025           Decrease (increase) in notes and accounts receivable - trade         8,854         2,114           Decrease (increase) in inventories         (1,151)         1,905           Increase (decrease) in notes and accounts payable - trade         (12,687)         2,072           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in accounts payable - other         (3,262)         (450)           Increase (decrease) in long-term accounts payable         (73)         (185)           Other         288         (1,646)           Sub-total         37,830         53,787           Interest and dividends income received   | Increase (decrease) in liabilities for retirement benefits        | 473                                   | 154                    |
| Increase (decrease) in reserves for sales rebates         (112)         (71)           Increase (decrease) in reserves for directors' bonuses         56         (9)           Increase (decrease) in reserves for bonuses         340         334           Increase (decrease) in allowances for doubtful accounts         (89)         (287)           Interest and dividends income         (572)         (538)           Interest expenses         314         311           Losses (gains) on sales of investment securities         52         (396)           Losses (gains) on sales and disposal of fixed assets         1,258         1,025           Decrease (increase) in notes and accounts receivable - trade         8,854         2,114           Decrease (increase) in inventories         (1,151)         1,905           Increase (decrease) in notes and accounts payable - trade         (12,687)         2,072           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in accounts payable - other         (3,262)         (450)           Increase (decrease) in long-term accounts payable         (73)         (185)           Other         288         (1,646)           Sub-total         37,830         53,787           Interest and dividends income received   |   | (1,653)                               | (1,837)                |
| Increase (decrease) in reserves for directors' bonuses         56         (9)           Increase (decrease) in reserves for bonuses         340         334           Increase (decrease) in allowances for doubtful accounts         (89)         (287)           Interest and dividends income         (572)         (538)           Interest expenses         314         311           Losses (gains) on sales of investment securities         52         (396)           Losses (gains) on sales and disposal of fixed assets         1,258         1,025           Decrease (increase) in notes and accounts receivable - trade         8,854         2,114           Decrease (increase) in inventories         (1,151)         1,905           Increase (decrease) in notes and accounts payable - trade         (12,687)         2,072           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in accrued consumption taxes         (802)         (450)           Increase (decrease) in long-term accounts payable         (73)         (185)           Other         288         (1,646)           Sub-total         37,830         53,787           Interest and dividends income received         627         670           Interest paid         (314)         (309) <td>,</td> <td></td> <td></td>  | ,   |                                       |                        |
| Increase (decrease) in reserves for bonuses         340         334           Increase (decrease) in allowances for doubtful accounts         (89)         (287)           Interest and dividends income         (572)         (538)           Interest expenses         314         311           Losses (gains) on sales of investment securities         52         (396)           Losses (gains) on sales and disposal of fixed assets         1,258         1,025           Decrease (increase) in notes and accounts receivable - trade         8,854         2,114           Decrease (increase) in inventories         (1,151)         1,905           Increase (decrease) in notes and accounts payable - trade         (12,687)         2,072           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in long-term accounts payable         (73)         (185)           Other         288         (1,646)           Sub-total         37,830         53,787           Interest and dividends income received         627         670           Interest paid         (314)         (309)           Income taxes paid         (8,888)  | Increase (decrease) in reserves for directors' bonuses            |                                       | . ,                    |
| Interest and dividends income         (572)         (538)           Interest expenses         314         311           Losses (gains) on sales of investment securities         52         (396)           Losses (gains) on sales and disposal of fixed assets         1,258         1,025           Decrease (increase) in notes and accounts receivable - trade         8,854         2,114           Decrease (increase) in inventories         (1,151)         1,905           Increase (decrease) in notes and accounts payable - trade         (12,687)         2,072           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in accrued consumption taxes         (802)         (450)           Increase (decrease) in long-term accounts payable         (73)         (185)           Other         288         (1,646)           Sub-total         37,830         53,787           Interest and dividends income received         627         670           Interest paid         (314)         (309)           Income taxes paid         (10,049)         (8,888)   | Increase (decrease) in reserves for bonuses                       | 340                                   |                        |
| Interest expenses         314         311           Losses (gains) on sales of investment securities         52         (396)           Losses (gains) on sales and disposal of fixed assets         1,258         1,025           Decrease (increase) in notes and accounts receivable - trade         8,854         2,114           Decrease (increase) in inventories         (1,151)         1,905           Increase (decrease) in notes and accounts payable - trade         (12,687)         2,072           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in accrued consumption taxes         (802)         (450)           Increase (decrease) in long-term accounts payable         (73)         (185)           Other         288         (1,646)           Sub-total         37,830         53,787           Interest and dividends income received         627         670           Interest paid         (314)         (309)           Income taxes paid         (10,049)         (8,888)   | Increase (decrease) in allowances for doubtful accounts           | (89)                                  | (287)                  |
| Interest expenses         314         311           Losses (gains) on sales of investment securities         52         (396)           Losses (gains) on sales and disposal of fixed assets         1,258         1,025           Decrease (increase) in notes and accounts receivable - trade         8,854         2,114           Decrease (increase) in inventories         (1,151)         1,905           Increase (decrease) in notes and accounts payable - trade         (12,687)         2,072           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in accrued consumption taxes         (802)         (450)           Increase (decrease) in long-term accounts payable         (73)         (185)           Other         288         (1,646)           Sub-total         37,830         53,787           Interest and dividends income received         627         670           Interest paid         (314)         (309)           Income taxes paid         (10,049)         (8,888)   | Interest and dividends income                                     | (572)                                 | (538)                  |
| Losses (gains) on sales and disposal of fixed assets       1,258       1,025         Decrease (increase) in notes and accounts receivable - trade       8,854       2,114         Decrease (increase) in inventories       (1,151)       1,905         Increase (decrease) in notes and accounts payable - trade       (12,687)       2,072         Increase (decrease) in accounts payable - other       (3,262)       1,416         Increase (decrease) in accrued consumption taxes       (802)       (450)         Increase (decrease) in long-term accounts payable       (73)       (185)         Other       288       (1,646)         Sub-total       37,830       53,787         Interest and dividends income received       627       670         Interest paid       (314)       (309)         Income taxes paid       (10,049)       (8,888)   |   | 314                                   | `311 <sup>´</sup>      |
| Decrease (increase) in notes and accounts receivable - trade         8,854         2,114           Decrease (increase) in inventories         (1,151)         1,905           Increase (decrease) in notes and accounts payable - trade         (12,687)         2,072           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in accrued consumption taxes         (802)         (450)           Increase (decrease) in long-term accounts payable         (73)         (185)           Other         288         (1,646)           Sub-total         37,830         53,787           Interest and dividends income received         627         670           Interest paid         (314)         (309)           Income taxes paid         (10,049)         (8,888)  | Losses (gains) on sales of investment securities                  | 52                                    | (396)                  |
| Decrease (increase) in inventories         (1,151)         1,905           Increase (decrease) in notes and accounts payable - trade         (12,687)         2,072           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in accrued consumption taxes         (802)         (450)           Increase (decrease) in long-term accounts payable         (73)         (185)           Other         288         (1,646)           Sub-total         37,830         53,787           Interest and dividends income received         627         670           Interest paid         (314)         (309)           Income taxes paid         (10,049)         (8,888)   | Losses (gains) on sales and disposal of fixed assets              | 1,258                                 | 1,025                  |
| Increase (decrease) in notes and accounts payable - trade         (12,687)         2,072           Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in accrued consumption taxes         (802)         (450)           Increase (decrease) in long-term accounts payable         (73)         (185)           Other         288         (1,646)           Sub-total         37,830         53,787           Interest and dividends income received         627         670           Interest paid         (314)         (309)           Income taxes paid         (10,049)         (8,888)  | Decrease (increase) in notes and accounts receivable - trade      | 8,854                                 | 2,114                  |
| Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in accrued consumption taxes         (802)         (450)           Increase (decrease) in long-term accounts payable         (73)         (185)           Other         288         (1,646)           Sub-total         37,830         53,787           Interest and dividends income received         627         670           Interest paid         (314)         (309)           Income taxes paid         (10,049)         (8,888)   | Decrease (increase) in inventories                                | (1,151)                               | 1,905                  |
| Increase (decrease) in accounts payable - other         (3,262)         1,416           Increase (decrease) in accrued consumption taxes         (802)         (450)           Increase (decrease) in long-term accounts payable         (73)         (185)           Other         288         (1,646)           Sub-total         37,830         53,787           Interest and dividends income received         627         670           Interest paid         (314)         (309)           Income taxes paid         (10,049)         (8,888)   | Increase (decrease) in notes and accounts payable - trade         | (12,687)                              | 2,072                  |
| Increase (decrease) in long-term accounts payable         (73)         (185)           Other         288         (1,646)           Sub-total         37,830         53,787           Interest and dividends income received         627         670           Interest paid         (314)         (309)           Income taxes paid         (10,049)         (8,888)  | Increase (decrease) in accounts payable - other                   |                                       | 1,416                  |
| Other         288         (1,646)           Sub-total         37,830         53,787           Interest and dividends income received         627         670           Interest paid         (314)         (309)           Income taxes paid         (10,049)         (8,888)   | Increase (decrease) in accrued consumption taxes                  | (802)                                 | (450)                  |
| Sub-total         37,830         53,787           Interest and dividends income received         627         670           Interest paid         (314)         (309)           Income taxes paid         (10,049)         (8,888)   | Increase (decrease) in long-term accounts payable                 | (73)                                  | (185)                  |
| Interest and dividends income received         627         670           Interest paid         (314)         (309)           Income taxes paid         (10,049)         (8,888)   | Other   | 288                                   | (1,646)                |
| Interest and dividends income received         627         670           Interest paid         (314)         (309)           Income taxes paid         (10,049)         (8,888)   | Sub-total   | 37,830                                | 53,787                 |
| Interest paid         (314)         (309)           Income taxes paid         (10,049)         (8,888)  | Interest and dividends income received                            | 627                                   |                        |
| Income taxes paid (10,049) (8,888)  |   | (314)                                 |                        |
|   | •   |                                       | , ,                    |
|   |   |                                       |                        |



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|  |  | (Millions of yen)                            |
|--|--|--|
|  | Previous fiscal year                         | Current fiscal year                          |
|  | (From December 1, 2014 to November 30, 2015) | (From December 1, 2015 to November 30, 2016) |
| Cash flows from investing activities   | to 140 volilibor 00, 20 10)                  | 10 11010111001 00, 2010)                     |
| Purchases of securities  | (10,000)                                     | -  |
| Proceeds from redemption of securities   | 10,000                                       | -  |
| Purchases of tangible fixed assets   | (30,032)                                     | (31,148)                                     |
| Purchases of intangible fixed assets   | (1,529)                                      | (1,290)                                      |
| Purchases of investment securities   | (157)  | (123)  |
| Proceeds from sales of investment securities   | 178  | 653  |
| Proceeds from sales of shares of subsidiaries and affiliates                                 | 58   | -  |
| Acquisition of subsidiaries' shares  | (21)   | -  |
| Proceeds from sales of subsidiaries' shares  | 30   | -  |
| Proceeds from acquisition of subsidiaries' shares resulting                                  | 44   | _  |
| in change in scope of consolidation  |  |  |
| Net decrease (increase) in short-term loans receivable                                       | (82)   | 333  |
| Payments of long-term loans receivable   | (21)   | (39)   |
| Collection of long-term loans receivable   | 19   | 24   |
| Payments into time deposits  | (98)   | (3)  |
| Proceeds from withdrawal of time deposits  | 117  | 3  |
| Other  | 313  | (456)  |
| Net cash provided by (used in) investing activities  | (31,181)                                     | (32,046)                                     |
| Cash flows from financing activities   |  |  |
| Net increase (decrease) in short-term loans payable  | (541)  | (1,312)                                      |
| Repayment of lease obligations   | (1,753)                                      | (1,350)                                      |
| Proceeds from long-term loans payable  | 1,303  | 8,640  |
| Repayment of long-term loans payable   | (1,466)                                      | (1,942)                                      |
| Proceeds from share issuance to non-controlling interests                                    | 181  | 254  |
| Cash dividends paid  | (3,642)                                      | (4,749)                                      |
| Cash dividends paid to non-controlling interests   | (550)  | (610)  |
| Repurchase of shares   | (79)   | (4,734)                                      |
| Purchase of treasury shares of subsidiaries  | (551)  | -  |
| Net cash provided by (used in) financing activities  | (7,101)                                      | (5,805)                                      |
| Effects of exchange rate changes on cash and cash equivalents                                | 235  | (1,458)                                      |
| Increase (decrease) in cash and cash equivalents   | (9,952)                                      | 5,949  |
| Cash and cash equivalents at the beginning of the fiscal year                                | 44.788                                       | 34.841                                       |
| Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries | 5  | -  |
| Cash and cash equivalents at the end of the fiscal year                                      | 34,841                                       | 40,790                                       |
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#### 5. Notes regarding consolidated financial statements

(Notes regarding assumption of a going concern)

Not applicable

(Significant matters forming the basis for the preparation of consolidated financial statements)

#### (1) Consolidated subsidiaries

The Company has fifty-six consolidated subsidiaries in the current fiscal year. The principal consolidated subsidiaries are Kewpie Egg Corporation, Deria Foods Co., Ltd., Kewpie Jyozo Co., Ltd., K.R.S. Corporation, Kanae Foods Co., Ltd., Gourmet Delica Co., Ltd., Salad Club, Inc. and Aohata Corporation.

In the current fiscal year, the number of consolidated subsidiaries increased by two because Fresh Delica Network Co., Ltd. and Kewpie Poland Sp. zo.o. were newly established.

There are twenty unconsolidated subsidiaries, and the principal company is K. LP Corporation. These companies are excluded from the consolidation, because each of the total amounts of their total assets, net sales, profit and loss and earned surplus (based on the Company's ownership percentage) does not have a significant effect on the consolidated financial statements.

### (2) Application of the equity method

The equity method is applied to the investments in three affiliated companies. The principal affiliated company accounted for by the equity method is Summit Oil Mill Co., Ltd.

The investments in twenty unconsolidated subsidiaries including K. LP Corporation and in three affiliated companies including AK Franchise System Co., Ltd. not to be accounted for by the equity method are excluded from the scope of application of the equity method, because each of the total amounts of profit and loss and earned surplus (based on the Company's ownership percentage) does not have a significant effect on the consolidated financial statements.

#### (3) Closing date of consolidated subsidiaries

The closing date of eight foreign consolidated subsidiaries is September 30, and that of four foreign consolidated subsidiaries is December 31.

Four foreign subsidiaries whose closing date is December 31 are consolidated based on their temporary financial statements at September 30. Other eight foreign subsidiaries are consolidated based on the financial statements at their balance sheet date.

However, significant transactions of those subsidiaries for the period from the date of their respective financial statements to the consolidated closing date are reflected in the consolidated financial statements.

From the current fiscal year the closing date of Aohata Corporation is changed to November 30, which is the same as the consolidated financial closing date. Accordingly, for consolidation purposes, the accounting period of Aohata Corporation for the year under review was for 13 months (from November 1, 2015 to November 30, 2016), and the difference was adjusted through the consolidated statements of income.

### (4) Accounting policies

- A. Valuation basis and valuation methods for significant assets
  - a) Securities
    - Held-to-maturity bonds are stated at amortized cost. Discounts and premiums are amortized by the straight-line method.
    - (ii) Shares in subsidiaries and affiliates which are not accounted for under the equity method are stated at moving average cost.
    - (iii) Other securities with readily determinable fair value are stated at fair value based on market price at the closing date. Valuation differences comprise net assets as unrealized holding gains on securities. When sold, cost of sales is determined by the moving average method. Other securities without readily determinable fair value are stated at moving average cost.
  - b) Financial derivative instruments
    - Financial derivative instruments are stated at fair value.
    - Hedge accounting is adopted for financial derivative instruments which conform to requirements of hedge accounting.
  - c) Inventories

Purchased goods and products, work in process, raw materials and supplies are principally stated at monthly moving average cost (a method whereby book values are written down based on a decline in the revenue expected to be generated from these inventories). Some joint products are stated at cost using the retail method (a method whereby book values are written down based on a decline in the revenue expected to be generated from these inventories).

- B. Depreciation methods for significant depreciable assets
  - a) Tangible fixed assets (excluding lease assets)

Tangible fixed assets are depreciated by the straight-line method.



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The main useful life is as follows.

Buildings: 2-50 years
Machinery and equipment: 2-17 years
b) Intangible fixed assets (excluding lease assets)

Intangible fixed assets are amortized by the straight-line method.

Computer software purchased for internal use is amortized by the straight-line method for five years based on the estimated useful life for internal use.

c) Lease assets

The straight-line method, which considers the lease period to be the useful life and the residual value to be zero, is applied to lease assets related to finance lease transactions that do not transfer ownership.

d) Long-term prepaid expenses

Long-term prepaid expenses are amortized by the straight-line method.

#### C. Accounting for significant deferred assets

All business commencement expenses are expensed when a payment is made.

#### D. Accounting standards for significant reserves

a) Allowances for doubtful accounts

To provide for a possible bad-debt loss, the Group provides the expected uncollectible amount as allowances for doubtful accounts. The said amount is calculated by using credit-loss prediction ratios based on historical data for general accounts receivable, and by reference to the individual collectability for special receivables, such as those in danger of being uncollectible.

b) Reserves for sales rebates

To provide for the payment of rebates for the current fiscal year, reserves for sales rebates are provided on an accrual basis, multiplying the net sales and each company's standard (the percentage of the expected amount of rebates in net sales).

c) Reserves for bonuses

To provide for the payment of bonuses to employees, reserves for bonuses are provided according to the expected amount of the payment which attributes to the current fiscal year.

d) Reserves for directors' bonuses

To provide for the payment of bonuses to directors, reserves for directors" bonuses are provided according to the expected amount payable at the end of the current fiscal year.

#### E. Accounting for retirement benefits

a) Method of attributing expected retirement benefits to periods

In calculating retirement benefit obligations, expected retirement benefits are attributed to the period up to the end of the current fiscal year on the benefit formula basis.

b) Accounting for amortization of actuarial gains or losses and prior service costs

Prior service costs are amortized by the straight-line method principally over twelve years based on the average remaining employees' service years.

Actuarial gains or losses are amortized by the straight-line method principally over twelve years based on the average remaining employees' service years at each fiscal year, and their amortizations start from the following fiscal year of the respective accrual years.

In addition, if the amount of pension fund assets exceeds that of retirement benefit obligations for corporate pension plan, it is recognized as assets for retirement benefits on consolidated balance sheet.

#### F. Treatment for significant hedge accounting

a) Method of hedge accounting

Deferral hedge is applied.

Allocation method is applied for transactions that meet the requirements for that method.

Special treatment is applied for the interest rate swap transactions that meet the requirements for the special treatment.

b) Hedging instruments

Hedging instruments are forward exchange contracts and interest rate swap transactions.

c) Hedged items

Hedged items are purchase transactions in foreign currencies and others.

#### d) Hedging policy

The Group executes forward exchange contracts to hedge risks from fluctuation in foreign exchange rate and interest rate swap transactions to hedge risks from projected fluctuation in interest rate.

In addition, the Group never makes use of them for the purpose of speculative transactions.



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e) Assessment of the effectiveness of hedge accounting

Control procedures of hedge transactions are executed according to each company's bylaw. The effectiveness of the hedge except for the following contracts is analyzed by comparing movements in the fair values of the hedged items with those of the hedging instruments, assessed and strictly controlled.

However, the assessment of the effectiveness is omitted for interest rate swap transactions that meet the requirements for the special treatment.

G. Method and period for amortization of goodwill

As a general rule, goodwill is amortized on a straight-line basis over the period deemed to be valuable. However, goodwill is written off completely in the fiscal year in which it arises if immaterial.

H. Scope of cash in the consolidated statements of cash flows

Cash in the consolidated statements of cash flows (cash and cash equivalents) consists of cash in hand, bank deposits which can be withdrawn freely, and short-term investments which can be easily converted into cash and matures within three months from the acquisition date which are at little risk of changes in value.

 Other significant matter for the preparation of consolidated financial statements Consumption taxes are recorded in separate accounts.

#### (Changes in accounting policies)

Application of Accounting Standard for Business Combinations, etc.

Effective from the current fiscal year, the Company has applied the "Accounting Standard for Business Combinations" (ASBJ Statement No. 21, September 13, 2013), the "Accounting Standard for Consolidated Financial Statements" (ASBJ Statement No. 22, September 13, 2013) and the "Accounting Standard for Business Divestitures" (ASBJ Statement No. 7, September 13, 2013), etc. As a result, the Company changed the method of recording the amount of difference caused by changes in the Company's ownership interests in subsidiaries in the case of subsidiaries under ongoing control of the Company to one in which it is recorded as capital surplus, and the method of recording acquisition-related costs to one in which they are recorded as expenses for the fiscal year in which they are incurred. Furthermore, for business combinations carried out on or after the beginning of the current fiscal year, the Company changed the accounting method to one in which the reviewed acquisition cost allocation resulting from the finalization of the provisional accounting treatment is reflected in the consolidated financial statements for the fiscal year to which the date of business combination belongs. In addition, the Company changed the presentation method for "net income" and other related items, and changed the presentation of "minority interests" to "non-controlling interests." To reflect these changes, the Company has reclassified its full-year consolidated financial statements for the previous fiscal year.

In the consolidated statement of cash flows for the current fiscal year, cash flows on acquisition or sales of shares of subsidiaries that do not result in change in the scope of consolidation were included in "Cash flows from financing activities" category, and cash flows on costs related to acquisition of shares of subsidiaries resulting in change in the scope of consolidation or costs arising in association with acquisition or sales of shares of subsidiaries that do not result in change in the scope of consolidation were included in "Cash flows from operating activities" category.

Application of the Accounting Standard for Business Combinations, etc. is in line with the transitional measures provided for in paragraph 58-2 (4) of the Accounting Standard for Business Combinations, paragraph 44-5 (4) of the Accounting Standard for Consolidated Financial Statements and paragraph 57-4 (4) of the Accounting Standard for Business Divestitures. The Company is applying the said standard, etc. prospectively from the beginning of the current fiscal year.

The effect of this change on profit and loss is immaterial.

## Changes to standards for recording net sales

The Group used to record part of expenses payable to business partners for sales promotion (hereinafter referred to as "sales promotion expenses, etc.") under selling, general and administrative expenses by mostly including them in sales promotion expenses when the amount payable is fixed. From the current fiscal year, the Group has changed the method to deduct the sales promotion expenses, etc. from net sales when recording sales.

In the business environment surrounding the Group, the competition becomes even fiercer, constantly requiring the Group to spend sales promotion expenses, etc. As a result, it becomes necessary for the Group to ensure more timely and appropriate profit control by clarifying correlation between the sales promotion activity and sales.

Under the such business environment, the Group took the opportunity of development of formulating the Medium-term Business Plan starting from the current year to re-verify the coverage of sales promotion



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expenses, etc. and the actual status of transactions, in order to review standards for recording net sales, which is one of the important indices to measure business performance for the Group. It shed light on the status that sales promotion expenses, etc. comprise a part of sales conditions. Accordingly, the Group concluded that the method to record net sales after deducting sales promotion expenses, etc. at the time when sales are recorded should more appropriately reflect the business performance. At the same time, the Group reviewed the method of managing sales and sales promotion expenses, etc. and pushed forward improvement of a framework for operational process reviews and system development. As the framework is now in place, the Group has implemented the change.

The changes in the accounting policy have been applied retrospectively and the consolidated financial statements for the previous fiscal year were adjusted to reflect the retrospective application.

As a result, compared with those prior to retrospective application, net sales and gross profit for the previous fiscal year declined ¥28,417 million, respectively; selling, general and administrative expenses declined ¥28,330 million; operating income, ordinary income and profit before income taxes declined ¥86 million, respectively. On the other hand, in the consolidated balance sheets of the previous fiscal year, accrued expenses and deferred tax assets (current assets) increased ¥2,335 million and ¥598 million, respectively.

Reflecting the cumulative impact on net assets at the beginning of the previous fiscal year, earned surplus at the beginning of that year declined ¥1,077 million.

Segment information and the impact of this change on per share information are outlined in the section titled "(Segment information)" and "(Per share information)".

(Changes in accounting policies that are difficult to distinguish from the changes in accounting estimates, and changes in accounting estimates)

Changes to depreciation method for tangible fixed assets and revision of useful life and residual value

The Group changed its depreciation method for tangible fixed assets to the straight-line method from the current fiscal year from the declining balance method mainly used in the past.

In the Foods business, following the terminated production in Sengawa Factory in 2011, the Group proceeded with gradual reorganization of production locations by consolidating the production capabilities of core products in the condiments products for home use line into Goka Factory. In addition, in accordance with the Medium-term Business Plan that has started in the current fiscal year, we plan to implement a drastic reorganization of our production locations centering on operations in Kobe Factory equipped with the state-of-the-art production facility. The Group expects to be able to use the production facility efficiently and consistently by concentrating production of core products.

In the Distribution system business, it is confirmed that the ratio of generic warehouse facilities has increased; stable operation at warehouse facilities is expected going forward through standardization, leveling, and simplification of operations enabled by investments in large-sized facilities with a main focus on the joint distribution business; and stable operation of vehicles is expected over its useful life by applying limitation to drivers' on-duty hours.

As a result, the Group has concluded that distribution of expenses using the straight-line method is the depreciation method that reflects the reality of the Group. Furthermore, as a result of another review on the expected period of use and the disposal value of tangible fixed assets, the Group has changed the useful life of some vehicles, to 8 to 15 years depending on the types of vehicles from the current fiscal year from 4 years applied in the past. The residual values of tangible fixed assets (excluding some vehicles) have also been changed to ¥1, the memorandum value.

With these changes described above, operating income for the current fiscal year increased  $\pm 2,395$  million, and ordinary income and profit before income taxes increased  $\pm 2,440$  million, respectively, compared with those by the previous method.

The impact on segment information is outlined in the section titled "(Segment information)".



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## (Segment information) [Segment information]

### A. Outline of reported segments

The reported segments of the Company are those units for which separate financial statements can be obtained among the constituent units of the Group and which are regularly examined by the Board of Directors for making decisions on the allocation of management resources and for assessing business performance. These segments are categorized by product and service, and consist of "Condiments products," "Egg products," "Delicatessen products," "Processed foods," "Fine chemical products," "Distribution system" and "Common business operations."

The following is the overview of each segment:

Condiments products: Mayonnaise, dressings and vinegar

Egg products: Liquid egg, frozen egg, dried egg, egg spread, thick omelet

and shredded egg

Delicatessen products: Salads, delicatessen foods, boxed lunches, rice balls and

packaged salads

Processed foods: Bottled and/or canned foods including jams, pasta sauces and

sweet corn, baby foods and nursing care foods

Fine chemical products: Hyaluronic acid and others

Distribution system: Transportation and warehousing of food products
Common business operations: Sale of food products and food production equipment

B. Method used to calculate amounts of net sales, profit or loss, assets, liabilities and others by reported segment

Accounting treatment applied to the reported segments is much the same with what is described in "Significant matters forming the basis for the preparation of consolidated financial statements."

Profit of the reported segments is based on operating income. Intersegment net sales and transfers are based on prevailing market price.

### (Changes to standards for recording net sales)

As described in "(Changes in accounting policies)", the changes to standards for recording net sales have been retrospectively applied. Due to the changes, net sales and segment profits for the previous fiscal year respectively decreased ¥14,892 million and ¥63 million in the "Condiments products"; decreased ¥143 million and ¥0 million in the "Egg products"; decreased ¥8,660 million and increased ¥1 million in the "Delicatessen products"; and decreased ¥4,721 million and ¥24 million in the "Processed foods"

(Changes to depreciation method for tangible fixed assets and revision of useful life and residual value)

Due to the changes to depreciation method for tangible fixed assets and revision of useful life and residual value, segment profits for the current fiscal year increased ¥166 million in the "Condiments products"; increased ¥489 million in the "Egg products"; increased ¥591 million in the "Delicatessen products"; decreased ¥21 million in the "Processed foods"; increased ¥115 million in the "Fine chemical products"; increased ¥1,141 million in the "Distribution system"; and decreased ¥86 million in the "Common business operations", respectively, compared with those by the previous method.



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C. Information on amounts of net sales, profit or loss, assets, liabilities and others by reported segment Previous Fiscal Year (From December 1, 2014 to November 30, 2015)

|   |                             |                  |                               |                 |                              |                             |                                  |                   |                  | (Millions of yen)  |
|---|-----------------------------|------------------|-------------------------------|-----------------|------------------------------|-----------------------------|----------------------------------|-------------------|------------------|--|
|   | Condi-<br>ments<br>products | Egg<br>products  | Delica-<br>tessen<br>products | Processed foods | Fine<br>chemical<br>products | Distri-<br>bution<br>system | Common<br>business<br>operations | Total             | Adjust-<br>ments | Amount reported<br>on the<br>consolidated<br>financial<br>statements<br>(Note) |
| Net sales Net sales to outside customers Intersegment net sales     | 142,163<br>6,798            | 104,642<br>5,818 | 100,437<br>218                | 57,534<br>2,509 | 11,311<br>298                | 127,747<br>24,303           | 5,937<br>10,058                  | 549,774<br>50,005 | (50,005)         | 549,774  |
| or transfers  |                             |                  |                               |                 |                              |                             |                                  |                   |                  |  |
| Total   | 148,962                     | 110,460          | 100,656                       | 60,044          | 11,610                       | 152,050                     | 15,995                           | 599,780           | (50,005)         | 549,774  |
| Segment profit (loss)   | 12,479                      | 5,396            | 2,750                         | (292)           | 350                          | 4,760                       | 900                              | 26,345            | 8                | 26,354   |
| Segment assets  | 96,275                      | 55,706           | 40,911                        | 42,099          | 10,523                       | 81,370                      | 10,601                           | 337,488           | 35,528           | 373,017  |
| Others Depreciation and amortization                                | 5,209                       | 3,328            | 2,814                         | 1,675           | 811                          | 4,630                       | 625                              | 19,094            | -                | 19,094   |
| Investment in<br>affiliates<br>accounted<br>for by equity<br>method | 1,135                       | -                | -                             | 70              | -                            | -                           | 189                              | 1,395             | -                | 1,395  |
| Increase in<br>tangible and<br>intangible<br>fixed assets           | 6,714                       | 7,303            | 5,106                         | 1,870           | 660                          | 9,814                       | 899                              | 32,369            | -                | 32,369   |

(Notes)

- "Adjustments" of ¥35,528 million in "Segment assets" mainly includes company-wide assets of ¥38,295 million and elimination of intersegment receivables and payables of ¥(4,150) million. Major items in company-wide assets are surplus operating funds of the Company (cash and deposits and securities) and long-term investment funds (investment securities).
- 2. Adjustments are made between "Segment profit (loss)" and "Operating income" reported in the consolidated statements of income.
- 3. "Depreciation and amortization" and "Increase in tangible and intangible fixed assets" include "Long-term prepaid expenses."



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Current Fiscal Year (From December 1, 2015 to November 30, 2016)

(Millions of yen)

|   |                             |                 |                               |                 |                              |                             |                                  |         |                  | (minorio or join)   |
|---|-----------------------------|-----------------|-------------------------------|-----------------|------------------------------|-----------------------------|----------------------------------|---------|------------------|---|
|   | Condi-<br>ments<br>products | Egg<br>products | Delica-<br>tessen<br>products | Processed foods | Fine<br>chemical<br>products | Distri-<br>bution<br>system | Common<br>business<br>operations | Total   | Adjust-<br>ments | Amount reported on the consolidated financial statements (Note) |
| Net sales Net sales to outside customers Intersegment     | 144,099                     | 102,204         | 111,799                       | 51,252          | 10,863                       | 126,926                     | 5,160                            | 552,306 | _                | 552,306   |
| net sales<br>or transfers                                 | 7,265                       | 5,826           | 284                           | 2,167           | 298                          | 25,002                      | 10,353                           | 51,200  | (51,200)         | _   |
| Total   | 151,364                     | 108,030         | 112,084                       | 53,420          | 11,161                       | 151,929                     | 15,514                           | 603,506 | (51,200)         | 552,306   |
| Segment profit  | 13,668                      | 5,483           | 3,465                         | 517             | 1,031                        | 4,889                       | 763                              | 29,818  | _                | 29,818  |
| Segment assets  | 105,316                     | 51,772          | 43,479                        | 37,952          | 10,051                       | 90,484                      | 10,323                           | 349,381 | 36,533           | 385,914   |
| Others Depreciation and amortization Investment in        | 5,159                       | 3,044           | 2,342                         | 1,785           | 642                          | 4,618                       | 661                              | 18,254  | _                | 18,254  |
| affiliates<br>accounted<br>for by equity<br>method        | 1,264                       | -               | -                             | 83              | -                            | -                           | 207                              | 1,555   | -                | 1,555   |
| Increase in<br>tangible and<br>intangible<br>fixed assets | 16,249                      | 2,961           | 2,124                         | 2,571           | 413                          | 7,853                       | 794                              | 32,968  | -                | 32,968  |

(Notes)

- "Adjustments" of ¥36,533 million in "Segment assets" mainly includes company-wide assets of ¥41,971 million and elimination of intersegment receivables and payables of ¥(4,644) million. Major items in company-wide assets are surplus operating funds of the Company (cash and deposits and securities) and long-term investment funds (investment securities).
- operating funds of the Company (cash and deposits and securities) and long-term investment funds (investment securities).

  2. Adjustments are made between "Segment profit" and "Operating income" reported in the consolidated statements of income.
- 3. "Depreciation and amortization" and "Increase in tangible and intangible fixed assets" include "Long-term prepaid expenses."



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### [Related information]

Previous Fiscal Year (From December 1, 2014 to November 30, 2015)

#### A. Information by product and service

It is omitted here since similar information is disclosed in "Segment information."

#### B. Information by region

## a) Net sales

It is omitted here since net sales to outside customers in Japan is more than 90% of net sales reported in the consolidated statements of income.

#### b) Tangible fixed assets

It is omitted here since the amount of tangible fixed assets located in Japan is more than 90% of tangible fixed assets reported in the consolidated balance sheets.

#### C. Information by major customer

It is omitted here since there is no customer occupying 10% or more of net sales reported in the consolidated statements of income.

Current Fiscal Year (From December 1, 2015 to November 30, 2016)

#### A. Information by product and service

It is omitted here since similar information is disclosed in "Segment information."

### B. Information by region

#### a) Net sales

It is omitted here since net sales to outside customers in Japan is more than 90% of net sales reported in the consolidated statements of income.

#### b) Tangible fixed assets

It is omitted here since the amount of tangible fixed assets located in Japan is more than 90% of tangible fixed assets reported in the consolidated balance sheets.

#### C. Information by major customer

It is omitted here since there is no customer occupying 10% or more of net sales reported in the consolidated statements of income.

#### [Information on losses on impairment of fixed assets by reported segment]

Previous Fiscal Year (From December 1, 2014 to November 30, 2015)

|                                      |                             |                 |                               |                 |                        |                             |                            |       |                  | (Millions of yen) |
|--------------------------------------|-----------------------------|-----------------|-------------------------------|-----------------|------------------------|-----------------------------|----------------------------|-------|------------------|-------------------|
|                                      | Condi-<br>ments<br>products | Egg<br>products | Delica-<br>tessen<br>products | Processed foods | Fine chemical products | Distri-<br>bution<br>system | Common business operations | Total | Adjust-<br>ments | Total             |
| Losses on impairment of fixed assets | 118                         | 41              | 0                             | 115             | 10                     | 85                          | 1                          | 373   | -                | 373               |

#### Current Fiscal Year (From December 1, 2015 to November 30, 2016)

|                                      |                             | `               |                               |                 |                        |                             |                            |       |                  | (Millions of yen) |
|--------------------------------------|-----------------------------|-----------------|-------------------------------|-----------------|------------------------|-----------------------------|----------------------------|-------|------------------|-------------------|
|                                      | Condi-<br>ments<br>products | Egg<br>products | Delica-<br>tessen<br>products | Processed foods | Fine chemical products | Distri-<br>bution<br>system | Common business operations | Total | Adjust-<br>ments | Total             |
| Losses on impairment of fixed assets | -                           | -               | -                             | 1               | 1                      | 47                          | 42                         | 89    | -                | 89                |



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### [Information on amortization of goodwill and unamortized balance by reported segment] Previous Fiscal Year (From December 1, 2014 to November 30, 2015)

(Millions of yen)

|   |                             |                 |                               |                 |                        |                             |                            |       |                  | (IVIIIIIOTIS OF YCIT) |
|---|-----------------------------|-----------------|-------------------------------|-----------------|------------------------|-----------------------------|----------------------------|-------|------------------|-----------------------|
|   | Condi-<br>ments<br>products | Egg<br>products | Delica-<br>tessen<br>products | Processed foods | Fine chemical products | Distri-<br>bution<br>system | Common business operations | Total | Adjust-<br>ments | Total                 |
| Amortization in<br>the current<br>fiscal year             | 1                           | 1               | 1                             | 182             | 29                     | 17                          | -                          | 229   | 1                | 229                   |
| Unamortized balance at the end of the current fiscal year | 1                           | ı               | I                             | 1,640           | 110                    | 33                          | 1                          | 1,785 | 1                | 1,785                 |

## Current Fiscal Year (From December 1, 2015 to November 30, 2016)

(Millions of yen)

|   |                             |                 |                               |                 |                        |                             |                            |       |                  | (Willions of year) |
|---|-----------------------------|-----------------|-------------------------------|-----------------|------------------------|-----------------------------|----------------------------|-------|------------------|--------------------|
|   | Condi-<br>ments<br>products | Egg<br>products | Delica-<br>tessen<br>products | Processed foods | Fine chemical products | Distri-<br>bution<br>system | Common business operations | Total | Adjust-<br>ments | Total              |
| Amortization in<br>the current<br>fiscal year             | ı                           | ı               | I                             | 182             | 29                     | 10                          | ı                          | 221   | I                | 221                |
| Unamortized balance at the end of the current fiscal year | 1                           | -               | -                             | 1,458           | 81                     | 23                          | 1                          | 1,563 | 1                | 1,563              |

[Information on gains on negative goodwill by reported segment]
Previous Fiscal Year (From December 1, 2014 to November 30, 2015)

(Millions of yen)

|                                  |                             |                 |                               |                 |                        |                             |                            |       |                  | (Willions of year) |
|----------------------------------|-----------------------------|-----------------|-------------------------------|-----------------|------------------------|-----------------------------|----------------------------|-------|------------------|--------------------|
|                                  | Condi-<br>ments<br>products | Egg<br>products | Delica-<br>tessen<br>products | Processed foods | Fine chemical products | Distri-<br>bution<br>system | Common business operations | Total | Adjust-<br>ments | Total              |
| Gains on<br>negative<br>goodwill | -                           | -               | -                             | -               | 1                      | 99                          | 5                          | 105   | 1                | 105                |

Current Fiscal Year (From December 1, 2015 to November 30, 2016) Not applicable.



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(Per share information)

| (i di dilai di liidination) |   |  |
|-----------------------------|---|--|
|                             | Previous fiscal year<br>(From December 1, 2014<br>to November 30, 2015) | Current fiscal year<br>(From December 1, 2015<br>to November 30, 2016) |
| Net assets per share (yen)  | 1,403.05  | 1,420.63   |
| Earnings per share (yen)    | 111.82  | 113.47   |

 "Earnings per share (diluted)" is not presented because of no issue of potential shares.
 Calculation basis of net assets per share is as follows. (Notes)

| 2. Calculation basis of fict assets per share is as follows.                            |   |  |
|---|---|--|
|   | Previous fiscal year<br>(From December 1, 2014<br>to November 30, 2015) | Current fiscal year<br>(From December 1, 2015<br>to November 30, 2016) |
| Total net assets (millions of yen)  | 244,717   | 245,861  |
| Amount subtracted from total net assets (millions of yen)                               | 31,780  | 33,240   |
| [Non-controlling interests]   | [31,780]  | [33,240]   |
| Net assets attributable to common stock at the end of the fiscal year (millions of yen) | 212,937   | 212,620  |
| Number of shares of common stock at the end of the fiscal year (thousand shares)        | 151,767   | 149,666  |

3. Calculation basis of earnings per share is as follows.

|  | Previous fiscal year<br>(From December 1, 2014<br>to November 30, 2015) | Current fiscal year<br>(From December 1, 2015<br>to November 30, 2016) |
|--|---|--|
| Profit attributable to owners of parent (millions of yen)                              | 16,973  | 17,093   |
| Amounts not attributable to common shareholders (millions of yen)                      | -   | -  |
| Profit attributable to owners of parent attributable to common stock (millions of yen) | 16,973  | 17,093   |
| Average number of shares of common stock during the fiscal year (thousand shares)      | 151,783   | 150,636  |

<sup>4.</sup> As described in "(Changes in accounting policies)," changes to standards for recording net sales have been retrospectively applied. As a result, "Total net assets" for the previous fiscal year decreased ¥1,211 million, "Net assets per share" decreased ¥7.48, "Profit attributable to owners of parent" and "Profit attributable to owners of parent attributable to common stock" decreased ¥58 million, respectively, and "Earnings per share" decreased ¥0.39.



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#### (Significant subsequent events)

At the meeting of the Board of Directors held on December 26, 2016, the Company resolved to establish Kewpie Mirai Tamago Foundation, a General Incorporated Foundation (hereinafter, the "Foundation") and, in order to fund the activities of the Foundation through dividends, etc. of the Company's stock, transfer 1,500,000 shares of treasury stock to a trust established by the Company at a disposition price of ¥1 per share. The disposition of the shares of treasury stock is subject to the approval at its 104th Ordinary General Meeting of Shareholders to be held on February 24, 2017.

#### 1. Establishment of new foundation

#### (1) Purpose of establishment

To contribute to the realization of a healthy society by actively supporting a wide range of activities by organizations that contribute to society with a focus on food education as a means to work toward finding solutions to issues faced by society related to food.

#### (2) Outline of the foundation

- (i) Name: Kewpie Mirai Tamago Foundation
- (ii) Activities: To support organizations that conduct food-related activities to contribute to society, with a focus on food education, among others
- (iii) Funding for activities: Approximately ¥50 million per year Activities of the Foundation will be funded from the funds to be received as the beneficiary of the trust to which the shares of treasury stock will be transferred as described in 2. below.
- (iv) Date of establishment: April 2017 (scheduled)

### 2. Disposition of shares of treasury stock

#### (1) Purpose and reason for the disposition

The Company resolved to establish the Foundation at the meeting of the Board of Directors held on December 26, 2016. In order to fund the activities of the Foundation through dividends, etc. of the Company's stock, shares of treasury stock will be transferred to a trust established by the Company by way of third-party allotment.

### (2) Outline of disposition

- (i) Number of shares to be disposed of: 1,500,000 shares of common stock
- (ii) Disposition price: ¥1 per share
- (iii) Amount of proceeds: ¥1,500,000
- (iv) Method of offering or disposition: Disposition by way of third-party allotment
- (v) Disposition to: Japan Trustee Services Bank, Ltd.

(sub-trustee, with Sumitomo Mitsui Trust Bank, Limited as trustee)

- (vi) Disposition date: To be decided
- (vii) Other: The disposition of the shares of treasury stock is subject to a special resolution on a favorable issuance of shares at the 104th Ordinary General Meeting of Shareholders to be held on February 24, 2017. Other details regarding the disposition will be resolved at a meeting of the Board of Directors following the Ordinary General Meeting of Shareholders.



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## IV. Others

- 1. Changes in Officers (as of February 24, 2017)
- (i) Changes in Representative Director

| i١ | N | lew | cai | ndi | d | at | e |
|----|---|-----|-----|-----|---|----|---|
|    |   |     |     |     |   |    |   |

| i) New Candidate  |                   |  |
|---|-------------------|--|
| Representative Director, President and Chief Executive Corporate Officer in charge of Division of Marketing       | Osamu Chonan      | (currently, Director, Executive<br>Corporate Officer in charge of<br>Delicatessen Products Business) |
| ii) Officer retiring from Representative Director   | position          |  |
| Representative Director, President and Chief<br>Executive Corporate Officer in charge of<br>Division of Marketing | Minesaburo Miyake | (Scheduled to assume the office of<br>Executive Corporate Adviser after<br>the retirement)           |
| (ii) Changes in Directors   |                   | •  |
| i) Now candidates   |                   |  |

#### i) New candidates

| Director, Senior Corporate Officer in charge of Delicatessen Products Business  | Seiya Sato | (currently, Corporate Officer, General Manager of Tokyo Branch Office)                    |
|---|------------|---|
| Director, Senior Corporate Officer in charge of<br>Division of Research Development, Division<br>of Quality Assurance and Intellectual Property<br>Office, and General Manager of Division of<br>Research Development |            | (currently, Corporate Officer, General<br>Manager of Division of Research<br>Development) |

## ii) Officers retiring from Director positions

| Director, Executive Corporate Officer in charge of Fine Chemical Business, Division of Research Development, Division of Quality Assurance, Intellectual Property Office and Division of Fine Chemical | Yoshiaki Wada |  |
|--|---------------|--|
| Director, Executive Corporate Officer in charge of Group Promotion   | Toru Hyodo    |  |



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## V. Supplementary data

(Notes) 1. Fraction errors may occur due to rounding figures less than 100 million, except for "10. Principal management indexes."

2. The following changes took effect at the beginning of fiscal year 2016.

- 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.
- The domestic consolidated subsidiaries have 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 [Result] <Net sales>

(Billions of yen)

| Former accounting method | Segment                    | 1st<br>quarter | 2nd<br>quarter | 2nd quarter (Cumulative) | 3rd<br>quarter | 3rd quarter (Cumulative) | 4th<br>quarter | Year  |
|--------------------------|----------------------------|----------------|----------------|--------------------------|----------------|--------------------------|----------------|-------|
|                          | 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 |
| Fiscal<br>Year           | Processed foods            | 13.6           | 15.0           | 28.6                     | 14.1           | 42.7                     | 14.5           | 57.2  |
| 2014                     | Fine chemical products     | 2.3            | 2.8            | 5.1                      | 2.3            | 7.5                      | 3.2            | 10.7  |
| 2011                     | 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 |
|                          | 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           | 8 <b>1</b> .3            | 27.8           | 109.1 |
| Fiscal<br>Year           | Processed foods            | 14.1           | 16.8           | 30.8                     | 15.8           | 46.6                     | 15.6           | 62.3  |
| 2015                     | Fine chemical products     | 2.4            | 3.1            | 5.5                      | 2.8            | 8.3                      | 3.0            | 11.3  |
| 2010                     | 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          | 43 <b>1</b> .6           | 146.6          | 578.2 |



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| New accounting method | Segment                    | 1st<br>quarter | 2nd<br>quarter | 2nd quarter (Cumulative) | 3rd<br>quarter | 3rd quarter (Cumulative) | 4th<br>quarter | Year  |
|-----------------------|----------------------------|----------------|----------------|--------------------------|----------------|--------------------------|----------------|-------|
|                       | 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 |
| Fiscal                | Delicatessen products      | 23.2           | 25.2           | 48.4                     | 26.5           | 74.9                     | 25.6           | 100.4 |
| Year<br>2015          | Processed foods            | 13.1           | 15.5           | 28.6                     | 14.5           | 43.1                     | 14.4           | 57.5  |
| (A)                   | Fine chemical products     | 2.4            | 3.1            | 5.5                      | 2.8            | 8.3                      | 3.0            | 11.3  |
| (Adjusted)            | 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 |
|                       | Condiments products        | 34.0           | 37.8           | 71.8                     | 37.8           | 109.6                    | 34.5           | 144.1 |
|                       | Egg products               | 25.7           | 26.1           | 51.9                     | 24.8           | 76.7                     | 25.5           | 102.2 |
| Fiscal                | Delicatessen products      | 26.0           | 28.1           | 54.1                     | 28.8           | 82.9                     | 28.9           | 111.8 |
| Year                  | Processed foods            | 12.0           | 13.6           | 25.7                     | 12.5           | 38.1                     | 13.1           | 51.3  |
| 2016                  | Fine chemical products     | 2.7            | 2.6            | 5.3                      | 2.8            | 8.1                      | 2.8            | 10.9  |
| (B)                   | Distribution system        | 30.4           | 31.8           | 62.3                     | 32.4           | 94.7                     | 32.2           | 126.9 |
|                       | Common business operations | 1.3            | 1.2            | 2.5                      | 1.4            | 3.8                      | 1.3            | 5.2   |
|                       | Total                      | 132.1          | 141.3          | 273.4                    | 140.5          | 413.9                    | 138.4          | 552.3 |
|                       | Condiments products        | 8.0            | 1.0            | 1.8                      | 0.5            | 2.3                      | (0.4)          | 1.9   |
|                       | Egg products               | 1.2            | (0.0)          | 1.1                      | (1.1)          | 0.1                      | (2.5)          | (2.4) |
|                       | Delicatessen products      | 2.8            | 2.9            | 5.7                      | 2.3            | 8.0                      | 3.4            | 11.4  |
| Change                | Processed foods            | (1.1)          | (1.9)          | (2.9)                    | (2.1)          | (5.0)                    | (1.3)          | (6.3) |
| -                     | Fine chemical products     | 0.3            | (0.5)          | (0.2)                    | (0.0)          | (0.2)                    | (0.2)          | (0.4) |
|                       | Distribution system        | (8.0)          | (0.1)          | (8.0)                    | (0.2)          | ( <b>1</b> .1)           | 0.2            | (0.8) |
|                       | Common business operations | (0.2)          | (0.2)          | (0.4)                    | (0.0)          | (0.5)                    | (0.3)          | (0.8) |
|                       | Total                      | 3.0            | 1.2            | 4.2                      | (0.6)          | 3.6                      | (1.1)          | 2.5   |

(Notes) 1. Figures of "2nd quarter" are differences between "2nd quarter (Cumulative)" and "1st quarter."

<sup>2.</sup> Figures of "3rd quarter" are differences between "3rd quarter (Cumulative)" and "2nd quarter (Cumulative)."

<sup>3.</sup> Figures of "4th quarter" are differences between "Year" and "3rd quarter (Cumulative)."



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## <Operating income>

(Billions of yen)

| Former accounting method | Segment                    | 1st<br>quarter | 2nd<br>quarter | 2nd quarter (Cumulative) | 3rd<br>quarter | 3rd quarter (Cumulative) | 4th<br>quarter | Year  |
|--------------------------|----------------------------|----------------|----------------|--------------------------|----------------|--------------------------|----------------|-------|
|                          | 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   |
| Fiscal                   | Processed foods            | (0.1)          | 0.2            | 0.2                      | 0.1            | 0.3                      | (0.1)          | 0.2   |
| Year<br>2014             | 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  |
|                          | 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   |
| Fiscal<br>Year           | Processed foods            | (0.2)          | 0.4            | 0.2                      | (0.0)          | 0.2                      | (0.4)          | (0.3) |
| 2015                     | 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  |

| New accounting method | Segment                    | 1st<br>quarter | 2nd<br>quarter | 2nd quarter (Cumulative) | 3rd<br>quarter | 3rd quarter (Cumulative) | 4th<br>quarter | Year  |
|-----------------------|----------------------------|----------------|----------------|--------------------------|----------------|--------------------------|----------------|-------|
|                       | Condiments products        | 2.5            | 3.8            | 6.3                      | 3.8            | 10.1                     | 2.4            | 12.5  |
| I L                   | Egg products               | 1.5            | 1.3            | 2.7                      | 1.3            | 4.0                      | 1.4            | 5.4   |
| Fiscal                | Delicatessen products      | 0.3            | 8.0            | 1.1                      | 1.0            | 2.0                      | 0.7            | 2.8   |
| Year<br>2015          | Processed foods            | (0.2)          | 0.3            | 0.1                      | 0.0            | 0.1                      | (0.4)          | (0.3) |
| (A)                   | Fine chemical products     | 0.0            | 0.1            | 0.1                      | 0.1            | 0.2                      | 0.2            | 0.4   |
| (Adjusted)            | 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  |
|                       | Condiments products        | 1.6            | 4.6            | 6.2                      | 4.7            | 10.9                     | 2.8            | 13.7  |
|                       | Egg products               | 1.5            | 1.7            | 3.2                      | 1.4            | 4.6                      | 0.9            | 5.5   |
| Fiscal                | Delicatessen products      | 0.3            | 1.1            | 1.5                      | 1.1            | 2.6                      | 0.9            | 3.5   |
| Year                  | Processed foods            | (0.2)          | 0.5            | 0.3                      | 0.3            | 0.6                      | (0.1)          | 0.5   |
| 2016                  | Fine chemical products     | 0.2            | 0.4            | 0.6                      | 0.3            | 0.9                      | 0.1            | 1.0   |
| (B)                   | Distribution system        | 0.9            | 1.2            | 2.1                      | 1.4            | 3.5                      | 1.4            | 4.9   |
|                       | Common business operations | 0.0            | 0.2            | 0.3                      | 0.2            | 0.4                      | 0.3            | 0.8   |
|                       | Total                      | 4.4            | 9.8            | 14.2                     | 9.3            | 23.4                     | 6.4            | 29.8  |
|                       | Condiments products        | (0.9)          | 8.0            | (0.1)                    | 0.9            | 0.8                      | 0.4            | 1.2   |
|                       | Egg products               | (0.0)          | 0.4            | 0.4                      | 0.1            | 0.5                      | (0.4)          | 0.1   |
|                       | Delicatessen products      | 0.0            | 0.4            | 0.4                      | 0.2            | 0.6                      | 0.1            | 0.7   |
| Change                | Processed foods            | (0.0)          | 0.2            | 0.2                      | 0.2            | 0.4                      | 0.4            | 8.0   |
| (B) - (A)             | Fine chemical products     | 0.2            | 0.3            | 0.5                      | 0.2            | 0.7                      | (0.0)          | 0.7   |
|                       | Distribution system        | (0.1)          | 0.1            | (0.0)                    | (0.1)          | (0.1)                    | 0.2            | 0.1   |
|                       | Common business operations | (0.2)          | (0.1)          | (0.3)                    | (0.1)          | (0.4)                    | 0.3            | (0.1) |
|                       | Total                      | (1.0)          | 2.1            | 1.0                      | 1.5            | 2.5                      | 0.9            | 3.5   |

- (Notes) 1. Figures of "2nd quarter" are differences between "2nd quarter (Cumulative)" and "1st quarter."

  2. Figures of "3rd quarter" are differences between "3rd quarter (Cumulative)" and "2nd quarter (Cumulative)."

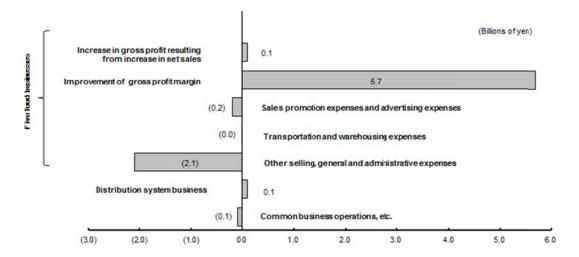
  3. Figures of "4th quarter" are differences between "Year" and "3rd quarter (Cumulative)."



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<Factors behind changes in operating income (comparison with the previous fiscal year)>

|                  |                            |                            | (Billions of yen)   |
|------------------|----------------------------|----------------------------|---------------------|
|                  | Fiscal year<br>2015<br>(A) | Fiscal year<br>2016<br>(B) | Change<br>(B) - (A) |
| Operating income | 26.4                       | 29.8                       | 3.5                 |



<sup>\*</sup> The impact from changing the depreciation method is an increase of ¥2.4 billion (Including one-time write-off of residual book value amounting to negative ¥2.8 billion that occurred in the first quarter).

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



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## 2. Summary of net sales and operating income and factors behind changes in operating income [Plan]

#### <Net sales>

(Billions of yen)

| Segment                    | Fiscal year 2015 | Fiscal year 2016<br>(A) | Fiscal year 2017<br>(Plan)<br>(B) | Change<br>(B) - (A) |
|----------------------------|------------------|-------------------------|-----------------------------------|---------------------|
| Condiments products        | 142.2            | 144.1                   | 154.0                             | 9.9                 |
| Egg products               | 104.6            | 102.2                   | 103.0                             | 0.8                 |
| Delicatessen products      | 100.4            | 111.8                   | 114.8                             | 3.0                 |
| Processed foods            | 57.5             | 51.3                    | 46.9                              | (4.4)               |
| Fine chemical products     | 11.3             | 10.9                    | 12.3                              | 1.4                 |
| Distribution system        | 127.7            | 126.9                   | 127.0                             | 0.1                 |
| Common business operations | 5.9              | 5.2                     | 7.0                               | 1.8                 |
| Total                      | 549.8            | 552.3                   | 565.0                             | 12.7                |

<sup>\*</sup> Net sales for fiscal year 2015 were adjusted to reflect the amounts deducted from net sales.

## <Operating income>

(Billions of yen)

| Segment                    | Fiscal year 2015 | Fiscal year 2016<br>(A) | Fiscal year 2017<br>(Plan)<br>(B) | Change<br>(B) - (A) |
|----------------------------|------------------|-------------------------|-----------------------------------|---------------------|
| Condiments products        | 12.5             | 13.7                    | 15.2                              | 1.5                 |
| Egg products               | 5.4              | 5.5                     | 5.6                               | 0.1                 |
| Delicatessen products      | 2.8              | 3.5                     | 4.1                               | 0.6                 |
| Processed foods            | (0.3)            | 0.5                     | 0.3                               | (0.2)               |
| Fine chemical products     | 0.4              | 1.0                     | 1.2                               | 0.2                 |
| Distribution system        | 4.8              | 4.9                     | 5.8                               | 0.9                 |
| Common business operations | 0.9              | 0.8                     | 0.8                               | 0.0                 |
| Total                      | 26.4             | 29.8                    | 33.0                              | 3.2                 |

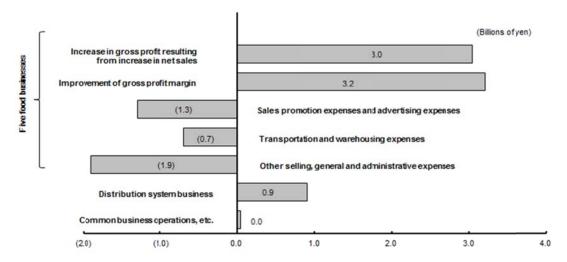
<sup>\*</sup> Operating income for fiscal year 2015 was adjusted to reflect the amounts deducted from net sales.



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<Factors behind changes in operating income (comparison with the previous fiscal year)>

|                  | Fiscal year<br>2016<br>(A) | Fiscal year<br>2017<br>(Plan)<br>(B) | Change<br>(B) - (A) |
|------------------|----------------------------|--------------------------------------|---------------------|
| Operating income | 29.8                       | 33.0                                 | 3.2                 |



<sup>\*</sup> Figures include an increase of ¥2.8 billion of the one-time write-off of residual book value due to the changes to depreciation method applied in fiscal year 2016.

## 3. Capital investments and main components of selling, general and administrative expenses [Result and Plan]

(Billions of ye

|  | Fiscal year 2015<br>(A) | Fiscal year 2016<br>(B) | Change<br>(B) - (A) | Fiscal year<br>2017<br>(Plan)<br><b>(</b> C) | Change<br>(C) - (B) |
|--|-------------------------|-------------------------|---------------------|--|---------------------|
| Capital investments                      | 32.4                    | 33.0                    | 0.6                 | 31.4   | (1.6)               |
| Depreciation expenses                    | 19.1                    | 18.3                    | (8.0)               | 16.8   | (1.5)               |
| Sales promotion expenses*                | 3.5                     | 3.7                     | 0.2                 | 4.0  | 0.3                 |
| Advertising expenses                     | 8.7                     | 8.7                     | 0.0                 | 9.7  | 1.0                 |
| Transportation and warehousing expenses* | 25.0                    | 25.0                    | 0.0                 | 25.7   | 0.7                 |
| Payroll expenses                         | 28.7                    | 29.8                    | 1.1                 | 31.3   | 1.5                 |
| Research and development expenses        | 4.2                     | 4.0                     | (0.2)               | 4.3  | 0.3                 |

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

## 4. Domestic sales volume and amount of salads condiments by category type (Kewpie Corporation) [Result]

|                    |                           | Fiscal year<br>2015<br>(A) | Fiscal year<br>2016<br>(B) | Change<br>(B) - (A) |
|--------------------|---------------------------|----------------------------|----------------------------|---------------------|
| For household use  | Volume (Thousands of ton) | 126                        | 126                        | 1                   |
| l oi nousenoia use | Amount (Billions of yen)* | 63.8                       | 63.9                       | 0.1                 |
| For commercial use | Volume (Thousands of ton) | 106                        | 107                        | 1                   |
|                    | Amount (Billions of yen)* | 41.6                       | 41.3                       | (0.3)               |

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



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### 5. Summary of net sales and operating income in overseas operations [Result and Plan] <Net sales>

(Billions of yen)

|                                  | Fiscal year<br>2015<br>(A) | Fiscal year<br>2016<br>(B) | Change<br>(B) - (A) | Fiscal year<br>2017<br>(Plan)<br>(C) | Change<br>(C) - (B) |
|----------------------------------|----------------------------|----------------------------|---------------------|--------------------------------------|---------------------|
| Net sales in overseas operations | 37.7                       | 37.8                       | 0.1                 | 43.1                                 | 5.2                 |
| China                            | 14.2                       | 15.7                       | 1.5                 | 18.1                                 | 2.4                 |
| Southeast Asia                   | 7.9                        | 7.6                        | (0.3)               | 8.1                                  | 0.5                 |
| North America                    | 12.9                       | 11.8                       | (1.0)               | 11.4                                 | (0.4)               |
| Export from Japan                | 2.7                        | 2.7                        | 0.0                 | 5.4                                  | 2.7                 |

For overseas subsidiaries, figures are results from October to September.

#### <Operating income>

(Billions of yen)

|   | Fiscal year<br>2015<br>(A) | Fiscal year<br>2016<br>(B) | Change<br>(B) - (A) | Fiscal year<br>2017<br>(Plan)<br>(C) | Change<br>(C) - (B) |
|---|----------------------------|----------------------------|---------------------|--------------------------------------|---------------------|
| Operating income in overseas operations | 4.0                        | 3.3                        | (0.7)               | 3.1                                  | (0.2)               |
| China                                   | 1.7                        | 2.2                        | 0.5                 | 2.5                                  | 0.3                 |
| Southeast Asia                          | 0.0                        | 0.2                        | 0.1                 | 0.2                                  | 0.0                 |
| North America                           | 1.9                        | 0.6                        | (1.4)               | 0.1                                  | (0.4)               |
| Export from Japan                       | 0.3                        | 0.4                        | 0.1                 | 0.3                                  | (0.1)               |

<sup>\*</sup> For overseas subsidiaries, figures are results from October to September.

## 6. Principal items of changes in non-operating income (expenses) and extraordinary gains (losses) [Result]

|                                      |                     |                     |        | 1   | billions of you |
|--------------------------------------|---------------------|---------------------|--------|---|-----------------|
|                                      | Fiscal year<br>2015 | Fiscal year<br>2016 | Change | Items of changes<br>[Comparison with fiscal year 2015   | i]              |
| Non energting income                 |                     |                     |        | Increase in subsidy income  | 0.3             |
| Non-operating income (expenses), net | 0.9 1.5             | 1.5                 | 0.7    | Increase in reversal of allowances for doubtful accounts  | 0.3             |
| Extraordinary gains (losses), net    | 1.4                 | (1.1)               | (2.4)  | Decrease in extraordinary gains due to<br>Aohata Corporation becoming a<br>consolidated subsidiary and Aohata<br>Corporation's merger with its subsidiary | (2.8)           |

# 7. Principal items of changes in non-operating income (expenses) and extraordinary gains (losses) [Plan] (Billions of yen)

|                                      | Fiscal year<br>2016 | Fiscal year<br>2017<br>(Plan) | Change | Principal items of changes<br>[Comparison with fiscal year 2016]                     |                |
|--------------------------------------|---------------------|-------------------------------|--------|--|----------------|
| Non-operating income (expenses), net | 1.5                 | 1.1                           | (0.4)  | Decrease in reversal of allowances for doubtful accounts                             | (0.3)          |
| Extraordinary gains (losses), net    | (1.1)               | (2.1)                         | (1.0)  | Decrease in gains on sales of investment securities  Decrease in compensation income | (0.4)<br>(0.2) |

Net sales for fiscal year 2015 were adjusted to reflect the amounts deducted from net sales.



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## 8. Summary and items of changes in balance sheets [Result]

(Billions of yen)

|                              | Fiscal year<br>2015 | Fiscal year<br>2016 | Change | Items of changes [Comparison with fiscal year 2015] |        |  |
|------------------------------|---------------------|---------------------|--------|---|--------|--|
| (Assets)                     |                     |                     |        |   |        |  |
|                              | 148.5               | 150.2               | 1.6    | Increase in cash and deposits                       | 6.0    |  |
| Current assets               |                     |                     |        | Decrease in notes and accounts receivable - trade   | (3.0)  |  |
| Fixed assets                 |                     |                     |        |   |        |  |
| Tangible and                 |                     | 100.1               |        | Increase resulting from purchases                   | 35.8   |  |
| intangible fixed assets      | 172.5               | 189.1               | 16.6   | Decrease resulting from depreciation                | (18.3) |  |
| Investments and other assets | 52.0                | 46.7                | (5.3)  | Decrease in assets for retirement benefits          | (5.0)  |  |
| (Liabilities)                |                     |                     |        |   |        |  |
|                              |                     |                     |        | Increase in accounts payable - other                | 3.4    |  |
|                              | 128.3               | 140.1               | 11.8   | Increase in accrued income taxes                    | 3.1    |  |
|                              |                     |                     |        | Increase in loans payable                           | 5.4    |  |
| (Net assets)                 |                     |                     |        |   |        |  |
|                              |                     |                     | 1.1    | Increase in earned surplus                          | 12.3   |  |
|                              | 244.7               | 245.9               |        | Increase in treasury stock                          | (4.7)  |  |
|                              | 211.7               | 210.0               |        | Decrease in accumulated other comprehensive income  | (8.0)  |  |

## 9. Principal items of changes in cash flows [Result]

(Billions of yen)

|                                      | Fiscal year<br>2015 | Fiscal year<br>2016 | Change | Items of changes<br>[Comparison with fiscal year 2015] |       |  |
|--------------------------------------|---------------------|---------------------|--------|--|-------|--|
| Cash flows from operating activities | 28.1                | 45.3                | 17.2   | Increase in notes and accounts receivable - trade      | (6.7) |  |
|                                      |                     |                     |        | Decrease in inventories                                | 3.1   |  |
|                                      |                     |                     |        | Increase in notes and accounts payable - trade         | 14.8  |  |
|                                      |                     |                     |        | Increase in accounts payable - other                   | 4.7   |  |
| Cash flows from investing activities | (31.2)              | (32.0)              | (0.9)  | Increase in purchases of tangible fixed assets         | (1.1) |  |
| Cash flows from financing activities | (7.1)               | (5.8)               | 1.3    | Increase in loans payable                              | 6.1   |  |
|                                      |                     |                     |        | Increase in repurchase of shares                       | (4.7) |  |



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## 10. Principal management indexes [Result]

|  | Fiscal year<br>2012 | Fiscal year<br>2013 | Fiscal year<br>2014 | Fiscal year<br>2015 | Fiscal year<br>2016 |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|
| Net sales (millions of yen)  | 504,997             | 530,549             | 553,404             | 549,774             | 552,306             |
| V.S. previous year (%)   | 3.8                 | 5.1                 | 4.3                 | _                   | 0.5                 |
| Operating income (millions of yen)   | 23,368              | 22,402              | 24,343              | 26,354              | 29,818              |
| V.S. previous year (%)   | 12.3                | (4.1)               | 8.7                 | _                   | 13.1                |
| Operating income to net sales (%)  | 4.6                 | 4.2                 | 4.4                 | 4.8                 | 5.4                 |
| Ordinary income (millions of yen)  | 24,467              | 23,749              | 25,368              | 27,224              | 31,364              |
| Ordinary income to net sales (%)   | 4.8                 | 4.5                 | 4.6                 | 5.0                 | 5.7                 |
| Profit (millions of yen)   | 12,291              | 12,567              | 13,366              | 16,973              | 17,093              |
| Profit ratio (%)   | 2.4                 | 2.4                 | 2.4                 | 3.1                 | 3.1                 |
| Total net assets (millions of yen)   | 195,928             | 210,285             | 220,397             | 244,717             | 245,861             |
| Total assets (millions of yen)   | 306,515             | 334,655             | 356,994             | 373,017             | 385,914             |
| Equity ratio (%)   | 55.8                | 55.0                | 54.6                | 57.1                | 55.1                |
| Cash flows from operating activities (millions of yen)                       | 33,246              | 27,369              | 34,392              | 28,094              | 45,260              |
| Cash flows from investing activities (millions of yen)                       | (24,434)            | (21,897)            | (30,847)            | (31,181)            | (32,046)            |
| Cash flows from financing activities (millions of yen)                       | 7,022               | (2,307)             | (3,149)             | (7,101)             | (5,805)             |
| Free cash flow (millions of yen) (operating cash flow + investing cash flow) | 8,811               | 5,471               | 3,545               | (3,086)             | 13,213              |
| Cash and cash equivalents at the end of the fiscal year (millions of yen)    | 40,387              | 43,963              | 44,788              | 34,841              | 40,790              |
| Interest-bearing debt (millions of yen)                                      | 23,185              | 25,882              | 29,110              | 30,559              | 36,066              |
| Paid-in capital (millions of yen)  | 24,104              | 24,104              | 24,104              | 24,104              | 24,104              |
| Total number of issued shares (thousands of shares)                          | 153,000             | 153,000             | 153,000             | 153,000             | 153,000             |
| Net assets per share (yen)   | 1,141.68            | 1,230.32            | 1,284.36            | 1,403.05            | 1,420.63            |
| Earnings per share (yen)   | 82.09               | 83.94               | 88.69               | 111.82              | 113.47              |
| Free cash flow per share (yen)   | 58.85               | 36.55               | 23.52               | (20.34)             | 87.72               |
| Return on equity (%)   | 7.4                 | 7.1                 | 7.0                 | 8.3                 | 8.0                 |
| Ordinary income to total assets (%)  | 8.4                 | 7.4                 | 7.3                 | 7.5                 | 8.3                 |
| Annual dividend per share (including interim dividend) (yen)                 | 20.0                | 22.0                | 23.0                | 29.0                | 34.5                |
| [interim dividend per share] (yen)   | [9.5]               | [11.0]              | [11.5]              | [12.5]              | [15.0]              |
| Price earnings ratio (times)   | 14.6                | 17.3                | 21.9                | 26.4                | 23.8                |
| Dividend payout ratio (%)  | 24.4                | 26.2                | 25.9                | 25.9                | 30.4                |
| Dividend on equity ratio (%)   | 1.8                 | 1.9                 | 1.8                 | 2.2                 | 2.4                 |
| Number of regular full-time employees  | 12,425              | 12,598              | 12,933              | 13,478              | 14,095              |
| Average number of temporary employees  | 11,154              | 11,316              | 11,840              | 11,519              | 11,150              |
| Stock price at the end of the fiscal year (yen)                              | 1,200               | 1,454               | 1,942               | 2,953               | 2,703               |

Consumption taxes are not included in net sales.

Changes in accounting policies have been applied to standards for recording net sales for fiscal year 2016 and figures for fiscal year 2015 were adjusted to reflect retrospective application of the changes in accounting policies. Due to these changes, the figures for "V.S. previous year (%)" of fiscal year 2015 are not presented.