# Consolidated Results for the First Half of the Fiscal Year Ending March 31, 2005 (nterim FY 2005) November 12, 2004 



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## nssiv NISSIN FOOD PRODUCTS CO., LTD.

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## Interim Consolidated Statements of Income

|  | Interim periodended September30,2004 | Interim periodended September30,2003 | Year-on-year change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | Ratio(\%) |
| I . Net sales: | 1,487 | 1,550 | (62) | (4.0) |
| Pillow-type instant noodles | 211 | 223 | (12) | (5.5) |
| Cup-type instant noodles | 929 | 966 | (36) | (3.8) |
| Chilled and frozen foods | 201 | 203 | (2) | (1.2) |
| Others | 145 | 157 | (11) | (7.3) |
| II. Cost of sales | 736 | 800 | (63) | (8.0) |
| Gross profit | 751 | 750 | 0 | 0.1 |
| III. Selling, general and administrative expenses: | 625 | 648 |  | (3.5) |
| Promotional expenses | 342 | 348 | (6) | (1.9) |
| Advertising expenses | 66 | 68 | (1) | (2.8) |
| Distribution expenses | 83 | 84 | (1) | (1.4) |
| Others | 134 | 147 | (12) | (8.8) |
| Operating income | 125 | 102 | 23 | 23.0 |
| IV. Non-operating income: | 31 | 22 | 9 | 39.8 |
| Interest income | 6 | 5 | 0 |  |
| Dividends received | 8 | 5 | 2 |  |
| Gain on sales of securities | 3 | 7 | (4) |  |
| Equity in earnings of affiliates | 2 | 2 | 0 |  |
| Foreign exchange gain | 8 |  | 8 |  |
| Others | 2 | 1 | 0 |  |
| V. Non-operating expenses: | 0 | 2 | (1) | (65.0) |
| Ordinary income | 156 | 122 | 34 | 28.0 |
| VI. Extraordinary gains: | 2 | 2 | 0 | 3.8 |
| VII. Extraordinary losses: | 39 | 0 | 38 | 4384.2 |
| Provision for directors' retirement benefits | 35 | - | 35 |  |
| Others | 3 | 0 | 2 |  |
| Income before income taxes and minority interests | 119 | 123 | (4) | (3.5) |
| Income taxes and minority interests | 50 | 54 | (4) | (8.3) |
| Net income | 69 | 69 | 0 | 0.4 |

## Interim Non-consolidated Statements of Income

Note: All amounts are rounded down to the nearest hundred million yen.

|  | Interim periodended September30,2004 | Interim periodended September30,2003 | Year-on-year change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | Ratio(\%) |
| I . Net sales: | 1,143 | 1,258 | (115) | (9.2) |
| Pillow-type instant noodles | 141 | 148 | (6) | (4.4) |
| Cup-type instant noodles | 848 | 882 | (34) | (3.9) |
| Chilled and frozen foods | 137 | 148 | (10) | (7.1) |
| Others | 15 | 79 | (63) | (80.2) |
| II. Cost of sales | 514 | 631 | (117) | (18.6) |
| Gross profit | 628 | 626 | 1 | 0.3 |
| III. Selling, general and administrative expenses: | 513 | 534 | (21) | (3.9) |
| Promotional expenses | 304 | 309 | (4) | (1.6) |
| Advertising expenses | 60 | 65 | (4) | (7.6) |
| Distribution expenses | 54 | 54 | (0) | 0.0 |
| Others | 93 | 104 | (10) | (10.5) |
| Operating income | 115 | 92 | 22 | 24.6 |
| IV. Non-operating income: | 28 | 19 | 9 | 51.0 |
| Interest on securities | 4 | 4 | 0 |  |
| Dividends received | 10 | 6 | 3 |  |
| Gain on sales of securities | 3 | 6 | (3) |  |
| Foreign exchange gain | 8 |  | 8 |  |
| Others | 2 | 1 | 0 |  |
| V. Non-operating expenses: | 0 | 3 | (2) | (79.7) |
| Ordinary income | 143 | 108 | 35 | 32.3 |
| VI. Extraordinary gains: | 2 | 2 | (0) | (14.3) |
| VII. Extraordinary losses: | 35 | 2 | 33 | 1634.7 |
| Provision for directors' retirement benefits | 35 |  | 35 |  |
| Others | 0 | 2 | (1) |  |
| Income before income taxes | 110 | 109 | 0 | 0.8 |
| Income taxes | 44 | 47 | (3) | (6.8) |
| Net income | 65 | 61 | 4 | 6.7 |



Consolidated Results for the First Half of the Fiscal Year Ending March 31, 2005
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## First Half Environment

## - External Environment

- Unseasonable weather following record-breaking heat in July; gap from cool summer in previous year
- Yen rose approx. 10\% vs. other currencies compared with same period in previous year
- Introduction of consumption tax-inclusive pricing
- Internal Environment
- Decrease in retirement benefits expenses
- Settlement of major new product sales


## Major Business Activities in First Half

- Domestic
- Chicken Ramen: Limited edition Donburi with Chicken Ramen
- Cup Noodle: Began new campaign "NO BORDER"

Renewal of Cup Noodle Sio $\rightarrow$ becoming a standard product

- Nissin no Ramenyasan: Renewal with $100 \%$ Hokkaido-grown wheat
- Nissin Rao: Renewal as a high-value-added product
$\rightarrow$ Suggested retail price $¥ 200 \rightarrow ¥ 250$
- Overseas
- New category in N. American segment: Introduction of CHOW MEIN
- Basic agreement on capital alliance with Hebei Hualong F\&N Industry Group Co., Ltd.
$\rightarrow$ Nissin Hualong Foods Co., Ltd. began operations


## Review of Results for Interim FY 2005

- Overview (Consolidated)

| - Net Sales | $¥ 148.7$ billion 4\% decrease* | ( $¥ 6.2$ billion) |
| :---: | :---: | :---: |
| - Operating Income | $¥ 12.5$ billi | + $¥ 2.3$ billion |
|  | 23\% increase* |  |
| - Ordinary Income | $¥ 15.6$ billion | + $¥ 3.4$ billion |
|  | 28\% increase* |  |
| - Net Income | $¥ 6.9$ billion | + 0.02 billion |

* Percentage change compared with same period of previous year
- Operating income and ordinary income set new records
- Increase in net income for 4th consecutive period


## Overview of Interim FY 2005

| (1) Consolidated |  |  | ( $¥$ Billion/\%) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Interim FY 2005 | Interim FY 2004 | Change |  |
|  |  |  | Amount | \% |
| Net Sales | 148.7 | 155.0 | (6.2) | (4.0) |
| Operating Income | 12.5 | 10.2 | 2.3 | 23.0 |
| Ordinary Income | 15.6 | 12.2 | 3.4 | 28.0 |
| Net Income | 6.9 | 6.9 | 0 | 0.4 |
| Exchange rate $¥$ US\$ | 108.43 | 119.80 |  |  |

(2) Nonconsolidated ( $\ddagger$ Billion/\%)

|  | Interim FY 2005 | Interim FY 2004 | Change |  |
| :---: | ---: | ---: | ---: | ---: |
|  |  |  | Amount | $\%$ |
| Net Sales | 114.3 | 125.8 | $(11.5)$ | $(9.2)$ |
| Operating Income | 11.5 | 9.2 | 2.2 | 24.6 |
| Ordinary Income | 14.3 | 10.8 | 3.5 | 32.3 |
| Net Income | 6.5 | 6.1 | 0.4 | 6.7 |

Interim FY 2005 Net Sales by Business Category
(1) Consolidated

|  | Interim FY <br>  <br>  <br> 2005 | Interim FY <br> 2004 | Change |  |
| :---: | ---: | ---: | ---: | ---: |
|  | Amount | $\%$ |  |  |
| Pillow-type Instant Noodles | 21.1 | 22.3 | $(1.2)$ | $(5.5)$ |
| Cup-type Instant Noodles | 92.9 | 96.6 | $(3.6)$ | $(3.8)$ |
| Chilled and Frozen Foods | 20.1 | 20.3 | $(0.2)$ | $(1.2)$ |
| Others | 14.5 | 15.7 | $(1.1)$ | $(7.3)$ |
| Total | 148.7 | 155.0 | $(6.2)$ | $(4.0)$ |

(2) Nonconsolidated ( $~$ Billion/\%)

|  | Interim FY | Interim FY | Change |  |
| :---: | ---: | ---: | ---: | ---: |
|  | 2004 |  | Amount | $\%$ |
| Pillow-type Instant Noodles | 14.1 | 14.8 | $(0.6)$ | $(4.4)$ |
| Cup-type Instant Noodles | 84.8 | 88.2 | $(3.4)$ | $(3.9)$ |
| Chilled and Frozen Foods | 13.7 | 14.8 | $(1.0)$ | $(7.1)$ |
| Others | 1.5 | 7.9 | $(6.3)$ | $(80.2)$ |
| Total | 114.3 | 125.8 | $(11.5)$ | $(9.2)$ |



Effect of Retirement Benefits Expenses (Consolidated)

|  | ( $¥$ Billion/\%) |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | Interim FY2005 | Interim FY 2004 | Change |  |
| A: Operating Income | 12.5 | 10.2 | +2.3 | $23.0 \%$ |
| B: Effect of retirement <br> benefits expenses | 0.7 | 2.6 | $(1.9)$ |  |
| Operating income <br> excluding effect of <br> retirement benefits <br> expenses (A+B) | 13.3 | 12.8 | +0.4 | $3.4 \%$ |



Factors Increasing Ordinary Income (Consolidated)

| Ordinary Income <br> $+¥ 3.4$ | Increase in operationg income | $+¥ 2.3$ billion |
| :---: | :--- | ---: |
|  | Non-operating income | $+¥ 0.9$ billion |
|  | Non-operating expenses | $(\neq 0.1$ b billion $)$ |



| Factors Increasing/Decreasing Income from Same Period in Previous Year (Consolidated) |  |  |
| :---: | :---: | :---: |
| Net Sales - $¥ 6.2$ billion | Decrease in domestic sales | ( $¥ 4.1$ billion) |
|  | Effect of foreign exchange | ( $¥ 2.1$ billion) |
| Operating Income + $¥ 2.3$ billion | Decrease in net sales | ( $¥ 1.3$ billion) |
|  | Decrease in cost of sales ratio | + $¥ 2.5$ billion |
|  | Increase in promotional expenses ratio | ( $¥ 0.8$ billion) |
|  | Increase in distribution expenses ratio ( $¥ 0.2$ billion) |  |
|  | Decrease in retirement benefits expenses | + $¥ 1.9$ billion |
|  | Decrease in advertising expenses | + $¥ 0.1$ billion |
| Ordinary Income $+¥ 3.4$ billion | Increase in operating income | +¥2.3 billion |
|  | Non-operating income | +¥0.9 billion |
|  | Non-operating expenses | ( $¥ 0.1$ billion) |
| Net Income + $¥ 0.02$ billion | Increase in ordinary income | +¥3.4 billion |
|  | Increase in extraordinary gains | +¥0.0 billion |
|  | Increase in extraordinary losses | +¥3.8 billion |
|  | Decrease in income taxes | ( $¥ 0.4$ billion) |

Forecast for Full FY 2005
(1) Consolidated
( $¥$ Billion/\%)

|  | FY 2005 |  | $\begin{aligned} & \text { FY } 2004 \\ & \text { Full Year } \end{aligned}$ | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Interim | Full Year Forecast |  |  |  |
|  |  |  |  | Amount | \% |
| Net Sales | 148.7 | 330.0 | 320.0 | 9.9 | 3.1\% |
| Operating Income | 12.5 | 28.5 | 23.2 | 5.2 | 22.8\% |
| Ordinary Income | 15.6 | 30.0 | 25.6 | 4.3 | 17.1\% |
| Net Income | 6.9 | 14.5 | 14.0 | 0.4 | 3.2\% |

(2) Nonconsolidated
( $¥$ Billion/\%)

|  | FY 2005 |  | FY 2004 <br> Full Year | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Interim | Full Year Forecast |  |  |  |
|  |  |  |  | Amount | \% |
| Net Sales | 114.3 | 256.0 | 264.8 | ( 8.8) | ( 3.3\%) |
| Operating Income | 11.5 | 26.0 | 20.7 | 5.2 | 25.0\% |
| Ordinary Income | 14.3 | 28.5 | 23.3 | 5.1 | 22.3\% |
| Net Income | 6.5 | 13.5 | 12.5 | 0.9 | 7.4\% |



| Organizations and Systems for Safety and Reliability |  |
| :---: | :---: |
| Food Safety Research Institute | - Established in June 2002, domestic staff approx. 60 <br> - Obtained ISO 9001 certification in April 2003 <br> - Routine analysis of 12,000 manufactured products per month <br> - Scheduled establishment of Food Safety Research Institute in Shanghai, P.R.C. |
| $\begin{gathered} \text { Quality } \\ \text { Management } \\ \text { System } \end{gathered}$ | - All 4 domestic company factories have obtained ISO 9001 certification |
| Analytical <br> Systems | 1. Rapid assay for comprehensive detection of food-poisoning bacteria <br> 2. NASRAC-300 (Nissin's Analytical Systems for Residual Agricultural Chemicals, a world-class system to test 300 types of residual agricultural chemicals in vegetable ingredients) <br> 3. NASVED-38 (Nissin's Analytical Systems for Veterinary Drugs, a single test for 38 residual veterinary drugs, provides multiple analyses in 5 days) <br> 4. NESMAGET (Nissin's Evaluation System for MAmmalian GEnoToxicity, a new screening method for mutagenic (incl. carcinogenic) substances using human cells, enabling detection of mutagenic substances that cannot be detected in microbial mutagenicity tests.) |

## Segment Information

By Geographic Area
( $¥$ Billion/\%)

|  | Interim FY 2005 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Segment | Japan |  |  |  |  |  | N. America | Other Areas | Total | Eliminations | Consolidated |
| Net Sales and Operating Profit/Loss |  |  |  |  |  |  |  |  |  |  |  |  |
| Sales to Outside Customers | 127.8 | 11.4 | 9.4 | 148.7 | - | 148.7 |  |  |  |  |  |  |
| Inter-Segment Sales | 0.5 | - | 0.0 | 0.5 | $(0.5)$ | - |  |  |  |  |  |  |
| Total | 128.3 | 11.4 | 9.5 | 149.3 | $(0.5)$ | 148.7 |  |  |  |  |  |  |
| Operating Expenses | 115.5 | 12.0 | 9.2 | 136.8 | $(0.6)$ | 136.2 |  |  |  |  |  |  |
| Operating Income (Loss) | 12.7 | $(0.5)$ | 0.2 | 12.4 | 0.0 | 12.5 |  |  |  |  |  |  |


| Segment | Interim FY 2004 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | N. America | Other Areas | Total | Eliminations | Consolidated |
| Net Sales and Operating Profit/Loss |  |  |  |  |  |  |
| Sales to Outside Customers | 131.9 | 12.7 | 10.3 | 155.0 | - | 155.0 |
| Inter-Segment Sales | 0.7 | - | - | 0.7 | (0.7) | - |
| Total | 132.6 | 12.7 | 10.3 | 155.7 | (0.7) | 155.0 |
| Operating Expenses | 121.9 | 13.5 | 10.0 | 145.5 | (0.7) | 144.8 |
| Operating Income (Loss) | 10.7 | (0.8) | 0.3 | 10.2 | (0.0) | 10.2 |

## Nissin's Business Strategy for the P.R.C.

- Agreement on capital alliance with Hebei Hualong F\&N Industry Group Co., Ltd.
$\rightarrow$ Start of operations at Nissin Hualong Foods Co., Ltd. on June 23, 2004
- Nissin's scheduled final investment up to 33.4\%
$\rightarrow 14.9 \%$ investment in this FY, currently setting up internal management system at Nissin Hualong Foods
- Increases in investment scheduled until around 2008
- Future business development in P.R.C.
$\rightarrow$ Nissin Hualong Foods to begin sales of Nissin brands Cup Noodles, UFO, Chao Mian Da Wang
$\rightarrow$ Expansion of Nissin brands from major cities to nationwide



CHOW MEIN
Shrink-wrapped fried noodles
(From February 2004)


SOUPER MEAL
Bowl-type cup noodle product
(From September 2004)

## Restructuring European Business Operations

## Response to the Growing EU Market

- Total 450 million people in 25 EU countries
- New target of 1 billion servings for instant noodle market
- Expand Nissin's current market share of approx. 7\%


## Reorganization of European Operations

- Acquisition of Hanwha Foods Hungary Ltd.
$\rightarrow$ Name changed to Nissin Foods Kft. (April 2004)
- Liquidation of Nissin Foods B.V. in the Netherlands
- Change of Shareholder in Nissin Foods GmbH in Germany



|  | Overview of Nissin Foods Kft. |  |
| :---: | :---: | :---: |
|  | Company name | Nissin Foods Kft. "Kft." means private limited company Changed after acquisition from Hanwha Corporation of the Republic of Korea |
|  | Former name | Hanwha Foods Hungary Ltd. |
|  | Acquisition date | 30-Apr-04 |
|  | Date of establishment | Oct-93 |
|  | Main business | Manufacture and sale of instant noodles |
|  | Head office | Kecskemet, Republic of Hungary |
|  | Representative | Masamitsu Okubo, President |
|  | Paid-in capital | 1.0 billion forint (approx. $¥ 530$ million) |
|  | Employees | Approximately 180 |
|  | Site area | $30,000 \mathrm{~m}^{2}$ |
|  | Production facilities | Pillow-type instant noodle production line: 1 line Cup-type instant noodle production line: 1 line |
|  |  | w |

## Supplementary Data

## Net Sales and Gross Profit Ratio

 related to retirement benefits.

Net Sales by Category


| (Millions of yen) |  |  |  |  |  |  |
| :---: | ---: | :---: | ---: | ---: | ---: | :---: |
| Pillow-type instant <br> noodles | $2000 / 9$ | $2001 / 9$ | $2002 / 9$ | $2003 / 9$ | $2004 / 9$ |  |
| Cup-type instant noodles | 90,383 | 20,760 | 21,016 | 22,327 | 21,107 |  |
| Chilled and frozen foods | 16,958 | 18,143 | 19,280 | 20,355 | 20,111 |  |
| Others | 12,057 | 12,830 | 15,420 | 15,737 | 14,589 |  |
| Total | 139,931 | 144,790 | 149,002 | 155,041 | 148,769 |  |

Non-Operating Income, Net


Operating Income, Ordinary Income and Net Income Ratios to Net Sales


Capital Investment, Depreciation \& Amortization and R\&D Expenses


## Advertising, Distribution and Promotional Expenses Ratios to Net Sales



Total Assets, Shareholders' Equity and Shareholders' Equity Ratio


## Net Sales and Gross Profit Ratio



| (Millions of yen, \%) |  |  |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
| Net sales | $2000 / 9$ | $2001 / 9$ | $2002 / 9$ | $2003 / 9$ | $2004 / 9$ |  |
| Gross profit ratio | 113,586 | 117,853 | 120,829 | 125,866 | 114,329 |  |

Note: Gross profit ratio of 2004/9 has increased mainly because of the following reasons.

1. Expenses related to retirement benefits have been decreased.
2. Part of some subsidiaries' products which had been sold through the parent company has been switched to be sold by these subsidiaries directly to customers.

Operating Income, Ordinary Income and Net Income


Net Sales by Category


|  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000/9 | 2001/9 | 2002/9 | 2003/9 | 2004/9 |
| Pillow-type instant noodles | 13,804 | 13,566 | 14,092 | 14,805 | 14,149 |
| Cup-type instant noodles | 81,667 | 84,601 | 85,054 | 88,287 | 84,818 |
| Chilled and frozen foods | 11,924 | 12,913 | 14,448 | 14,842 | 13,789 |
| Others | 6,189 | 6,771 | 7,234 | 7,930 | 1,571 |
| Total | 113,586 | 117,853 | 120,829 | 125,866 | 114,329 |

## Non-Operating Income, Net




Operating Income, Ordinary Income and Net Income Ratios to Net Sales


Capital Investment, Depreciation \& Amortization and R\&D Expenses


## Advertising, Distribution and Promotional Expenses Ratios to Net Sales



| (Millions of yen, \%) |  |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
|  | $2000 / 9$ | $2001 / 9$ | $2002 / 9$ | $2003 / 9$ | 2004/9 |
| Net sales | 113,586 | 117,853 | 120,829 | 125,866 | 114,329 |
| Advertising expenses <br> ratio | 6.0 | 5.5 | 5.8 | 5.2 | 5.3 |
| Distribution expenses <br> ratio | 4.2 | 4.3 | 4.3 | 4.3 | 4.8 |
| Promotional expenses <br> ratio | 22.6 | 23.9 | 24.7 | 24.6 | 26.6 |

Total Assets, Shareholders' Equity and Shareholders' Equity Ratio


| (Millions of yen, \%) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000/9 | 2001/9 | 2002/9 | 2003/9 | 2004/9 |
| Total assets | 277,272 | 289,434 | 280,699 | 294,634 | 306,541 |
| Shareholders' equity | 213,165 | 222,249 | 214,050 | 222,187 | 233,192 |
| Shareholders' equity ratio | 76.9 | 76.8 | 76.3 | 75.4 | 76.1 |

## Notice

Please be aware that plans, projections of results, strategies, etc., of the Company published in these materials are based on the judgment of the Company's management using information available at the time of their release. Actual results may differ from these forward-looking statements depending on a number of factors including but not limited to intensifying price competition in the market, changes in economic trends in the Company's operating environment, fluctuations in exchange rates and substantive changes in capital markets.

