# INVESTORS' GUIDE 

Consolidated Results for the First Half of the Fiscal Year Ending March 31, 2009 (FY 2009)
November 13, 2008


Code number 2897
URL http://www.nissinfoods-holdings.co.jp/

## लाISsin NISSIN FOODS HOLDINGS

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## EARTH FOOD CREATOR

## Consolidated Results for the First Half of the Fiscal Year Ending March 31, 2009 November 13, 2008

NISSIN NISSIN FOODS HOLDINGS
Code Number 2897

## Notation in This Document

- These presentation materials have been posted in PDF format in the Financial Statements section of the corporate website.
http://www.nissinfoods-holdings.co.jp/english/inv/fin.html
- The amounts in this document have been rounded to the nearest 100 million yen; totals may not agree with the sums of their components.
- As FY2009 is the first year for application of quarterly accounting standards, increase (decrease) amounts and percentage change are provided for reference purposes only.
- FY2009 is the year from April 1, 2008 to March 31, 2009.
- The period of the first half is April 1 to September 30, 2008.
- The period from October 1, 2008 to March 31, 2009 is the "second half."
- The same $\pm$ notation as used in the Summary of Consolidated Financial Statements has been applied to percentage change in sales and income.
- Foreign exchange rates as of June 30 have been applied to overseas consolidated subsidiaries.

The expression "EARTH FOOD CREATOR" on the cover of these materials expresses the new Group philosophy of being a corporate group that creates food with materials grown from the soil for people around the world.

## Business Environments in First Half of FY2009

- External Environment
- Rises in the cost of materials, including wheat, palm oil and crude oil
- Total instant noodle production volume decreased $4 \%$ year on year for the period April-September 2008 (announced October 29, 2008)
- Downturn in global financial markets $\rightarrow$ Increase in unrealized losses, negative wealth effect


## Situation in First Half Year

- Sales performance after price revisions
$\square$ Shift in demand toward open price products
- Net sales flat year on year
- Note: Net sales excludes selling expenses
$\square$ Operating income decrease due to the impact of retirement benefit expenses
- In North America, severe impact from steep rises in raw material costs

Shift to Holding Company Structure on October 1

- Change to NISSIN FOODS HOLDINGS CO., LTD.


## Shift to Holding Company Structure (Starting October 1, 2008)

Purposes

- Strengthen the group strategy function
- Further develop each business
- Promote synergy with MYOJO FOODS
- Train human resources for the top management

Renamed from Nissin Food Products Co., Ltd. to NISSIN FOODS HOLDINGS CO., LTD.

- NISSIN FOOD PRODUCTS CO., LTD. (instant noodle business)
- MYOJO FOODS CO., LTD. (instant noodle business)
- NISSIN CHILLED FOODS CO., LTD. (chilled food business)
- NISSIN FROZEN FOODS CO., LTD. (frozen food business)
- NISSIN CISCO CO., LTD. (confectionery business)
- NISSIN YORK CO., LTD. (beverage business)
- AJI-NO-MINGEI FOOD SERVICE CO., LTD. (food service business)
- Holding company structure including seven domestic business companies (as above) and four overseas business regions

Overview of Consolidated Results for First Half FY2009
(\#Bilion)

|  | First Half FY2008 | First Half FY2009 | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |
| Net Sales | 189.7 | 174.4 | (15.3) | (8.1) |
| Operating Income | 11.3 | 11.5 | 0.2 | 1.8 |
| Ordinary Income | 14.5 | 13.8 | (0.7) | (5.1) |
| Net Income | 5.5 | 5.7 | 0.2 | 4.4 |

Exchange Rate

| ¥US $\$$ | 123.26 | 106.42 |
| :---: | ---: | ---: |
| \#нК $\$$ | 15.77 | 13.64 |
| \#Rмв | 16.18 | 15.51 |

## Consolidated Division Net Sales

|  |  |  | Change | Principal Reason for |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | ) |
| Pillow-type Instant Noodles | 32.3 | 29.2 | (3.1) | Decrease in domestic sales |
| Cup-type Instant Noodles | 115.6 | 102.5 | (13.1) | Decrease in domestic sales |
| Chilled and Frozen Foods | 22.2 | 22.8 | 0.6 | Increase in sales of chilled products |
| Other Business | 19.6 | 19.9 | 0.3 | Favorable performance by NISSIN CISCO |
| (Exchange rate factor included in the above) |  |  | (3.8) |  |
| Total | 189.7 | 174.4 | (15.3) |  |



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## MYOJO FOODS <br> \&

Overseas Operations

| Segment Information by Geographical Area |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | (\#Billion) |
|  |  | Japan | North America |  | Elimination | Total |
| Net Sales | First Half FY2009 | 145.5 | 14.7 | 14.2 | - | 174.4 |
|  | First Half FY2008 | 162.0 | 15.2 | 12.5 | - | 189.7 |
|  | Difference from Same Period of Prior Year | (16.5) | (0.5) | 1.7 | - | (15.3) |
| $\begin{aligned} & \text { Operating } \\ & \text { Income } \\ & \text { (Loss) } \end{aligned}$ | First Half | 12.4 | (1.7) | 1.1 | (0.3) | 11.5 |
|  | First Half FF2008 | 11.7 | (1.2) | 1.0 | (0.2) | 11.3 |
|  | Difference from Same Period of Prior Year | 0.7 | (0.5) | 0.1 | (0.1) | 0.2 |
| ${ }^{10}$ |  |  |  |  |  |  |

MYOJO FOODS: Overview of Business Results
( $¥$ Billion)

|  | First Half <br> FY2008 |  | First Half <br> FY2009 |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Amount |  | Change |  |
| Net Sales | 39.2 | 31.5 | $(7.7)$ | $(19.5)$ |
| Operating <br> Income | 0.9 | 2.2 | 1.3 | 160.8 |
| Ordinary <br> Income | 1.0 | 2.3 | 1.3 | 138.5 |
| Quarterly Net <br> Income | 0.2 | 2.5 | 2.3 | 1033.9 |

Note: Approximately $¥ 0.4$ billion of goodwill for the year is excluded.
Sales performance after retail price revision

- Although sales dropped, profitability greatly improved

Materials, distribution and production synergies

## North America Segment (January-June 2008)

Nissin Foods (U.S.A.) Co., Inc.

- Sales volume decline of 5\% year on year
$\square$ Additional price revisions implemented (January, May, July) to improve profit structure
- Although there was no major impact from the price revisions, this is attributable to sales expansion activities focused on high-profit, highpriced products.
- As this period saw the sharpest rises in raw materials prices, profit improvement could not be achieved.
$\square$ International market price of wheat: Approx. \$12-13 per bushel ( 27 kg )
$\square$ International market price of palm oil: Approx. $\$ 1,250$ dollars per ton
- Favorable sales of high-value-added products
- Year-on-year volume: 149\% Contribution to sales value: approx. 20\%

Nissin Foods de Mexico S.A. de C.V.

- Sales volume remained the same as previous year
$\square$ Aggressive promotion conducted to stimulate demand


## FY2009—Progress with Business Profit Improvement in the U.S.

Retail price revision to absorb effects of rises in raw material prices

- Implementation of price revisions five times from May 2007 to July 2008
- Average retail price increases of about $73 \%$ for pillow-type noodles, 29\% for cup-type noodles
- Further price revision planned for January 2009

Creation of high-value-added products category

- CHOW MEIN, Souper Meal
- New Bowl Noodles (from August 2008)
- Reinforcement of high-value-added, high-priced, high-profit products
- A product line to stimulate consumer

CHOW MEIN


Souper Meal

## Business in China (January-June 2008)

Sales volume grew by $12 \%$ year on year (whole PRC including Hong Kong)

- Stable performance continued even after sales price revision in August 2007
- Shanghai Nissin Foods Co., Ltd.
- Further price revision: Average increase of 3 to 10\% from April 2008
- Guangdong Shunde Nissin Foods Co., Ltd.
- Further price revision: Average increase of about 8\% from May 2008


## Policy for FY2009

- Shanghai Nissin Foods Co., Ltd. and Guangdong Shunde Nissin Foods Co., Ltd. (East China and South China)
- Strengthen marketing and R\&D functions
- Function as bases of development of high-value-added, high quality products as well as for dispatch of information
- Expansion of sales of high quality product group toward customers with high income and high sensitivity to information


# First Half of FY2009 (April-September 2008) Business Conditions in Japan 

## NISSIN FOOD PRODUCTS (Instant Noodle Business)

## Business Conditions in the First Half

## Product brand value enhancement

- Product value enhancement, such as conversion to the Cup Noodle paper cup (ECO cup)
- Expansion of high-value-added products by means of microwavable products

Sales following the price revision (January 2008)

- At volume retailers, a decrease in the number of special sales involving flyers
- Demand shift toward Soup Noodle and other open price products
$\rightarrow$ Curtailment of selling expenses due to the above $\rightarrow$ Net sales flat year on year
- Upgrading and expansion of products jointly developed with retailers

All price zones in addition to the full lineup strategy

- To respond to customer desire for a wide variety of products, seek a comprehensive merchandise mix with respect not only to flavor, containers, preparation method, environmental response and health, but also price.



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## Benefits of the Full Lineup Strategy (All Price Zones)

| Methods | - Enhancement of high-value-added products with microwavable <br> product lines (Nicchin), Gyoretsu-no-Dekiru-Mise-no-Ramen Cup, <br>  <br>  <br> GooTa, and other product lines |
| :---: | :--- |
|  |  |
|  | - Compensation for the low number of products at the all-100-yen <br> price point following the price revision with open price product <br> lines |


| Benefits | - The ability to protect brand value of mainstay products <br> - - A flexible sales strategy that doesn't require selling expenses <br> (enhancement of open price products) |
| :--- | :--- |
|  | - The ability to offer a product selection that can meet <br> customers' wide-ranging price needs |

# Second Half of FY2009 (October 2008-March 2009) 

## Business Policy

## FY2009 Second Half_Business Policy

Management that reflects still greater consideration of food product safety

- Rigorous raw material procurement checks and audits
- Response to various risks

Penetration of new prices $\rightarrow$ Securing of profitability of instant noodles overall

- More rigorous standards governing use of sales promotion expenses
- Appropriate response to special sales, reinforcement of exposure


## Product strategy

- Creation of a new category through enhancement of microwavable product lines
- Coverage of all price zones in addition to the full lineup strategy
- Offer product lines that expand customer options

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Forecasts for the Fiscal Year Ending March 2009 (Consolidated)

|  | FY2008 | FY2009 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | First Half Result | Full-year Forecast | Amount | \% |
| Net Sales | 385.5 | 174.4 | 370.0 | (15.5) | (4.0) |
| Operating | 27.7 | 11.5 | 20.0 | (7.7) | (27.7) |
| Ordinary Income | 32.8 | 13.8 | 25.5 | (7.3) | (22.3) |
| Net Income | 13.6 | 5.7 | 18.0 | 4.4 | 32.4 |

## Media Coverage of the Transfer of Odors to Cup-type Noodle Products

- On October 23, the Yokosuka Public Health Office in Fujisawa City, Kanagawa Prefecture announced the detection of a minute amount of para-dichlorobenzene (pDCB) in cup-type noodles from the NISSIN FOODS GROUP.
- Contamination after shipment was a possibility, and NISSIN FOODS issued a voluntary recall of the product involved in the Fujisawa City incident: Cup Noodle (having an expiration date of January 30, 2009 and the manufacturing site mark A/7).
- Public Health Offices inspected NISSIN FOODS plants, found no presence of the substance in question, and concluded that contamination with the substance in question in the manufacturing process was unlikely.
- It is highly probable that what was detected was transferred odor.

This was confirmed at the NISSIN FOODS Food Safety Research Institute.

- The ECO cup is excellent with respect to the damp-proofing important to flavor retention and environmental impact. We will improve the container to increase odor barrier characteristics.
- We will issue reminders to avoid storing products together with insect repellent, insecticide, air fresheners, and the like. We also plan to place warnings on product packages.
- Beginning on October 30 we issued reminders in newspapers, on websites, and in TV commercials.
<Consolidated Statements of Income>
(Billions of yen)

|  | First Half FY 2008 | Ratio (\%) | First Half FY 2009 | Ratio (\%) | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Amount | Ratio (\%) |
| \| I. Net Sales | 189.7 | 100.0 | 174.4 | 100.0 | (15.3) | (8. 1) |
| 1. Instant noodle and associated business | 170.1 | 89.6 | 154. 5 | 88. 6 | (15. 6) | (9.1) |
| Pillow-type instant noodles | 32.3 | 17.0 | 29. 2 | 16. 8 | (3.0) | (9.3) |
| Cup-type instant noodles | 115.6 | 60.9 | 102. 5 | 58.7 | (13.2) | (11. 4) |
| Chilled and frozen foods | 22. 2 | 11.7 | 22.8 | 13.1 | 0.6 | 2. 7 |
| 2. Other Business | 19.6 | 10.4 | 19.9 | 11.4 | 0. 2 | 1.2 |
| II. Cost of sales | 95.7 | 50.5 | 97.4 | 55.8 | 1.6 | 1.7 |
| (excluding retirement benefit expenses) | 95.7 | 50.5 | 96. 2 | 55. 2 | 0.4 |  |
| Retirement benefit expenses | 0.0 | 0.0 | 1. 2 | 0.6 | 1. 2 |  |
| Gross profit | 94.0 | 49. 5 | 77.0 | 44. 2 | (17.0) | (18.0) |
| III. Selling, general and administrative expenses | 82.7 | 43. 5 | 65.5 | 37.6 | (17.2) | (20.8) |
| Promotional expenses | 47.4 | 25. 0 | 27. 6 | 15. 8 | (19.8) |  |
| Advertising expenses | 6.1 | 3. 2 | 5.9 | 3. 4 | (0.2) |  |
| Distribution expenses | 10. 8 | 5.7 | 10.6 | 6.1 | (0.2) |  |
| Retirement benefit expenses | (0.1) | 0. 0 | 2. 1 | 1. 2 | 2. 2 |  |
| General expenses | 18.5 | 9. 6 | 19.3 | 11.1 | 0.8 |  |
| Operating income | 11.3 | 6. 0 | 11.5 | 6. 6 | 0.2 | 1.8 |
| IV. Non-operating income | 3.3 | 1. 7 | 2. 8 | 1.6 | (0.5) | (15.0) |
| Interest income | 0.8 |  | 0.8 |  | 0.0 |  |
| Dividend income | 1.1 |  | 1. 1 |  | (0.0) |  |
| Equity in earnings of affiliates | 0.7 |  | 0.6 |  | (0.1) |  |
| Foreign currency exchence gain | 0.2 |  | - |  | (0.2) |  |
| Other non-operating income | 0.5 |  | 0.3 |  | (0.2) |  |
| V. Non-operating expenses | 0.1 | 0.1 | 0.6 | 0.3 | 0.5 | 400.4 |
| Ordinary income | 14. 5 | 7. 6 | 13.8 | 7. 9 | (0.7) | (5.1) |
| VI. Extraordinary gains | 0.2 | 0.1 | 0.5 | 0.3 | 0.3 | 150. 1 |
| VII. Extraordinary losses | 2. 8 | 1. 5 | 2. 0 | 1. 2 | (0.8) | (29.1) |
| Loss on impairment of fixed assets | 1.6 |  | - |  | (1. 6) |  |
| Loss on devaluation of investments in securities | 0.0 |  | 1.3 |  | 1. 3 |  |
| Expenses for voluntary recall of products | 0.7 |  | - |  | (0.7) |  |
| Other extraordinary losses | 0.5 |  | 0.7 |  | 0.2 |  |
| Income before income taxes and minority interests | 11.9 | 6. 2 | 12. 2 | 7. 0 | 0.4 | 3.3 |
| Income taxes and minority interests | 6.4 | 3.3 | 6.5 | 3.7 | 0.2 | 2.4 |
| Net income | 5.5 | 2. 9 | 5.7 | 3.3 | 0. 2 | 4. 4 |

## 【Supplementary Data 2】 Results for the First Half of the FY2009

<Non-consolidated Statements of Income>
(Billions of yen)

|  | First Half FY 2008 | Ratio (\%) | First Half FY 2009 | Ratio (\%) | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Amount | Ratio (\%) |
| I . Net Sales | 108.9 | 100.0 | 98.6 | 100.0 | (10.3) | (9. 5) |
| 1. Instant noodle and associated business | 108. 2 | 99.4 | 97.8 | 99.2 | (10.4) | (9. 6) |
| Pillow-type instant noodles | 14.0 | 12.9 | 13.2 | 13.4 | (0. 8) | (6. 0) |
| Cup-type instant noodles | 80.0 | 73.5 | 70.2 | 71.2 | (9. 8) | (12.3) |
| Chilled and frozen foods | 14. 2 | 13.0 | 14.4 | 14. 6 | 0.2 | 2. 0 |
| 2. Other Business | 0.7 | 0.6 | 0.8 | 0.8 | 0.1 | 8. 5 |
| II. Cost of sales | 48.5 | 44.6 | 48. 7 | 49.4 | 0.1 | 0.3 |
| Cost of sales <br> (excluding retirement benefit expenses) | 48. 6 | 44.7 | 47. 6 | 48. 3 | (1.0) | (2. 1) |
| Retirement benefit expenses | (0.1) | (0.1) | 1.1 | 1. 1 | 1. 2 | - |
| Gross profit | 60.4 | 55.4 | 49. 9 | 50.6 | (10.4) | (17.3) |
| III. Selling, general and administrative expenses | 50.4 | 46.2 | 40.4 | 41.0 | (9.9) | (19.7) |
| Promotional expenses | 31.4 | 28. 8 | 18.7 | 19.0 | (12. 7) | (40.5) |
| Advertising expenses | 5.4 | 5.0 | 5.1 | 5. 2 | (0.3) | (5. 3) |
| Distribution expenses | 5.0 | 4. 6 | 4. 8 | 4. 9 | (0.2) | (3. 6) |
| Retirement benefit expenses | (0.1) | (0.1) | 2. 0 | 2. 0 | 2. 2 | - |
| General expenses | 8.7 | 7.9 | 9. 8 | 9.9 | 1.1 | 12.5 |
| Operating income | 10.0 | 9. 2 | 9. 5 | 9. 6 | (0.5) | (5. 2) |
| IV. Non-operating income | 2.2 | 2. 0 | 1.9 | 1.9 | (0.3) | (11.7) |
| Interest income | 0.5 |  | 0.6 |  | 0.1 |  |
| Dividend income | 1.4 |  | 1. 2 |  | (0.1) |  |
| Other non-operating income | 0.3 |  | 0.1 |  | (0.2) |  |
| V. Non-operating expenses | 0.0 | 0.0 | 0.7 | 0.7 | 0.7 | 17322. 5 |
| Ordinary income | 12.1 | 11.2 | 10.7 | 10. 8 | (1. 5) | (12.0) |
| VI. Extraordinary gains | 0.2 | 0.1 | 0.0 | 0.0 | (0.1) | (78.9) |
| VII. Extraordinary losses | 6.4 | 5.9 | 2. 6 | 2. 6 | (3. 8) | (59. 2) |
| Loss on devaluation of investments in securities | 0.0 |  | 1.3 |  | 1.3 |  |
| Loss on valuation of shares in affiliates | 6.4 |  | 1.3 |  | (5. 1) |  |
| Other extraordinary losses | 0.0 |  | 0.1 |  | 0.0 |  |
| Income before income taxes and minority interests | 5.9 | 5.4 | 8.1 | 8. 2 | 2. 2 | 37.2 |
| Income taxes and minority interests | 5. 6 | 5.1 | 4. 4 | 4. 5 | (1. 2) | (21. 2) |
| Net income | 0.3 | 0.3 | 3.7 | 3.7 | 3.4 | 1116.4 |

Note: All amounts are rounded to the nearest 100 million yen.
The ratios of change are calculated on a yen basis and rounded to the nearest tenth.

|  | unit | $\begin{gathered} \hline \text { First Half } \\ \text { FY } 2005 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { First Half } \\ \text { FY } 2006 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { First Half } \\ \text { FY } 2007 \\ \hline \end{gathered}$ | $\begin{gathered} \text { First Half } \\ \text { FY } 2008 \\ \hline \end{gathered}$ | $\begin{aligned} & \text { First Half } \\ & \text { FY } 2009 \\ & \hline \end{aligned}$ | Full－year 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| （Consolidated） <br> Pillow－type instant noodles Cup－type instant noodles Chilled and frozen foods Other Business |  | $\begin{aligned} & 21,107 \\ & 92,960 \\ & 20,111 \\ & 14,589 \end{aligned}$ | $\begin{aligned} & 22,385 \\ & 94,152 \\ & 19,995 \\ & 13,737 \end{aligned}$ | $\begin{aligned} & 22,727 \\ & 95,804 \\ & 20,244 \\ & 13,690 \end{aligned}$ | $\begin{array}{r} 32,255 \\ 115,624 \\ 22,211 \\ 19,643 \end{array}$ | $\begin{array}{r} 29,247 \\ 102,459 \\ 22,821 \\ 19,884 \end{array}$ |  |
| Net sales （Growth rate） | \％ | $\begin{array}{r} \hline 148,769 \\ (4.0) \end{array}$ | $\begin{array}{r} 150,270 \\ 1.0 \end{array}$ | $\begin{array}{r} \hline 152,466 \\ 1.5 \end{array}$ | $\begin{array}{r} \hline 189,734 \\ 24.4 \end{array}$ | $\begin{array}{r} \hline 174,412 \\ (8.1) \end{array}$ | 370， 000 |
| Gross profit ratio | \％ | 50.5 | 50.8 | 50.4 | 49.5 | 44.2 | － |
| Operating income |  | 12，550 | 12，617 | 14， 105 | 11，320 | 11，526 | 20，000 |
| Operating income ratio | \％ | 8.4 | 8.4 | 9． 3 | 6.0 | 6． 6 | 5.4 |
| Ordinary income |  | 15，646 | 172， 120 | 16，257 | 14，496 | 13，754 | 25，500 |
| Ordinary income ratio | \％ | 10.5 | 11.4 | 10.7 | 7.6 | 7.9 | 6.9 |
| Net income |  | 6，952 | 5，419 | 9，468 | 5，478 | 5，716 | 18，000 |
| Net assets |  | 247， 622 | 262，509 | 275， 930 | 291， 745 | 287， 582 | － |
| Total assets |  | 346， 195 | 350， 796 | 363， 995 | 407， 339 | 396， 982 | － |
| Net assets per share | Yen | 2，006． 17 | 2，126． 80 | 2，220． 29 | 2，330． 83 | 2，301． 11 | － |
| Net income per share | Yen | 56.33 | 43.91 | 77.98 | 44.81 | 46.76 | － |
| Equity ratio | \％ | 71.5 | 74.8 | 74.1 | 69.9 | 70.9 | － |
| Advertising expense ratio | \％ | 4． 4 | 4． 2 | 4.6 | 3.2 | 3.4 | － |
| Distribution expense ratio | \％ | 5.6 | 5.5 | 5.7 | 5.7 | 6.1 | － |
| Promotional expense ratio | \％ | 23.0 | 23.5 | 23.4 | 25.0 | 15.8 | － |
| Capital investment |  | 1，588 | 1，432 | 2，137 | 3，963 | 5，940 | － |
| Depreciation and Amortization |  | 3， 223 | 2， 860 | 2，622 | 3，644 | 3，704 | － |
| R\＆D expenses |  | 1，411 | 1，371 | 1，357 | 1，758 | 1，639 | － |


|  | unit | First Half FY 2005 | First Half FY 2006 | First Half FY 2007 | First Half FY 2008 | First Half FY 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| （Non－consolidated） <br> Pillow－type instant noodles Cup－type instant noodles Chilled and frozen foods Other Business |  | $\begin{array}{r} 14,149 \\ 84,818 \\ 13,789 \\ 1,571 \end{array}$ | $\begin{array}{r} 14,598 \\ 85,545 \\ 13,863 \\ 526 \end{array}$ | $\begin{array}{r} 13,907 \\ 82,568 \\ 14,346 \\ 569 \end{array}$ | $\begin{array}{r} 14,029 \\ 80,027 \\ 14,102 \\ 737 \end{array}$ | $\begin{array}{r} 13,192 \\ 70,208 \\ 14,379 \\ 799 \end{array}$ |
| Net sales （Growth rate） | \％ | $\begin{array}{r} 114,329 \\ (9.2) \end{array}$ | $\begin{array}{r} 114,534 \\ 0.2 \end{array}$ | $\begin{array}{r} \hline 111,391 \\ (2.7) \end{array}$ | $\begin{array}{r} 108,896 \\ (2.2) \end{array}$ | $\begin{array}{r} 98,580 \\ (9.5) \end{array}$ |
| Gross profit ratio | \％ | 55.0 | 54.9 | 56.2 | 55.4 | 50.6 |
| Operating income |  | 11，575 | 10，382 | 13， 049 | 9，973 | 9，458 |
| Operating income ratio | \％ | 10.1 | 9.1 | 11.7 | 9.2 | 9.6 |
| Ordinary income |  | 14，384 | 14，331 | 14，871 | 12， 144 | 10，693 |
| Ordinary income ratio | \％ | 12.6 | 12.5 | 13.4 | 11.2 | 10.8 |
| Net income |  | 6，571 | 6，208 | 8，561 | 303 | 3，694 |
| Number of shares outstanding | thousand | 123， 457 | 123， 455 | 121， 428 | 122， 261 | 122， 258 |
| Net assets |  | 233， 192 | 246， 027 | 250， 117 | 258， 261 | 257， 201 |
| Total assets |  | 306， 541 | 309， 440 | 317， 420 | 326， 941 | 321， 314 |
| Net assets per share | Yen | 1，888． 86 | 1，992． 84 | 2， 059.79 | 2，112． 37 | 2，103． 75 |
| Net income per share | Yen | 53.23 | 50． 29 | 70.51 | 2． 48 | 30． 21 |
| Equity ratio | \％ | 76.1 | 79.5 | 78.8 | 79.0 | 80.0 |
| Advertising expense ratio | \％ | 5.3 | 5.2 | 5.9 | 5.0 | 5.2 |
| Distribution expense ratio | \％ | 4． 8 | 4.5 | 4.5 | 4.6 | 4.9 |
| Promotional expense ratio | \％ | 26.6 | 27.5 | 27.9 | 28.8 | 19.0 |
| Capital investment |  | 803 | 323 | 1，009 | 1，323 | 5，396 |
| Depreciation and Amortization |  | 1，625 | 1，404 | 1，267 | 1，323 | 1，768 |
| R\＆D expenses |  | 1，259 | 1，202 | 1，156 | 1，224 | 1，189 |

1．Listed amounts are rounded down to the nearest million yen．
2．Number of shares outstanding exclude treasury stock
3．According to the adoption of the new Corporate Law，from the Fiscal Year Ended March 31，2007〈Shareholders＇equity〉 is changed to 〈Net assets〉， and 〈Minority interests＞is included．〈Shareholders＇equity ratio〉 is also changed to＜Equity ratio〉．

# Let's move the world of food 

## NISSIN <br> GROUP

## NISSIN FOODS GROUP

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 forecasts 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 drastic changes in capital markets.

