# INVESTORS'GUIDE

Consolidated Results for the Fiscal Year Ending March 31, 2013

(FY 2013)

April 30, 2013



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



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# Consolidated Results for the Fiscal Year Ended March 31, 2013

**April 30, 2013** 



Code Number 2897

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# Notes for 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/ir/library/index.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.

FY2013 in domestic company is the year from April 1, 2012 to March 31, 2013.

FY2013 in overseas is the year from January 1, 2012 to December 31, 2012.

The same ±notation as used in the Summary of Consolidated Financial Statements has been applied to percentage change in sales and income.

The average foreign exchange rates for the period have been applied to translating revenues and expenses at affiliates overseas.

Slide numbers appear at the top right of each slide.

NISSIN FOODS HD. means Nissin Foods Holdings., LTD.



#### Overseas

- > Concern over global slowdown (Greece debt crisis, Cyprus financial crisis)
- Population expansion and economic growth in emerging countries

#### Japan

- Changes in domestic market conditions as a result of the depreciation of the yen and the rise in stock prices
- Concern over the rise in imported material prices as a result of the depreciation of the yen
- > Passage of bill to increase the rate of the consumption tax
- > Falling birth rate, population aging and decline
- > Statement of willingness to join TPP

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# Overview of Consolidated Results for FY2013

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	Unit  ¥ Billion   ¥  %  ¥  %  ¥	Unit FY2012		FY2013	Change			
	Offic	F12012	F12013	Amount	Ratio(%)			
Net Sales	¥ Billion	380.7	382.8	2.1	0.6%			
Operating Income		26.2	24.0	(2.3)	(8.6%)			
(Effect of retirement benefit expenses excluded)		26.8	24.5	(2.3)	(8.7%)			
Ordinary Income		28.1	31.0	2.9	10.2%			
Net Income		18.5	18.9	0.3	1.7%			
EPS (Earnings Per Share)	¥	168	171	3				
ROE (Return on Equity)	%	6.7	6.4	(0.3)				
Dividend	¥	75	75	_				
Payout Ratio (%)	%	44.7	43.8	(0.9)				

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### **Business Segment Performance in FY2013**

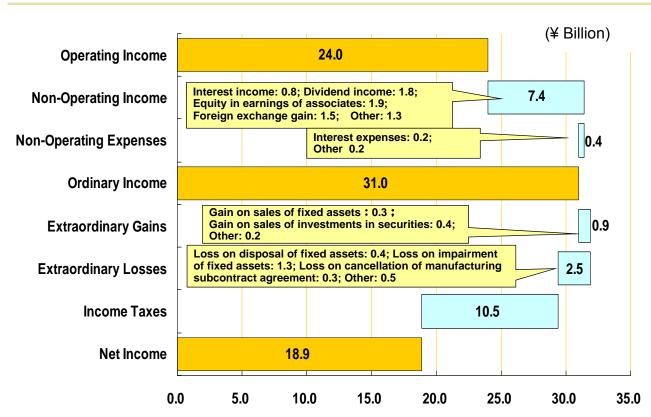
UNIT:¥Billion OP=Operating Income

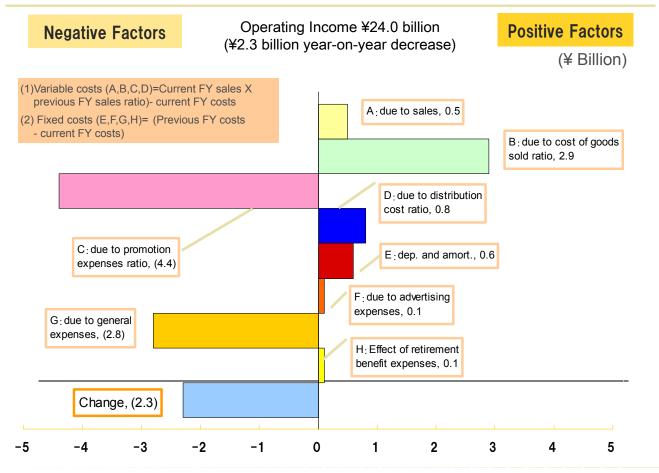
Dusiness	Comment	FY2	012	FY2	013	Sales C	hange	OP ch	ange
Business	Segment	Sales	OP	Sales	OP	Amount % Amount		%	
Instant	NISSIN FOOD PRODUCTS	199.3	23.5	200.8	23.8	1.6	0.8	0.3	1.5
noodles	MYOJO FOODS	42.0	2.8	39.3	1.7	(2.7)	(6.4)	(1.0)	(37.8)
Chilled foods/ Frozen foods	NISSIN CHILLED FOODS/ NISSIN FROZEN FOODS	53.4	1.6	52.6	0.8	(0.9)	(1.6)	(0.7)	(47.7)
Confectioner y/Beverage/F ood service	NISSIN CISCO/NISSIN YORK/AJI-NO-MINGEI FOOD SERVICE	33.4	0.8	34.0	0.6	0.6	1.9	(0.3)	(30.8)
other	<b>※</b> 1	2.0	1.2	2.5	(0.2)	0.5	23.1	(1.4)	_
Domestic	TOTAL	330.2	29.8	329.2	26.7	(0.9)	(0.3)	(3.1)	(10.4)
The Americas			(0.3)	25.9	0.2	1.5	6.1	0.6	_
China	<b>※</b> 2	18.7	1.0	20.8	1.8	2.2	11.5	0.8	75.9
Asia	Nissin Foods (Asia) /Indo Nissin Foods	4.5	(0.2)	4.0	(0.5)	(0.5)	(11.0)	(0.3)	_
Europe	Nissin Foods Kft/Nissin Foods GmbH	2.9	0.3	2.7	0.2	(0.1)	(4.2)	(0.0)	(19.5)
Overseas	TOTAL	50.5	0.8	53.5	1.8	3.0	6.0	1.1	143.2
expenses, amo	Adjustments include retirement benefit expenses, amortization of goodwill, and intersegment transaction		(4.3)		(4.6)			(0.2)	_
GI	ROUP TOTAL	380.7	26.2	382.8	24.0	2.1	0.6	(2.3)	(8.6)

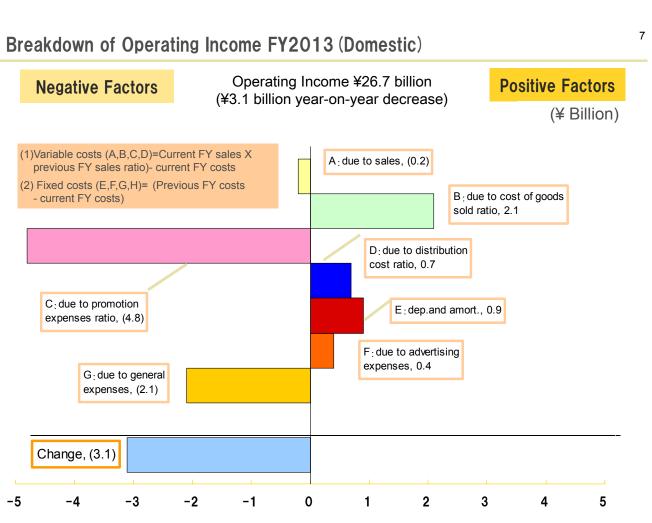
<sup>%1</sup>: Nissin Foods Holdings/Nissin Business Support/etc. %2: Nissin Foods (HK)/Shanghai Nissin Foods /Guangdong Shunde Nissin Foods/Winner Food/etc.

# Ordinary Income, Net Income FY2013 (Consolidated)

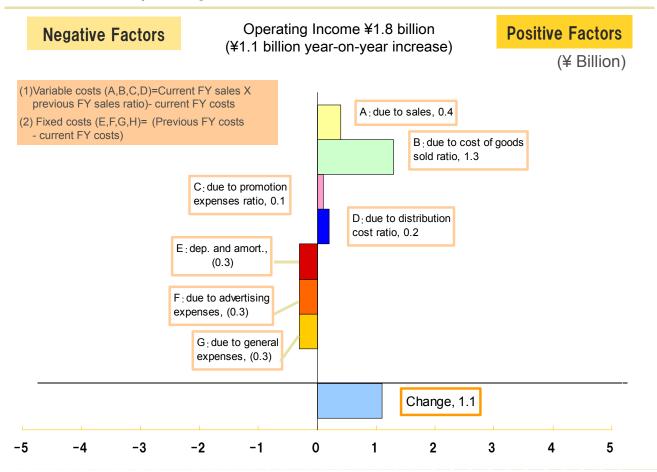
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### **Breakdown of Operating Income FY2013 (Overseas)**



# **Domestic Business**

FY2013 Review FY2014 Basic Policy

#### Market Environment

- There was a reactionary decline in demand following last year's spike associated with the earthquake (first half).
- The market for non-fried, fresh bag-type noodles enjoyed a renaissance (full year).
- > The moderate deflationary trend continued (first half).
- The yen took a sudden plunge and stock prices rose (second half).
- Prices of raw materials and materials (flour, shrimp, etc.) increased.

#### Our Situation

- We proposed a new eating style to save on energy and beat the heat (ICE Cup Noodle in the Cup Noodle Light series).
- Profits fell in reaction to last year's strong results following the earthquake (first half).
- We responded to the renaissance of the market for non-fried, fresh bag-type noodles. Nissin Ra-O (bag-type) (launched in August 2012, rolled out nationwide in March 2013), Myojo Kiwamen (released in March 2013)
- Nissin Food Products: Cup-type instant noodles: Maintained sales on the same level as the previous year Bag-type noodles: Sales increased thanks to Ra-O and Donbei.
- Myojo Foods: Both sales and income decreased, reflecting decline in sales of bag-type noodles

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#### Instant Noodle Business - Nissin Food Products

#### ■ Results

Consolidated sales up 0.8% YoY Operating income up 1.5% YoY

#### ■ Overview of FY2013

Both sales and income increased thanks to solid sales of core products and *Ra-O* (bag-type), which offset the reactionary fall associated with last year's earthquake

#### Mainstay products

- Achieved year-on-year growth thanks to the Cup Noodle series, King, and ICE Cup Noodle.
- Strong sales of products such as the *Donbei* series, *Yakisoba U.F.O.* and *Menshokunin* contributed to sales growth.
- Introduced quotation price system for "second-line products", reducing influence on selling prices of core brands and contributing to the enhancement of brand value. Sales volume decreased.

#### Bag-type noodles

- Sales volume of fried noodles decreased with the emergence of non-fried, fresh bag-type noodles
- Total sales of bag-type noodles rose sharply year on year thanks to the launch of Ra-O (bag-type).

#### Instant rice series

Mar. 2013 Implemented product renewal and price revision.

#### ■ Policy for FY2014

Strengthen earnings power Maintain sustainable growth

- > Work to reduce costs to hedge rising raw material prices.
- > Ensure future profits by strengthening brand.
- Continue to pursue full line, full range, full coverage strategy

#### Expand sales of Nissin Ra-O (bag-type).

- > Mar. 2013 Complete nationwide rollout
- Have three production lines in operation by the summer.

#### Celebrate the 55<sup>th</sup> anniversary of Chicken Ramen

Aug. 2013 Revitalize selling floors with products/campaigns to celebrate the 55<sup>th</sup> anniversary of *Chicken Ramen*.

#### Expand sales of the Instant rice series.

 Conduct product revamp and seek to increase sales.
 (Change cooking operations and change prices.)



Celebrate the anniversaries of bag-type noodles alongside that of Chicken Ramen.







#### Results

Consolidated sales down 6.4% YoY Operating income down 37.8% YoY

#### ■ Overview of FY2013

Both sales and income declined despite solid sales of cup-type instant noodles amid intensification of competition in bag-type noodles

#### Cup-type instant noodles

- Sales of Ippeichan (cup-type, yakisoba) were solid.
- > Collaborative products were a hit (June, October).
- Pursued region-specific marketing. In the Kyushu area, CHARUMERA CUP sold briskly
- Launched Quick 1, delicious and ready to eat in one
- > Sales of CHARUMERA CUP decreased.

#### Bag-type noodles

- > Sales of CHARUMERA were weak due to the emergence of non-fried fresh bag-type noodles.
- > Strengthened sales of the low-end product HYOBANYA.
- > Entered the market for non-fried fresh bag-type noodles.

Launched KIWAMEN (bag-type) in March,2013(East Japan)



#### ■ Policy for FY2014

Respond to intensification of competition in the bag-type noodle market. Revamp mainstay products. Develop products suited to user attributes.

#### Create opportunities to promote bag-type noodles.

Respond to fragmenting consumer needs and aim to optimize product portfolio with line-up of products in different price brackets: HYOBANYA, CHARUMERA, CHUKAZANMAI and KIWAMEN.









#### Measures for cup-type noodles

Conduct energetic sales promotions to celebrate the 20th anniversary of Ippeichan.



- Firmly establish market for Quick 1.
- > Finely tune strategy for each channel based on product design suited to attributes of Kiwamen consumers.





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#### Chilled and Frozen Foods Business – Nissin Chilled Foods

■ Market environment (FY2013 (April, – March,) estimates)

Commercially sold chilled noodle market down 5.9%

Udon down 7.0%/Ramen down 8.9%/Yakisoba down 7.3%/Hiyashi Chuka down 2.4%/Soba up 3.0%/Pasta down 5.7% \* Impact of unseasonable weather up to July (affected Hiyashi Chuka), impact of Indian summer that lasted to the end of September (affected autumn/winter products)

#### Overview of FY2013

Both sales and income decreased under impact of worsening market environment

#### Hiyashi chuka faced a difficult situation.

Market slowed due to unseasonable weather in June and July.

#### Decreased sales of mainstay products

Sales of mainstay products such as Ramenya-San and Gyoretsu-no-Dekiru-Mise-no-Ramen decreased.

#### Growth products

- > Futomen Yakisoba and Yakiudon grew into core products.
- > Konaya Curry Udon gained deep-rooted popularity.



#### ■ Policy for FY2014

Seek to enhance presence of existing products and development products by stressing their value.

#### Selection and concentration of mainstay products

> Seek growth in sales and income by focussing on Chukafu Ryanmen, which celebrates its 30th anniversary, in the Kinki area and Tsukemen-no-Tatsujin in the Kanto area.





#### Expand sales of development products

- > Roll out Futomen Yakisoba nationwide and seek to increase
- Actively expand sales of Changon and Saradamen based on vegetable concept.









#### Chilled and Frozen Foods Business – Nissin Frozen Foods

■ Market environment (FY2013 (April, – March,) estimate)

Commercially sold pre-cooked frozen foods up 2%/Frozen noodles up 3%/Rice up 9%

#### ■ Overview of FY2013

Sales increased due to strong sales of commercially sold frozen foods. Profits decreased due to rising raw material costs and higher selling expenses.

Achieved largest share of market for commercially sold frozen noodles

Achieved largest share of the market for commercially sold frozen noodles by expanding share of the frozen spaghetti market. (FY2012 -)



#### Entered Onigiri (riceball) category

Entered rice category. Launched Cup Noodle Onigiri and Chicken Ramen Onigiri



\* Sales of Chicken Ramen Onigiri are still suspended.

#### Sales of priority items increased.

Expanded sales of priority items such as Kamo Nanban Soba.



#### ■ Policy for FY2014

Maintain position as leading manufacturer of frozen noodles.

Develop and expand rice category.

#### Further expand sales of spaghetti.

Launch offensive on quality and price fronts with extensive lineup in all price brackets.



Firmly establish market for products in rice category.

Seek to fully establish rice products in the market by stepping up promotions for Cup Noodle Onigiri and other sales promotions.



Concentrate on sales of priority items.

> Narrow down priority items and radically expand sales.







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# Other Operating Companies in Japan - Nissin Cisco

#### ■ Market environment

Cereal up 12% (FY2013 estimate) Cornflakes up 2%/Granola up 55%/Rice and flour down 3% / Brown rice and bran up 5% \* Growth in granola sales drove market growth.

According to Japan Snack Cereal Foods Association (based on value of manufacturers' shipments)

#### ■ Overview of FY2013

Both sales and income increased, with year-on-year decline in the confectionary segment offset by growth in cereals.

#### Sales of the Ciscorn brand were strong.

Sales of Ciscorn BIG Sakusaku Ring were strong and the Ciscorn brand expanded.



#### GooTa Granola sold briskly.

The GooTa Granola series achieved substantial growth, driving up sales.







#### Confectionary category

The confection category, including Coconut Sabure and Choco Flakes, saw decline in sales generally.

#### ■ Policy for FY2014

Develop cereal category and strengthen earnings in confectionary category.

# 50 301 x 23 x 57 3 - 2

#### Cereal category

- > Step up sales promotions using Ciscorn 50th anniversary.
- Further increase sales of Sakusaku Ring.
- > Expand sales of GooTa Granola.
- Strengthen functional cereals.











#### Confectionary category

Propose value added products and strengthen earning potential.



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### Other Operating Companies in Japan - Nissin York

#### ■ Market environment

Lactic acid bacteria drink market up 1% (FY2013 (April – March) estimate)

#### ■ Overview of FY2013

Both sales and income increased due to expansion in *Tokachi Nomu Yogurt*, offsetting a reactionary fall in sales of *Pilkul* associated with the earthquake.

# Sales of *Pilkul* declined in reaction to special demand following the earthquake

In FY2012, sales expanded significantly due to special demand following the earthquake, but FY2013 saw a reactionary fall in sales.

# Tokachi Nomu Yogurt posted rapid growth

- > Sales increased due to rollout in more areas.
- Sales increased owing to revitalization of Fruits series which could not be rolled out due to the earthquake.



#### Impact of price of powdered skim milk

The price for powdered skim milk rose, but this was offset by growth in sales. ■ Policy for FY2014

Pursue product strategies leveraging business domains and step up promotions using anniversaries.

#### Strengthen lineup and promotions for 65ml products.

Deploy full lineup strategy across three categories: dairy lactic acid bacteria drinks, fermented milks and lactic acid bacteria drinks.







# Celebrate 20<sup>th</sup> anniversary of *Pilkul*.

Focus on sales promotions leveraging 20<sup>th</sup> anniversary of *Pilkul*.



Strengthen initiatives with major business partners.

Strengthen initiatives with major distributers and seek to increase production of PB.

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# Other Operating Companies in Japan – AJI-NO-MINGEI FOOD SERVICE (and Others)

#### ■ Market environment

Family restaurants Apr. up 4.3% May up 0.2% Jun. up 2.8% Jul. down 1.2% Aug. up 2.6% Sep. up 8.4% Oct. down 1.4% Nov. up 1.0% Dec. up 2.9% Jan. up 2.6% Feb. up 2.4%

\* According to survey by Japan Food Service Association

■ Overview of FY2013

Both sales and income fell amid increasingly fierce competition.

- Lowered unit prices on the menu.
- Increased spending per customer by proposing set menus.
- Implemented measures to encourage repeat customers; DM, Newspaper flyers, Flags/hanging banners, Gift campaigns, Children's drink passports
- > Extended opening hours.
- > Changed points card, points redemption method

#### ■ Policy for FY2014

Seek to attract more customers through the "enhancement of product value" in an increasingly fierce competition environment.

- Enhance product value by pursuing "Mingei quality"
- Implement measures to attract customers specific to each restaurant including measures to encourage repeat customers according to the conditions of the commercial district
- > Enhance seasonal menus.
- Establish small-scale restaurant business format.

#### Other topics

#### Initiatives with Frente

Made an equity-method associate Aug. 2012 Acquired additional shares in Frente Co., Ltd., increasing ownership to 20%.

➤ HR exchange Nissin Food products and Koikeya exchanged human resources with each other.

Collaborative products
Jul. 2012 Launched Nissin Yakisoba Chips Nov. 2012 Launched Demae Iccho Chips Nov. 2012 Launched Chicken Ramen Chips Five-Pack and Nissin Yakisoba Chips Five-Pack.







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# **Overseas Operation**

# FY2013 Review FY2014 Basic Policy

These are based on the track record of yen-based sales performance.



19 The Americas

#### ■ Market environment

U.S.A.: Total demand 4.34 billion meals Per capita consumption 14.0 servings/year Per capita GDP \$48,000 (2012 data)

Mexico: Total demand 0.89 billion meals Per capita consumption 7.8 servings/year Per capita GDP \$10,000 (2012 data)

#### Results Consolidated sales up 6.1% YoY

#### ■ Overview of FY2013

Both sales and income for the Americas increased thanks to higher prices.

- > Sales of existing products rose in value terms thanks to price increases from July 2011.
- > Sales of high value added products such as CHOW MEIN, BIG CUP NOODLES and BOWL NOODLES were also solid









#### [Mexico]

- > Sales increased both in terms of volume and value thanks to price increases from January 2012.
- > CUP NOODLES and MAXI SOPA NISSIN saw stable sales.





#### ■ Policy for FY2014

Secure earnings through sales of existing products. Enter new markets and expand sales of strategic products.

#### [U.S.A.]

- Secure profit for CUP NOODLES and TOP RAMEN.
- Continue to expand sales of high value added products such as BIG CUP NOODLES.

- Establish the MAXI brand.
- Expand sales and income.

#### [South America]

- Look for opportunities to enter Central and South American markets.
- > BNA (equity-method associate) to enter Argentinian market.

\* BNA: Nissin-Ajinomoto Alimentos Ltda.



#### China

#### Market environment

China (including Hong Kong): Total demand 44.0 billion servings Per capita consumption 32.8 servings/year (2012 data) (Hong Kong) Region in which Nissin Food boasts dominant market share Per capita GDP \$34,000 (2012 data) (Mainland China) High-end products are starting to sell mainly in urban areas. Per capita GDP \$5,000 (2012 data)

#### ■ Results

Consolidated net sales up 11.5% YoY operating income up 75.9% YoY

#### ■ Overview of FY2013

Both sales and income increased due to strong sales of high-end products

Expanded Cup Noodle sales areas.

#### [Hong Kong]

- Both sales and income increased, reflecting strong sales of the Demae Iccho brand.
- > Acquired the Fuku brand.



#### [Mainland China]

- The Cup Noodle brand posted good sales growth especially in Guangdong and Shanghai.
- Started to expand sales areas, for example, Beijing and Chengdu. Creating foothold for future sales growth.

■ Policy for FY2014

Further expand share in Hong Kong market.
Continue to pursue policy of expanding sales areas in mainland China.

#### [Hong Kong]

- Seek to increase share of Hong Kong market through acquisition of Fuku brand.
- Expand sales of Demae Iccho and Hap Mei Do.

# 生治 T



#### [Mainland China]

- Establish Cup Noodle as a brand nationwide
- Speed up expansion of areas to encompass cities with population of 3 million (60 cities).

Seek to speed up opening of sales offices to deploy successful model used in Shanghai and Guangdong nationwide.



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# Asia/Europe

#### Asia

#### ■ Market environment

Singapore: Total demand 0.13 billion servings Per capita consumption 25.6 servings/year Per capita GDP \$50,000

Area with large consumption capacity

Total demand 4.36 billion servings Per capita consumption 3.6 servings/year Per capita GDP \$2,000

Area in which future growth can be expected

(2012 data)

(2012 data)

#### Results

India:

Consolidated sales down 11.0% YoY operating income unchanged YoY

■ Overview of FY2013

#### Entered the Vietnamese market.

#### [India]

> Renewed the Top Ramen series.

Thoroughly implemented area concentration strategy with aim of expanding market share.

#### [Vietnam]

- July 2012 Completed construction of Binh Duong plant and entered the Vietnamese market.
- > Launched products applying non-fried technology used in Japan.

#### ■ Policy for FY2014

Assess characteristics of each country, and deploy marketing suited to the national character and customs.

#### [India]

- Continue to pursue area concentration strategy and seek to strengthen sales capability.
- > Seek to increase brand recognition for TOP RAMEN



#### [Vietnam]

- Launch market offensive using non-fried bag-type noodles.
- Seek widespread market recognition of the NISSIN brand.
  - \* Nissin Foods Vietnam will be included in the scope of consolidation from FY2014.



#### Europe

#### ■ Results

Consolidated sales down 4.2% YoY operating income down 19.5% YoY

#### ■ FY2013

- Improve earning power in Europe.
- > Gain entry to the Turkish market.









※ Image of completion of Hachioji Institute (scheduled for completion in Nov.2013)

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# Forecasts for Fiscal Year Ending March 2014 (Consolidated)

	Unit	FY2013	FY2014	Cha	ange
	Offic	F12013	F12014	Amount	Ratio(%)
Net Sales	¥ Billion	382.8	410.0	27.2	7.1
Operating Income		24.0	25.5	1.5	6.5
(Effect of retirement benefit expenses excluded)		24.5	24.9	0.4	1.8
Ordinary Income		31.0	30.0	(0.9)	(3.1)
Net Income		18.9	19.2	0.3	1.8
EPS (Earnings Per Share)	¥	171	174	3	
ROE(Return on Equity)	%	6.4	6.2	(0.2)	
Dividend	¥	75	75	_	
Payout Ratio (%)	%	43.8	43.0	(0.8)	

# **Business Segment Performance in FY2014**

UNIT:¥Billion OP=Operating Income

<b>.</b>	2 1	FY2	.013	FY2	.014	Sales C	hange	OP ch	ange
Business	Segment	Sales	OP	Sales	OP	Amount	%	Amount	%
Instant	NISSIN FOOD PRODUCTS	200.8	23.8	205.9	23.2	5.1	2.5	(0.6)	(2.6)
noodles	MYOJO FOODS	39.3	1.7	40.9	2.1	1.6	4.0	0.4	22.6
Chilled foods/ Frozen foods	NISSIN CHILLED FOODS/ NISSIN FROZEN FOODS	52.6	0.8	54.3	1.2	1.7	3.3	0.4	46.5
Confectioner y/Beverage/F ood service	NISSIN CISCO/NISSIN YORK/AJI-NO-MINGEI FOOD SERVICE	34.0	0.6	36.0	1.4	2.0	5.7	0.8	147.8
other	<u>×</u> 1	2.5	(0.2)	2.4	0.6	(0.1)	(2.4)	0.8	1
Domestic	TOTAL	329.2	26.7	339.5	28.5	10.3	3.1	1.8	6.7
The Americas	Nissin Foods (U.S.A.)/Nissin Foods de Mexico S.A.	25.9	0.2	30.8	0.3	4.9	18.8	0.1	27.1
China	<b>※</b> 2	20.8	1.8	26.3	1.9	5.5	26.2	0.1	3.5
Asia	Nissin Foods Asia, Indo Nissin Foods, Nissin Foods Vietnam	4.0	(0.5)	6.7	(1.4)	2.7	66.1	(0.9)	ı
Europe	Nissin Foods Kft./Nissin Foods GmbH, NISSIN YILDIZ	2.7	0.2	6.7	(0.1)	4.0	144.0	(0.3)	ı
Overseas	TOTAL	53.5	1.8	70.5	0.7	17.0	31.7	(1.1)	(61.4)
Adjustments include retirement benefit expenses, amortization of goodwill, and intersegment transaction			(4.6)		(3.7)			0.8	ı
GI	ROUP TOTAL	382.8	24.0	410.0	25.5	27.2	7.1	1.5	6.5

 $<sup>\</sup>chi$ 1 : Nissin Foods Holdings/Nissin Business Support/etc.  $\chi$ 2 : Nissin Foods (HK)/Shanghai Nissin Foods /Guangdong Shunde Nissin Foods/Winner Food/etc.

# Effect of Retirement Benefit Expenses (Consolidated)

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(¥ Billion)

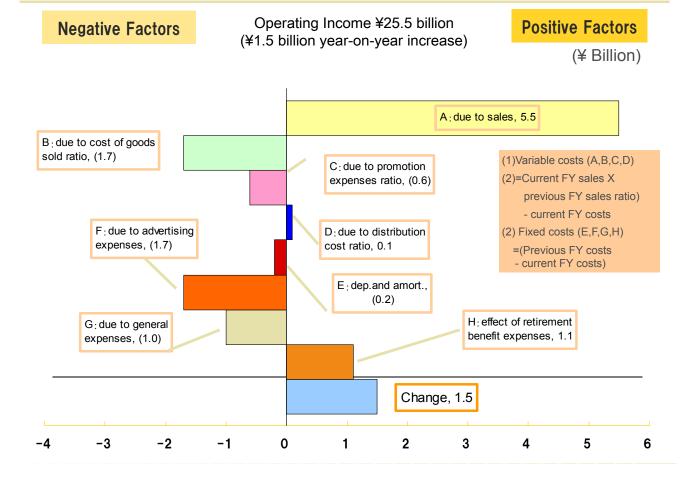
	FY2012	FY2013	FY2014 (forecast)	Change
A: Operating Income	26.2	24.0	25.5	1.5
B: Effect of Retirement Benefit Expenses	(0.6)	(0.5)	0.6	1.1
Operating Income Excluding Effect of Retirement Benefit Expenses (A - B)	26.8	24.5	24.9	0.4

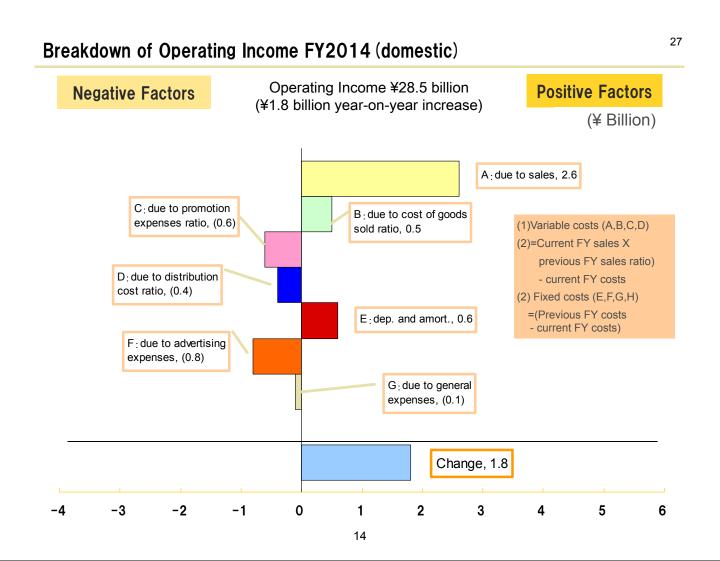
Effect of retirement benefit expenses:

The Company charges actuarial differences to income in the fiscal year following the year of occurrence.

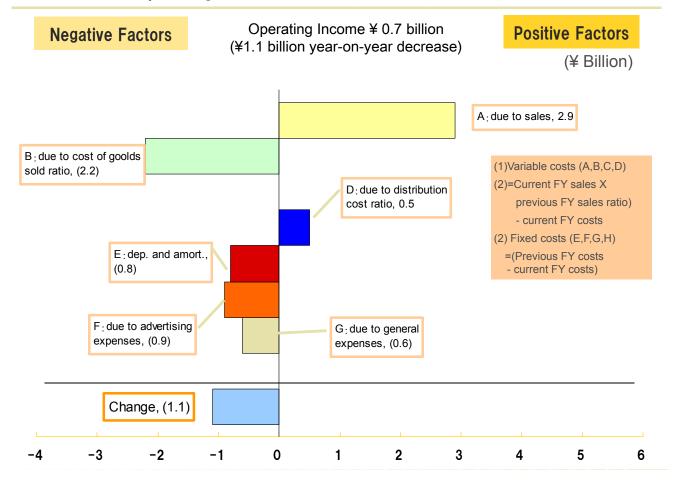


### Breakdown of Operating Income FY2014 (Consolidated)



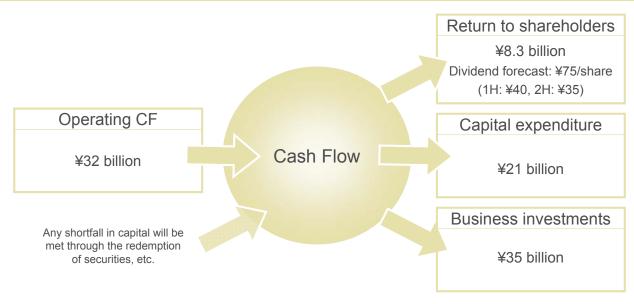


### Breakdown of Operating Income FY2014 (overseas)



# Financial Policies and Shareholder Returns

29



- Return to shareholders: (1) Dividend: Aim for a consolidated payout ratio of 40% or more
  - (2) Stock repurchases: Consider stock repurchases as needed
- Capital expenditure: (1) Replacement investments and investments for new lines at plants
  - (2) Construction of food research institute in Hachioji, etc.
- Business investments: (1) Consider appropriate business investments to enhance competitiveness overseas
  - (2) Consider appropriate business investments to enhance competitiveness in the domestic market



# Let's move the world of food.



Let's move the world of food.



# Fiscal Year ended March 31, 2013

# (FY 2013)

# A. Supplementary Data

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#### MEMO

#### Consolidated Statements of Income

### 1.Summary of Consolidated Results

(¥Billions)

			FY 201	2		FY 201	3	FY 2014 Forecasts			
		1H	2H	FY	1H	2H	FY	1H	2H	FY	
1	Net sales	180.0	200.6	380.7	178.4	204.4	382.8	190.0	220.0	410.0	
5	Operating income	12.0	14.2	26.2	8.9	15.1	24.0	8.0	17.5	25.5	
7	Ordinary income	13.2	14.9	28.1	11.1	19.8	31.0	10.0	20.0	30.0	
12	Net income	10.6	7.9	18.5	6.2	12.7	18.9	6.5	12.7	19.2	

#### 2. Consolidated Statements of Income

	solidated otatements of income	FY 201	2	FY 201	3	Vaar on vaar shansa
		Amount	Ratio to sales	Amount	Ratio to sales	Year-on-year change
1	Net Sales	380.7	100.0%	382.8	100.0%	0.6%
	Cost of sales (excluding retirement benefit expenses)	213.5	56.1%	211.2	55.2%	(1.1%)
2	Retirement benefit expenses	0.2	0.0%	0.1	0.0%	(34.8%)
	Total cost of goods sold	213.7	56.1%	211.3	55.2%	(1.1%)
3	Gross profit	167.0	43.9%	171.4	44.8%	2.7%
	Promotional expenses	65.8	17.3%	70.6	18.4%	7.2%
	Advertising expenses	11.1	2.9%	11.0	2.9%	(0.5%)
	Distribution expenses	22.7	6.0%	22.0	5.8%	(3.1%)
4	Retirement benefit expenses	0.4	0.1%	0.4	0.1%	(3.2%)
	General expenses	40.8	10.7%	43.5	11.4%	6.7%
	Total selling, general and administrative expenses	140.8	37.0%	147.5	38.5%	4.8%
5	Operating income	26.2	6.9%	24.0	6.3%	(8.6%)
	Interest income	0.9	0.2%	0.8	0.2%	(9.7%)
	Dividend income	1.7	0.5%	1.8	0.5%	6.8%
	Equity in earnings of associates	1.1	0.3%	1.9	0.5%	64.8%
6	Foreign exchange gain (loss)	(2.2)	(0.6%)	1.5	0.4%	_
	Other, net	0.3	0.1%	0.9	0.2%	174.1%
	Total non-operating income (expenses)	1.9	0.5%	7.0	1.8%	271.4%
7	Ordinary income	28.1	7.4%	31.0	8.1%	10.2%
	Gain on transfer of substitutional portion of employees' pension fund	5.5	1.4%	-	_	_
	Loss on disposal and sales of fixed assets	(8.0)	(0.2%)	(0.0)	(0.0%)	_
8	Loss on reduction of fixed assets	(0.4)	(0.1%)	_	_	_
	Loss on devaluation of investments in capital	(0.5)	(0.1%)	_	_	_
	Loss on impairment of fixed assets	(0.2)	(0.0%)	(1.3)	(0.3%)	_
	Other, net	(0.1)	(0.0%)	(0.3)	(0.1%)	_
	Total extraordinary gains/losses	3.5	0.9%	(1.6)	(0.4%)	_
9	Income before income taxes and minority interests	31.6	8.3%	29.4	7.7%	(7.0%)
	Income taxes - current	10.0	2.6%	10.2	2.7%	2.4%
10	Income taxes - deferred	2.9	0.8%	(0.0)	(0.0%)	_
	Total income taxes	12.9	3.4%	10.2	2.7%	(20.9%)
11	Minority interests	0.2	0.1%	0.3	0.1%	76.9%
12	Net income	18.5	4.9%	18.9	4.9%	1.7%

<sup>\*</sup>The amounts are rounded to the nearest 100 million yen.

Rates are rounded based on the amounts rounded to the nearest thousdand yen.

# Consolidated Accounting Period

#### 1.Consolidated Subsidiaries

	2012												2013		
Domestic Companies	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
NISSIN FOOD PRODUCTS															
MYOJO FOODS															
NISSIN CHILLED FOODS															
NISSIN FROZEN FOODS					F	Y201					s/Ac		ng pe	riod	
NISSIN CISCO								(April	2012	-Mar	ch 201	13)			
NISSIN YORK															_4
AJI-NO-MINGEI FOOD SERVICE															
Overseas Companies	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
The Americas															
China		F۱	Y2013	/ Ove	erseas	com	panies	s / Aco	counti	na pei	riod				
Asia							Dece								
Europe														Y2014	
													Со	nsolida d	ate \
Asia													(I	u an.201	3- /
(New) Vietnam														ec.201	/
Europe															
※(New) Yildiz															

 $<sup>\</sup>ensuremath{\ensuremath{\,\times}}$  : Only the balance sheets are consolidated for the FY 2013 closing.

#### 2.Associates Accounted for by the Equity Method

	2012												2013		
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Domestic (New)Frente										by e	3 / Accou equity met ctDec.20	:hod/			
Overseas  Three Equity-method Associates	FY2	013 / C	versea				ciates /			by equ	uity met	thod	As (Ja	Y2014/ sociate an.2013 ec.2013	s S-

# Equity in Earnings of Associates

(¥Billions)

Company	Location	Ratio of	Equity in earnings of associate		
Company	Location	Shareholding	FY2012	FY2013	
Frente Co.,Ltd.	Japan	20.00%	-	0.2	
Nissin-Ajinomoto Alimentos Ltda.	Brazil	50.00%	0.8	0.8	
THAI PRESIDENT FOODS PUBLIC COMPANY LIMITED	Thailand	20.57%	0.4	0.7	
MAREVEN FOOD HOLDINGS LIMITED	Russia	33.50%	(0.1)	0.2	
Total Equity in earnings of associates	1.1	1.9			

### Results and Forecasts by Segment

#### 1. Results and Forecasts of Quarterly Segment Sales

(¥Billions)

	Business			FY 2012					FY 2013	3		FY 2014	Change
	Dusiness	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	(Forecast	(%)
NISSIN FOOD PRODUCTS	Instant noodles	44.8	44.7	58.9	50.9	199.3	44.0	44.8	60.8	51.3	200.8	205.9	2.5%
MYOJO FOODS	Instant noodles	10.5	9.7	11.1	10.7	42.0	10.2	8.8	10.2	10.1	39.3	40.9	4.0%
NISSIN CHILLED FOODS	Chilled foods	13.2	13.7	13.8	12.7	53.4	12.9	13.1	13.9	12.7	52.6	54.3	3.3%
NISSIN FROZEN FOODS	Frozen foods	13.2	13.7	13.0	12.7	55.4	12.9	13.1	13.9	12.7	52.0	34.3	3.3%
NISSIN CISCO **1	Confectionary												
NISSIN YORK ※1	Beverage	9.1	8.2	8.1	8.1	33.4	8.8	8.7	8.3	8.3	34.0	36.0	5.7%
AJI-NO-MINGEI FOOD SERVICE ※1	Food service	9.1	0.2	0.1	0.1	33.4	0.0	0.7	0.5	0.3	34.0	30.0	3.7 /6
Other %1 %2		0.3	0.4	0.6	0.6	2.0	0.7	0.6	0.6	0.6	2.5	2.4	(2.4%)
Domestic TOTAL		78.0	76.8	92.5	82.9	330.2	76.5	76.1	93.7	82.9	329.2	339.5	3.1%
The Americas	Instant noodles	6.3	5.9	6.0	6.3	24.4	6.4	6.0	6.5	7.0	25.9	30.8	18.8%
China	Instant noodles	4.9	4.4	4.7	4.7	18.7	5.1	5.0	5.5	5.2	20.8	26.3	26.2%
Asia ※1	Instant noodles	1.1	1.2	1.2	1.0	4.5	1.0	1.0	1.0	1.1	4.0	6.7	66.1%
Europe ※1 Instant noodles		0.7	0.7	0.7	0.7	2.9	0.7	0.6	0.6	0.8	2.7	6.7	144.0%
Overseas TOTAL		13.1	12.2	12.6	12.7	50.5	13.1	12.6	13.6	14.1	53.5	70.5	31.7%
GROUP TOTAL		91.1	88.9	105.1	95.6	380.7	89.6	88.8	107.4	97.0	382.8	410.0	7.1%

They are included in "Other" in the "Segment Information" of Summary of Consolidated Financial Statements for the year ended March 31, 2013.

#### 2.Results and Forecasts of Quarterly Segment Operating Income

(¥Billions)

	Business			FY 2012				I	FY 2013			FY 2014	Change
	business	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	(Forecast	(%)
NISSIN FOOD PRODUCTS	Instant noodles	7.1	2.8	8.4	5.2	23.5	4.1	4.3	9.9	5.4	23.8	23.2	(2.6%)
MYOJO FOODS	Instant noodles	1.3	0.2	8.0	0.5	2.8	0.5	0.0	0.6	0.5	1.7	2.1	22.6%
NISSIN CHILLED FOODS	Chilled foods	0.6	0.3	0.6	0.1	1.6	0.1	0.2	0.4	0.1	0.8	1.2	46.6%
NISSIN FROZEN FOODS	Frozen foods	0.0	0.5	0.0	0.1	1.0	0.1	0.2	0.4	0.1	0.0	1.4	40.070
NISSIN CISCO ※1	Confectionary												
NISSIN YORK ※1	Beverage	0.6	0.2	(0.0)	0.1	0.8	0.1	0.3	0.1	0.1	0.6	1.4	147.8%
AJI-NO-MINGEI FOOD SERVICE ※1	Food service	0.0	0.2	(0.0)	0.1	0.0	0.1	0.0	0.1	0.1	0.0	1	147.070
Other ※1 ※2		0.4	0.2	0.2	0.4	1.2	(0.0)	0.2	(0.4)	0.0	(0.2)	0.6	-
Domestic TOTAL		10.0	3.6	9.9	6.3	29.8	4.9	5.0	10.7	6.1	26.7	28.5	6.7%
The Americas	Instant noodles	0.1	(0.3)	(0.2)	0.0	(0.3)	0.1	0.0	0.2	(0.0)	0.2	0.3	27.1%
China	Instant noodles	0.3	0.1	0.3	0.4	1.0	0.7	0.5	0.6	0.1	1.8	1.9	3.5%
Asia ※1	Instant noodles	(0.0)	(0.1)	(0.1)	(0.0)	(0.2)	(0.1)	(0.1)	(0.2)	(0.1)	(0.5)	(1.4)	-
Europe %1	Instant noodles	0.1	0.1	0.1	0.0	0.3	0.1	0.1	0.1	(0.0)	0.2	(0.1)	-
Overseas TOTAL		0.4	(0.2)	0.1	0.4	0.8	0.8	0.5	0.6	(0.1)	1.8	0.7	(61.4%)
Retirement benefit expense	es	0.4	(0.4)	(0.3)	(0.3)	(0.6)	(0.2)	(0.2)	(0.2)	0.0	(0.5)	0.6	-
amortization of goodwill and elimination of intersegment transactions		(0.2)	(0.1)	(0.2)	(0.3)	(0.8)	(0.1)	(0.2)	(0.1)	(0.5)	(1.0)	(1.0)	-
Group expenses		(0.7)	(0.7)	(0.7)	(0.7)	(3.0)	(8.0)	(8.0)	(0.8)	(8.0)	(3.0)	(3.3)	-
GROUP TOTAL		9.8	2.2	8.8	5.4	26.2	4.6	4.3	10.3	4.8	24.0	25.5	6.5%

They are included in "Other" in the "Segment Information" of Summary of Consolidated Financial Statements for the year ended March 31, 2013.

<sup>\*2: &</sup>quot;Domestic OTHER" includes NISSIN FOODS HOLDINGS, NISSIN BUSINESS SUPPORT, NISSIN ASSET MANAGEMENT, etc.

<sup>\*\*2: &</sup>quot;Domestic OTHER" includes NISSIN FOODS HOLDINGS, NISSIN BUSINESS SUPPORT, NISSIN ASSET MANAGEMENT, etc.

<sup>\*3:</sup> They are included in "Reconcilliations" in Summary of Consolidated Financial Statements for the year ended March 31, 2013.

### Changes in Operating Income

1. Changes in Operating Income: FY 2012 V.S. FY 2013

(¥Billions)

										١	
		C	changes in \	√ariable Co	st		Changes in	Fixed Cost		Changes	
	FY 2012 Operating Income	Sales	Cost of goods sold ratio	Promotion al expenses ratio	Distributio n expenses ratio	Depreciati on and Amortizati on	Advertisin g expenses	General and administra tive expenses	Retireme nt benefit expenses	in Operating income	FY 2013 Operating income
1Q											
Domestic Total	10.0	(0.4)	(1.3)	(2.7)	0.2	(0.0)	(0.3)	(0.6)	-	(5.1)	4.9
Overseas Total	0.4	0.0	0.2	0.2	0.0	(0.1)	0.0	0.0	-	0.4	0.8
Reconciliations	(0.6)	0.0	0.0	0.0	(0.0)	-	-	0.1	(0.6)	(0.5)	(1.1)
※ Total	9.8	(0.4)	(1.1)	(2.5)	0.2	(0.1)	(0.3)	(0.6)	(0.6)	(5.3)	4.6
2Q											
Domestic Total	3.6	(0.2)	1.3	(0.5)	0.2	0.3	0.4	(0.1)	-	1.4	5.0
Overseas Total	(0.2)	0.1	0.6	0.1	0.1	(0.1)	(0.0)	(0.0)	-	0.7	0.5
Reconciliations	(1.2)	0.1	(0.2)	0.1	(0.0)	-	-	(0.0)	0.2	0.1	(1.2)
※ Total	2.2	(0.0)	1.7	(0.4)	0.2	0.2	0.4	(0.1)	0.2	2.1	4.3
3Q											
Domestic Total	9.9	0.3	0.6	(0.8)	0.2	0.4	0.6	(0.6)	-	0.8	10.7
Overseas Total	0.1	0.1	0.6	(0.0)	0.1	(0.1)	(0.1)	(0.1)	-	0.5	0.6
Reconciliations	(1.3)	0.1	(0.1)	0.1	(0.0)	-	-	(0.0)	0.2	0.2	(1.1)
※ Total	8.8	0.6	1.0	(8.0)	0.3	0.3	0.6	(0.7)	0.2	1.5	10.3
4Q											
Domestic Total	6.3	0.0	1.5	(8.0)	0.1	0.3	(0.4)	(0.9)	-	(0.2)	6.1
Overseas Total	0.4	0.2	(0.1)	(0.1)	(0.0)	(0.1)	(0.2)	(0.2)	-	(0.5)	(0.1)
Reconciliations	(1.3)	0.1	(0.3)	0.2	(0.0)	-	-	(0.2)	0.3	0.0	(1.2)
※ Total	5.4	0.3	1.2	(8.0)	0.1	0.2	(0.6)	(1.4)	0.3	(0.6)	4.8
1~4Q											
Domestic Total	29.8	(0.2)	2.1	(4.8)	0.7	0.9	0.4	(2.1)	-	(3.1)	26.7
Overseas Total	0.8	0.4	1.3	0.1	0.2	(0.3)	(0.3)	(0.3)	-	1.1	1.8
Reconciliations	(4.4)	0.3	(0.5)	0.3	(0.0)	-	-	(0.3)	0.1	(0.2)	(4.6)
※ Total	26.2	0.5	2.9	(4.4)	0.8	0.6	0.1	(2.8)	0.1	(2.3)	24.0

2. Changes in Operating Income: FY 2013 V.S. FY 2014 (Forecasts)

		C	changes in \	√ariable Co	st		Changes in	İ	Changes		
	FY 2013 Operating Income	Sales	Cost of goods sold ratio	Promotion al expenses ratio	Distributio n expenses ratio	Depreciati on and Amortizati on	Advertisin	General and administra tive expenses	nt benefit expenses	in Operating income	FY 2014 Operating income
Domestic Total	26.7	2.6	0.5	(0.6)	(0.4)	0.6	(0.8)	(0.1)	-	1.8	28.5
Overseas Total	1.8	2.9	(2.2)	0.0	0.5	(0.8)	(0.9)	(0.6)	-	(1.1)	0.7
Reconciliations	(4.6)	-	-	-	-	-	-	(0.3)	1.1	0.8	(3.7)
※ Total	24.0	5.5	(1.7)	(0.6)	0.1	(0.2)	(1.7)	(1.0)	1.1	1.5	25.5

<sup>\*\*</sup> Since this analysis is based on the ratio-to-sales comparison with the previous year, the sum of "Changes in variable cost" of each segment does not necessarily equal Domestic subtotal, Overseas subtotal nor Grand Total.

# Effect of Retirement Benefit Expenses / Exchange Rate Fluctuations

1. Effect of Retirement Benefit Expenses

(¥Billions)

	Operating Income	Effect of Retirement Benefit Expenses	Operating Income Excluding the Effect of Retirement Benefit Expenses
FY 2001	27.3	(0.5)	27.8
FY 2002	24.8	(2.5)	27.3
FY 2003	26.4	(1.4)	27.8
FY 2004	23.2	(5.5)	28.7
FY 2005	29.0	(1.5)	30.5
FY 2006	32.0	0.3	31.7
FY 2007	33.7	4.0	29.7
FY 2008	27.7	(0.1)	27.8
FY 2009	23.6	(6.7)	30.3
FY 2010	27.3	(7.2)	34.6
FY 2011	34.5	4.0	30.5
FY 2012	26.2	(0.6)	26.8
FY 2013	24.0	(0.5)	24.5
FY 2014 ※	25.5	0.6	24.9

<sup>※:</sup> Forecasts

2.Exchange Rate Fluctuations

(Yen)

(10.1)										
Loca	ation	Currency	FY 2012 Average Rate	FY 2013 Average Rate	Change	FY 2014 Forecast				
Consolidated Su	bsidiaries									
The Americas	U.S.A.	USD	79.84	79.82	0.0%	87				
The Americas	Mexico	MXN	6.46	6.08	(5.9%)	7				
China	Hong Kong	HKD	10.26	10.29	0.3%	11				
Cnina	China China		12.35	12.65	2.4%	14				
	Europe	EUR	111.12	102.63	(7.6%)	115				
Europe						I				
	Turkey	TRY	_	_	_	48				
Associates acco	unted for by the	equity method								
The Americas	Brazil	BRL	47.85	41.00	(14.3%)	42				
Europe	Russia	RUB	2.73	2.58	(5.5%)	3				
Asia	Thailand	ТНВ	2.62	2.57	(1.9%)	3				

# Changes in Balance Sheet Items

(¥Billions)

				(¥Billions			
Consolidated Balance Sheets	As of March 31, 2012	As of March 31, 2013	Change	Major Factor			
Assets							
Current assets							
Cash and deposits	67.6	64.4	(3.2)				
Marketable securities	10.8	6.1	(4.8)	Sales and redemption of bonds			
Merchandise and finished goods	9.7	10.0	0.4				
Other	63.7	66.2	2.5				
Total current assets	151.8	146.7	(5.1)				
Fixed assets			` ,				
Tangible fixed assets	126.4	133.8	7.4	Increase in capital expenditure			
Intangible fixed assets	3.9	4.7	0.7	more deserved and experience of			
Investments in Securities	117.6	138.6	20.9	Increase in investments in unconsolidated subsiriaries and associates			
Other assets	15.0	22.4	7.5	Increase in investments in capital			
Total fixed assets	262.9	299.5	36.6				
Total Assets	414.7	446.1	31.4				
Liabilities	1						
Current liabilities							
Notes and accounts payable-trade	44.9	43.7	(1.2)				
Accrued income tax	6.8	7.1	0.3				
Other	39.2	47.0	7.8				
Total current liabilities	90.9	97.8	6.9				
Long-term liabilities							
Long-term borrowings	12.9	7.6	(5.2)				
Acrrued retirement benefits to employees	9.5	7.5	(2.0)				
Other	14.9	18.2	3.3				
Total long-term liabilities	37.2	33.3	(3.9)				
Total liabilities	128.1	131.1	3.0				
Equity	1						
Shareholders'equity							
Common stock	25.1	25.1	_				
Capital surplus	48.4	48.4	_				
Retained earnings	247.1	257.1	9.9				
Treasury stock	(21.9)	(21.8)	0.1				
Total shareholders' equity	298.8	308.8	10.0				
Accumulated other comprehensive income							
Unrealized gain (loss) on available-for-sale securities	4.4	12.3	7.9				
Foreign curreny translation adjustments	(15.5)	(7.9)	7.6				
Other	(7.3)	(6.6)	0.7				
Total accumulated other comprehensive income	(18.4)	(2.2)	16.2				
Stock acquisition rights	0.7	0.9	0.2				
Minority interests	5.6	7.5	2.0				
Total equity	286.7	315.0	28.4				
Total liabilities and equity	414.7	446.1	31.4				
WThe employee are reunded to the peerset 100 m			01.7				

<sup>\*</sup>The amounts are rounded to the nearest 100 million yen.

# Summary of Selected Data

Dimestic net sales		Figure Vege							EV 004.4
Overseas net sales         ¥ Mill.         368,259         51,152         53,928         52,582         50,998         54,212         —           Net sales         Y Mill.         385,469         382,057         371,178         374,932         380,674         382,793         410,000           (Growth rate)         %         7.8%         (6.1)         2.5         1.0         1.5         0.6         7.50           Cost of sales ratio         %         51         55.9         54.7         54.2         56.1         55.5         55.5         Advertising expenses ratio         %         51         55.9         54.7         54.2         56.1         55.5         55.5         Advertising expenses ratio         %         6         5.9         6.8         5.8         6.0         5.8         5.7         5.2         27.341         17.3         11.4         18.6         6.0         6.5         7.2         6.5         7.4         19.2         6.9         6.3         6.2         200,90         6.3         6.2         200,90         6.3         6.2         200,90         6.3         6.2         200,90         6.3         6.2         200,90         6.3         6.2         200,90         6.3         6.2 <th></th> <th>Fiscal Year Unit</th> <th>2008/3</th> <th>FY 2009</th> <th>FY 2010</th> <th>FY 2011</th> <th>FY 2012</th> <th>FY 2013</th> <th>FY 2014 (Forecasts)</th>		Fiscal Year Unit	2008/3	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014 (Forecasts)
Net sales	Domestic net sales	¥Mil.	329,210	310,905	317,250	322,349	329,676	328,580	_
Crowth rate    %   7.6%   (6.1)   2.5   1.0   1.5   0.6   7.1	Overseas net sales	¥ Mil.	56,259	51,152	53,928	52,582	50,998	54,212	_
Cost of sales	Net sales	¥ Mil.	385,469	362,057	371,178	374,932	380,674	382,793	410,000
Cost of sales ratio Cost o	(Growth rate)	%	7.6%	(6.1)	2.5	1.0	1.5	0.6	7.1
Cost of sales ratio Cost o									
Advertising expenses ratio Distribution expenses ratio % 6 5.9 5.8 5.8 5.8 6.0 5.8 5.7 Promotional expenses ratio % 6 5.9 5.8 5.8 5.8 6.0 5.8 5.7 Promotional expenses ratio % 6 5.9 5.8 5.8 5.8 6.0 5.8 5.7 Promotional expenses ratio % 6 24 16.4 16.2 17.1 17.3 18.4 18.6 Operating income	Cost of sales	¥ Mil.	195,664	202,304	203,037	203,202	213,707	211,346	227,500
Distribution expenses ratio Promotional expenses ratio Promotional expenses ratio % 24 16.4 16.2 17.1 17.3 18.4 18.6 18.6 Operating income produce of the promotional expenses ratio % 24 16.4 16.2 17.1 17.3 18.4 18.6 18.6 Operating income produce of the promotional expenses of the promotional expenses of the produce of the promotional expenses of the produce of the	Cost of sales ratio	%	51	55.9	54.7	54.2	56.1	55.2	55.5
Promotional expenses ratio Promotional expenses	Advertising expenses ratio	%	3	3.5	3.8	3.5	2.9	2.9	3.1
Operating income         ¥ Mil.         27,671         23,552         27,341         34,537         26,211         23,954         25,500           Operating income before retirement benefit expenses         ¥ Mil.         27,813         30,271         34,568         30,494         26,789         24,461         24,900           Operating income the tenefit expenses         W Mil.         32,798         28,748         32,794         36,418         28,099         30,964         30,000           Net income         ¥ Mil.         13,591         15,890         20,496         20,756         18,538         18,855         19,200           Comprehensive income         ¥ Mil.         -         -         26,323         13,238         18,540         34,883         —           Net assets         ¥ Mil.         392,694         408,729         408,410         409,748         414,717         446,132         —           Folial assets         ¥ Mil.         392,694         408,729         408,410         409,748         414,717         446,132         —           ROE         %         4.8         5.7         7.5         7.7         6.7         6.7         6.4         6.2           ROA         % Mil.         (16,	Distribution expenses ratio	%	6	5.9	5.8	5.8	6.0	5.8	5.7
Operating income before retirement benefit expenses         ¥ Mil.         27,813         30,271         34,568         30,494         26,789         24,461         24,900           Operating income ratio         %         7.2%         6.5         7.4         9.2         6.9         6.3         6.2           Operating income ratio         %         7.2%         6.5         7.4         9.2         6.9         30,964         30,000           Net income         ¥ Mil.         13,591         15,890         20,496         20,756         18,538         18,865         19,200           Comprehensive income         ¥ Mil.         288,844         285,569         271,951         277,595         286,657         315,026         —           Net assets         ¥ Mil.         392,694         408,729         408,410         409,748         414,717         446,132         —           Equity ratio         %         72         68.4         65.2         66.3         67.6         68.7         —           ROA         %         4.8         5.7         7.5         7.7         6.7         6.4         6.2           ROA         % Mil.         25,875         30,010         40,777         29,258	Promotional expenses ratio	%	24	16.4	16.2	17.1	17.3	18.4	18.6
retirement benefit expenses Operating income ratio % 7.2% 6.5 7.4 9.2 6.9 6.3 6.2 Ordinary income	Operating income	¥ Mil.	27,671	23,552	27,341	34,537	26,211	23,954	25,500
Ordinary income         ¥ Mil. Net income         32,798         28,748         32,794         36,418         28,099         30,964         30,000           Net income         Y Mil.         13,591         15,890         20,496         20,756         18,538         18,855         19,200           Comprehensive income         Y Mil.         -         -         26,323         13,238         18,540         34,883         -           Net assets         Y Mil.         288,844         285,569         271,951         277,595         286,657         315,026         -           Total assets         Y Mil.         392,694         408,729         408,410         409,748         414,717         446,132         -           Equity ratio         %         72         68,4         65,2         66,3         67,6         68,7         -           ROE         %         4.8         5.7         7.5         7.7         6.7         6.4         6.2           ROA         %         3.4         4.0         5.0         5.1         4.5         4.4         -           Cash flows from operating activities         Y Mil.         (16,600)         (31,829)         (2,339)         (33,440)         (12,8		¥ Mil.	27,813	30,271	34,568	30,494	26,789	24,461	24,900
Ordinary income         ¥ Mil. 13,798         28,748         32,794         36,418         28,099         30,964         30,000           Net income         ¥ Mil. 13,591         15,890         20,496         20,756         18,538         18,855         19,200           Comprehensive income         ¥ Mil. 288,844         285,569         271,951         277,595         286,657         315,026         —           Total assets         ¥ Mil. 392,694         408,729         408,410         409,748         414,717         446,132         —           Equity ratio         % 72         68.4         65.2         66.3         67.6         68.7         —           ROE         % 4.8         5.7         7.5         7.7         6.7         6.4         6.2           ROA         % 3.4         4.0         5.0         5.1         4.5         4.4         —           Cash flows from operating activities         ¥ Mil. (16,600)         (31,829)         (2,339)         (33,440)         (12,831)         (31,251)         —           Cash flows from investing activities         ¥ Mil. (16,600)         (31,829)         (2,339)         (33,440)         (12,831)         (31,251)         —           Cash flows from financing activi	Operating income ratio	%	7.2%	6.5	7.4	9.2	6.9	6.3	6.2
Net income		¥ Mil.	32,798	28,748	32,794	36,418	28,099	30,964	30,000
Net assets		¥ Mil.	13,591	15,890	20,496	20,756	18,538	18,855	19,200
Net assets  Net assets  Y Mil.  288,844  285,569  271,951  277,595  286,657  315,026  —  Total assets  Y Mil.  392,694  408,729  68.4  65.2  66.3  67.6  68.7  —  ROE  %  4.8  5.7  7.5  7.7  6.7  6.4  6.2  ROA  %  3.4  4.0  5.0  5.1  4.5  4.4  —  Cash flows from operating activities  Y Mil.  (16,600)  (31,829)  (2,339)  (33,440)  (12,831)  (31,251)  —  Cash flows from financing activities  Thousands of shares outstanding  Thousands of shares outstanding  Book-value per share (BPS)  Y en  1111  129,98  177.02  187.56  187.57  75  75  75  75  75  75  75  75  75	Comprehensive income	¥ Mil.	-	-	26,323	13,238	18,540	34,883	_
Total assets	·								
Total assets	Net assets	¥ Mil.	288,844	285,569	271,951	277,595	286,657	315,026	_
ROE	Total assets	¥ Mil.	392,694		408,410	409,748	414,717	446,132	_
ROE         %         4.8         5.7         7.5         7.5         7.7         6.7         6.4         6.2           ROA         %         3.4         4.0         5.0         5.1         4.5         4.4         —           Cash flows from operating activities         ¥ Mil.         25,875         30,010         40,777         29,258         32,604         32,045         —           Cash flows from investing activities         ¥ Mil.         (16,600)         (31,829)         (2,339)         (33,440)         (12,831)         (31,251)         —           Cash flows from financing activities         ¥ Mil.         (6,827)         (1,865)         (38,109)         (4,710)         (9,442)         (10,070)         —           Number of shares outstanding         Thousands of shares         122,257         110,650         110,668         110,172         110,191         —           Book-value per share (BPS)         Yen         2,310         2,287.21         2,406.26         2,454.67         2,545.31         2,782.25         —           Earnings per share (EPS)         Yen         111         129.98         177.02         187.56         167.97         171.12         174.24           Share price at year end         Yen	Equity ratio	%	72	68.4	65.2	66.3	67.6	68.7	_
Cash flows from operating activities  Cash flows from investing activities  Cash flows from financing activities  Cash flows from investing activities  Cash flows from financing activities  Cash flows from flows flow		%	4.8	5.7	7.5	7.7	6.7	6.4	6.2
Cash flows from operating activities  Cash flows from investing activities  Cash flows from financing activities  Cash flows from investing activities  Cash flows from financing activities  Cash flows from flows fl			3.4	4.0	5.0	5.1	4.5	4.4	_
activities  Cash flows from investing activities  Cash flows from investing activities  Cash flows from financing activities  Cash flows from financing activities  Cash flows from financing activities  Thousands of shares  Outstanding  From 111 129.98 177.02 187.56 18.4 25.6 —  PER Times 30 22.3 17.8 15.6 18.4 25.6 —  Cash dividends per share Per Spayout ratio  Capital investment  Whil. 10,766 17,572 18,447 30,810 18,936 21,582 21,000  Depreciation and amortization  Whil. 10,766 7,973 9,577 12,827 14,955 14,344 14,550									
activities  Cash flows from financing activities  Cash flows from financing activities  Thousands of shares Outstanding  Book-value per share (BPS) Earnings per share (EPS)  Yen Times Ti		¥ Mil.	25,875	30,010	40,777	29,258	32,604	32,045	-
Activities    Amil.   (6,827)   (1,865)   (38,109)   (4,710)   (9,442)   (10,070)   —		¥ Mil.	(16,600)	(31,829)	(2,339)	(33,440)	(12,831)	(31,251)	_
outstanding         of shares         122,257         110,650         110,668         110,172         110,191         —           Book-value per share (BPS)         Yen         2,310         2,287.21         2,406.26         2,454.67         2,545.31         2,782.25         —           Earnings per share (EPS)         Yen         111         129.98         177.02         187.56         167.97         171.12         174.24           Share price at year end         Yen         3,360         2,900         3,145         2,932         3,095         4,385         —           PER         Times         30         22.3         17.8         15.6         18.4         25.6         —           Cash dividends per share         Yen         50         50         60         70         75         75         75           Payout ratio         45         38.5         33.9         37.3         44.7         43.8         43.0           Capital investment         ¥ Mil.         10,766         17,572         18,447         30,810         18,936         21,582         21,000           Depreciation and amortization         Yeil.         7,526         7,973         9,577         12,827         14,955		¥ Mil.	(6,827)	(1,865)	(38,109)	(4,710)	(9,442)	(10,070)	_
Book-value per share (BPS)         Yen         2,310         2,287.21         2,406.26         2,454.67         2,545.31         2,782.25         —           Earnings per share (EPS)         Yen         111         129.98         177.02         187.56         167.97         171.12         174.24           Share price at year end PER         Yen         3,360         2,900         3,145         2,932         3,095         4,385         —           PER         Times         30         22.3         17.8         15.6         18.4         25.6         —           Cash dividends per share         Yen         50         50         60         70         75         75         75           Payout ratio         45         38.5         33.9         37.3         44.7         43.8         43.0           Capital investment         YMil.         10,766         17,572         18,447         30,810         18,936         21,582         21,000           Depreciation and amortization         YMil.         7,526         7,973         9,577         12,827         14,955         14,344         14,500				122,257	110,650	110,668	110,172	110,191	_
Earnings per share (EPS)  Yen  111  129.98  177.02  187.56  167.97  171.12  174.24  Share price at year end  PER  Times  30  22.3  17.8  15.6  18.4  25.6  —  Cash dividends per share  Yen  50  50  60  70  75  75  75  Payout ratio  Capital investment  Yen  10,766  17,572  18,447  30,810  18,936  21,582  21,000  Depreciation and amortization  Yen  171.12  174.24  174.24  174.24  174.24	odiotanding								
Share price at year end Yen 3,360 2,900 3,145 2,932 3,095 4,385 — PER Times 30 22.3 17.8 15.6 18.4 25.6 — Cash dividends per share Yen 50 50 60 70 75 75 75 Payout ratio % 45 38.5 33.9 37.3 44.7 43.8 43.0  Capital investment ¥ Mil. 10,766 17,572 18,447 30,810 18,936 21,582 21,000 Depreciation and amortization ¥ Mil. 7,526 7,973 9,577 12,827 14,955 14,344 14,500	Book-value per share (BPS)	Yen	2,310	2,287.21	2,406.26	2,454.67	2,545.31	2,782.25	_
PER         Times         30         22.3         17.8         15.6         18.4         25.6         —           Cash dividends per share         Yen         50         50         60         70         75         75         75           Payout ratio         %         45         38.5         33.9         37.3         44.7         43.8         43.0           Capital investment         ¥ Mil.         10,766         17,572         18,447         30,810         18,936         21,582         21,000           Depreciation and amortization         ¥ Mil.         7,526         7,973         9,577         12,827         14,955         14,344         14,500	Earnings per share (EPS)	Yen	111	129.98	177.02	187.56	167.97	171.12	174.24
PER         Times         30         22.3         17.8         15.6         18.4         25.6         —           Cash dividends per share         Yen         50         50         60         70         75         75         75           Payout ratio         %         45         38.5         33.9         37.3         44.7         43.8         43.0           Capital investment         ¥ Mil.         10,766         17,572         18,447         30,810         18,936         21,582         21,000           Depreciation and amortization         ¥ Mil.         7,526         7,973         9,577         12,827         14,955         14,344         14,500	Share price at year end	Yen	3.360	2.900	3.145	2.932	3.095	4.385	_
Cash dividends per share         Yen         50         50         60         70         75         75         75           Payout ratio         %         45         38.5         33.9         37.3         44.7         43.8         43.0           Capital investment         ¥ Mil.         10,766         17,572         18,447         30,810         18,936         21,582         21,000           Depreciation and amortization         ¥ Mil.         7,526         7,973         9,577         12,827         14,955         14,344         14,500									_
Payout ratio     %     45     38.5     33.9     37.3     44.7     43.8     43.0       Capital investment     ¥ Mil.     10,766     17,572     18,447     30,810     18,936     21,582     21,000       Depreciation and amortization     ¥ Mil.     7,526     7,973     9,577     12,827     14,955     14,344     14,500									75
Capital investment ¥ Mil. 10,766 17,572 18,447 30,810 18,936 21,582 21,000  Depreciation and amortization ¥ Mil. 7,526 7,973 9,577 12,827 14,955 14,344 14,500	'								
Depreciation and amortization   ¥ Mil. 7,526 7,973 9,577 12,827 14,955 14,344 14,500	,								
Depreciation and amortization   ¥ Mil. 7,526 7,973 9,577 12,827 14,955 14,344 14,500	Capital investment	¥ Mil.	10,766	17,572	18,447	30,810	18,936	21,582	21,000
	Depreciation and	¥ Mil.	7,526			12,827			14,500
RQD EXPENSES   ≠ IVIII.   3,440   3,411   3,000   4,081   4,384 ▮ 4,320 ▮ —	R&D expenses	¥ Mil.	3,446	3,477	3,806	4,081	4,384	4,320	_

 $<sup>\</sup>ensuremath{\mathbb{X}}$  The amounts have been rounded to the nearest million yen.

Japanese financial statements of financial years from 2003 to 2013 are available at our homepage: http://www.nissinfoods-holdings.co.jp/ir/library/download/index.html

Number of shares outstanding exclude treasury stock.

<sup>&</sup>quot;Domestic net sales" and "Overseas net sales" are based on the location to which goods are sold, therefore the figures differ from "Results by segment" on page 21.

#### New Medium-Term Business Plan Digest

1. Nissin Foods Group Philosophy "EARTH FOOD CREATOR"

Contribute to society and the planet by gratifying people everywhere with pleasures and delights food can provide.

#### 2. Embodiment of the "EARTH FOOD CREATOR" Concept

March 2013	FY2016	FY2021	FY2026
Current status	Pursue global status.	Gain a strong global reputation.	Embody the "EARTH FOOD CREATOR"
	Overseas sales ratio: More than 20%	Overseas sales ratio: More than 30%	Overseas sales ratio: More than 50%
	ROE: 7%	ROE: More than 8%	ROE: More than 10%

#### 3. General Strategies for Pursuing Global Status

Strengthen earning power of domestic business Establish new earnings mode→ Introduce high-speed branding system and reduce costs through joint buying and distribution by group companies.

Speed up growth in overseas business: Establish business models suitable for markets→ Create different business models for mature markets, growth markets, and new markets respectively.

Pursue company-wide strategic initiatives: Strengthen platform capabilities as a global compa<del>ny</del> Pursue M&A, emphasize ROE and establish global human resorces programs

#### 4-1. Attainment Targets under the Medium-Term Business Plan OP=Operating Income

	FY 2013	FY 2016	Increasing Ratio
Net sales	382.8 ¥Bil.	450.0 ¥ Bil.	18 %
Overseas net sales	53.5 ¥ Bil.	98.5 ¥ Bil.	84 %
Operating income	24.0 ¥ Bil.	31.0 ¥ Bil.	29 %
Operating income (excluding retirement benefit expenses)	9/16 \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	− ¥Bil.	- %
Ordinary income	31.0 ¥ Bil.	36.0 ¥ Bil.	16 %
Net income	18.9 ¥ Bil.	23.0 ¥ Bil.	22 %
Operating income ratio	6.3 %	6.9 %	
Ordinary income ratio	8.1 %	8.0 %	
ROE	6.4 %	7.2 %	

#### 4-2 Attainment Targets under the Medium-Term Business Plan (domestic)

Instant noodles	Sales	240.2	¥ Bil.	252.0	¥ Bil.	5	%
business	OP	25.5 ≩	¥ Bil.	27.2	¥ Bil.	7	%
Chilled foods/Frozen	Sales	52.6	¥ Bil.	58.0	¥ Bil.	10	%
foods business	OP	0.8	¥ Bil.	1.4	¥ Bil.	71	%
Confectionery/	Sales	34.0	¥ Bil.	40.0	¥ Bil.	17	%
Beverage/Food service	OP	0.6	¥ Bil.	1.9	¥ Bil.	236	%

#### 4-3 Attainment Targets under the Medium-Term Business Plan (Overseas)

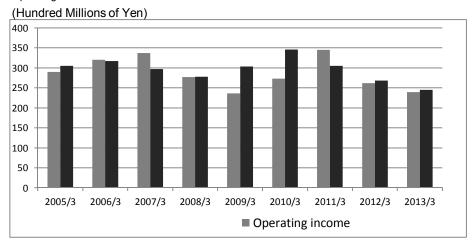
The Americas	Sales	25.9 ¥ Bil.	37.8	¥ Bil.	46	%
THE AMERICAS	OP	0.2 ¥ Bil.	0.8	¥ Bil.	239	%
China/Hong Kong	Sales	20.8 ¥ Bil.	32.2	¥ Bil.	54	%
China/Hong Kong	OP	1.8 ¥ Bil.	2.7	¥Bil.	49	%
Asia	Sales	4.0 ¥ Bil.	18.0	¥ Bil.	345	%
Asia	OP	(0.5) ¥ Bil.	0.1	¥ Bil.	-	%
Europe/	Sales	2.7 ¥ Bil.	10.5	¥ Bil.	289	%
Middle East/Africa	OP	0.2 ¥Bil.	1.0	¥ Bil.	413	%
Overseas TOTAL	Sales	53.5 ¥ Bil.	98.5	¥ Bil.	84	%
Overseas TOTAL	OP	1.8 ¥Bil.	4.6	¥ Bil.	156	%

#### 5. Financial Policies

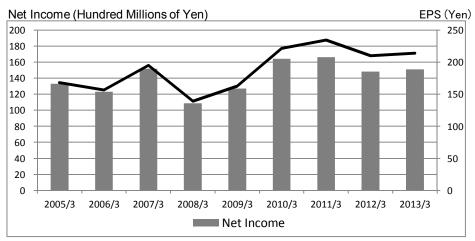
Three-year Investment Budget:	Capital expenditure: ¥50.0 billion or le	ss, Business investment limit :¥65.0 billion or less
Policy on Shareholder Returns:	Aim for payout ratio of 40% or more.	Consider stock repurchases based on an evaluation of market conditions and the operating environment.
Efficiency Indicator:	Emphasizing ROE.	

### **Appendix**

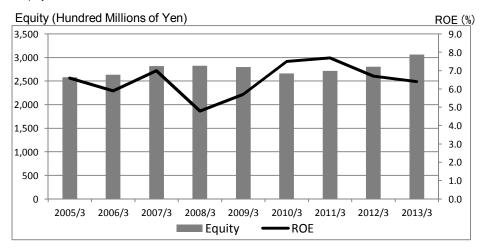
#### 1. Historical Operating Income



#### 2. Historical Net Income and EPS



#### 3. Historical Equity and ROE



# IR News

	Released	Title
2012	17-Apr	Notice Regarding Investment in New Company of Jinmailang Group
	21-May	Notice Regarding Purchase of Additional Shares in Frente Co.,Ltd. (Making the Firm an Equity-Method Associate)
	6-Jul	Completion of Construction of Binh Duong Plant of Nissin Foods Vietnam
	24-Jul	Notice Regarding Launch of Pasta and Instant Noodle Joint Venture in Turkey
	3-Oct	Announcing Signing of Agreement Concerning Preparatory Survey with Japan International Cooperation Agency (JICA) - Implementation of Survey for BOP Business in Bangladesh -
	1-Nov	Notice Regarding Interim Dividend
	13-Nov	Nissin Ajinomoto Alimentos Ltda. Starts Up New Plant in Northeast Region of Brazil
	3-Dec	Announcing Filing for Patent Infringement Lawsuit
2013	28-Jan	Announcing Construction on New R & D Center
	1-Apr	Nissin Business Support Plus Co., Ltd. Certified as a Special Subsidiary under the Act on Employment Promotion etc. of Persons with Disabilities

# Fiscal Year ended March 31, 2013 (FY 2013)

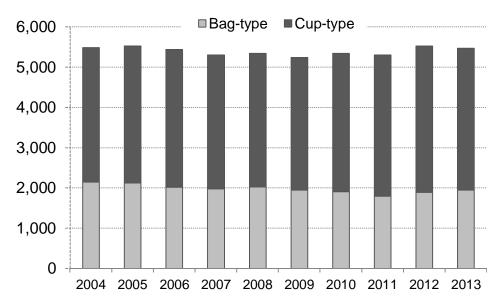
# The Data about Instant Noodle Industry

#### Page

Instant Noodle Production in Japan (FY2004 - FY2013)	30
Average Price of Mainstay Products at Mass Merchandise Stores	30
Volume and Amount of Instant Noodle Production in Japan(FY 2011 - FY 2013)	31
Global Demands for Instant Noodles (2010-2012)	32
Worldwide Network of the NISSIN FOODS Group (at the end of March, 2013)	33

#### Instant Noodle Production in Japan (FY2004 - FY2013)

#### [Million servings]

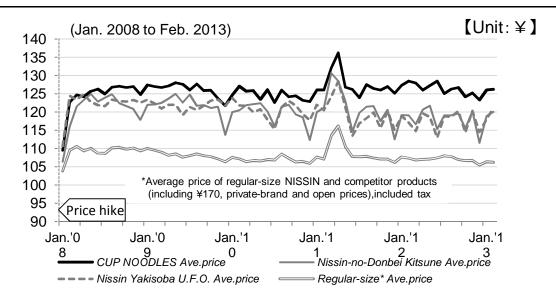


#### (million servings)

FY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Bag-type instant noodles	2,153	2,124	2,023	1,979	2,031	1,955	1,911	1,799	1,895	1,948
Cup-type instant noodles	3,337	3,408	3,419	3,327	3,319	3,290	3,438	3,510	3,635	3,527
Total	5,490	5,533	5,442	5,305	5,349	5,245	5,349	5,309	5,530	5,476

(Source) JCFIA=Japan Convenience Foods Industry Association (http://www.instantramen.or.jp)

#### Average Price of Mainstay Products at Mass Merchandise Stores



<sup>\*</sup> Annual production volume is based on the calender year (April-March) production.

# Volume and Amount of Instant Noodle Production in Japan (FY 2011 - FY 2013)

[Bag-type & Cup-type Total]

	Fiscal year ended	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Total
	2013/3	485	402	344	396	389	427	530	554	557	436	458	496	5,476
Total production	YoY change (%)	81.2	87.5	86.3	118.0	105.5	96.0	102.8	102.2	103.1	109.5	102.0	103.6	99.0
volume	2012/3	598	459	399	335	369	445	516	542	541	399	449	479	5,530
(A 4:11:	YoY change (%)	118.3	119.0	102.5	93.5	103.7	113.7	105.0	94.8	97.6	105.4	105.1	96.0	104.2
(Million servings)	2011/3	505	386	389	359	355	392	491	571	554	378	428	499	5,309
oorvingo,	YoY change (%)	103.2	93.4	104.2	100.3	96.6	86.2	92.6	105.4	103.3	99.7	100.0	104.7	99.2
	2013/3	48,150	39,984	34,625	39,835	38,755	42,066	51,023	53,514	54,815	42,455	44,296	47,280	536,798
Total production	YoY change (%)	83.3	88.6	87.8	119.8	106.0	96.1	102.5	100.2	101.5	107.8	99.5	99.9	98.6
volume	2012/3	57,833	45,132	39,432	33,258	36,564	43,792	49,786	53,382	53,998	39,372	44,537	47,314	544,400
	YoY change (%)	117.4	120.2	105.0	94.4	104.2	113.0	103.3	95.4	98.2	104.4	105.2	95.7	104.3
(¥Mil.)	2011/3	49,266	37,552	37,538	35,236	35,103	38,767	48,178	55,965	55,011	37,722	42,324	49,426	522,087
( <b>= IVIII.</b> )	YoY change (%)	105.7	97.2	105.7	99.7	97.3	88.1	93.3	106.4	105.2	101.2	102.1	108.6	101.0

[Bag-type Noodles]

Loug typo	Day type records.													
	Fiscal year ended	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Total
<b>-</b>	2013/3	158	133	108	127	133	152	205	206	199	159	169	199	1,948
Total production	YoY change (%)	69.8	82.4	79.3	109.6	109.6	97.6	105.6	114.1	116.2	119.7	119.1	126.6	102.8
volume	2012/3	226	161	136	116	121	156	194	181	171	133	142	158	1,895
/ B 4"11"	YoY change (%)	134.5	127.2	105.9	90.0	95.9	120.9	109.0	89.5	90.0	113.9	104.4	93.2	105.3
(Million servings)	2011/3	168	127	128	129	126	129	178	202	190	117	136	169	1,799
3CI VIIIg3/	YoY change (%)	88.8	72.7	94.7	108.1	93.3	78.3	98.4	107.2	100.1	93.2	91.6	105.6	94.1
	2013/3	11,210	9,599	7,805	9,399	9,720	10,822	14,367	14,460	14,021	11,112	11,716	13,935	138,166
Total production	YoY change (%)	70.2	84.3	80.1	111.0	111.1	98.0	105.7	115.5	116.0	119.4	117.9	125.2	103.2
volume	2012/3	15,960	11,391	9,743	8,467	8,749	11,046	13,594	12,522	12,082	9,308	9,934	11,129	133,927
70.00	YoY change (%)	135.8	128.3	113.5	90.4	95.6	121.6	107.2	87.9	87.6	111.9	102.8	92.6	105.0
(VMiL)	2011/3	11,753	8,879	8,584	9,365	9,149	9,081	12,675	14,239	13,798	8,319	9,663	12,014	127,520
(¥Mil.)	YoY change (%)	89.0	73.1	94.9	106.1	89.3	70.5	101.0	109.7	103.1	95.1	93.0	112.8	94.4

[Cup-type Noodles]

	Fiscal year ended	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Total
<b>-</b>	2013/3	328	269	237	269	256	275	325	348	358	277	289	297	3,527
Total production	YoY change (%)	88.1	90.3	89.9	122.5	103.5	95.1	101.1	96.3	97.0	104.3	94.1	92.3	97.0
volume	2012/3	372	298	263	219	247	289	321	361	370	266	307	322	3,635
/ <b>A A</b> * 111 ·	YoY change (%)	110.2	115.0	100.8	95.4	108.0	110.1	102.6	97.7	101.5	101.6	105.4	97.4	103.6
(Million servings)	2011/3	338	259	261	230	229	263	313	369	364	262	291	330	3,510
301 VII 1937	YoY change (%)	112.3	108.4	109.7	96.4	98.4	90.7	89.6	104.5	105.1	102.9	104.4	104.3	102.1
	2013/3	36,940	30,385	26,820	30,436	29,035	31,244	36,656	39,054	40,795	31,343	32,579	33,345	398,632
Total production	YoY change (%)	88.2	90.1	90.3	122.8	104.4	95.4	101.3	95.6	97.3	104.3	94.2	92.2	97.1
volume	2012/3	41,873	33,741	29,689	24,791	27,814	32,746	36,192	40,860	41,916	30,064	34,603	36,185	410,473
	YoY change (%)	111.6	117.7	102.5	95.8	107.2	110.3	101.9	97.9	101.7	102.2	105.9	96.7	104.0
(¥Mil.)	2011/3	37,512	28,672	28,954	25,872	25,954	29,686	35,503	41,727	41,213	29,403	32,660	37,412	394,568
( <b>∓</b> IVIII.)	YoY change (%)	112.2	108.2	109.4	97.6	100.5	95.4	90.8	105.3	106.0	103.1	105.1	107.4	103.3

[Non-fried Bag-type instant noodles]

	0 7.													
	Fiscal year ended	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Total
Non-fried	2013/3	24	32	20	25	27	33	42	44	46	46	49	63	450
Bag type (Million	YoY change (%)	174%	312%	230%	251%	341%	244%	192%	190%	176%	221%	289%	282%	231%
servings)	2012/3	14	10	9	10	8	14	22	23	26	21	17	22	195

(Source) JCFIA=Japan Convenience Foods Industry Association

# Global Demands for Instant Noodles (2010-2012)

		Population	GDP	Per Capita	Dem	ands (100	Mil.)	Per Capita
Region	Country	(Mil.)	(Bil. US\$)	GDP(US\$)		<b>※</b> 4		Consumption
		<b>※</b> 1	<b>※</b> 2	<b>※</b> 3	2010	2011	2012	(Servings) × 5
	Japan	126.5	5,870	46,407	52.9	55.1	54.1	42.8
	China	1341.3	7,204	5,439				
	Hong Kong	7.1	243	34,161	423.0	424.7	440.3	32.8
	Indonesia	239.9	847	3,495	144.0	145.3	141.0	58.8
	Republic of Korea	48.2	1,116	23,067	34.1	35.9	35.2	73.1
	Philippines	93.3	225	2,370	27.0	28.4	27.2	29.2
	Vietnam	87.8	124	1,392	48.2	49.0	50.6	57.6
	Thailand	69.1	370	5,318	27.1	28.8	29.6	42.8
Asia	Taiwan	22.2	466	20,085	10.2	10.1	10.1	45.5
	Malaysia	28.4	288	9,977	12.2	13.2	13.0	45.8
	India	1,224.6	1,898	1,528	29.4	35.3	43.6	3.6
	Cambodia	14.1	13	897	3.3	2.6	2.6	18.4
	Singapore	5.1	260	50,087	1.2	1.3	1.3	25.6
	Myanmar	48.0	55	1,144	2.4	2.4	3.0	6.3
	Nepal	30.0	19	607	7.3	8.2	8.9	29.7
	Bangladesh	148.7	106	706	0.9	1.0	1.6	1.1
	TOTAL	-	-	-	823.2	841.3	862.1	-
North	U.S.A.	310.4	14,991	47,882	41.8	42.7	43.4	14.0
America	Canada	34.0	1,737	50,565	2.1	2.1	2.1	6.2
	TOTAL	-			43.9	44.8	45.5	_
Central and		113.4	1,155	10,063	8.3	8.5	8.9	7.8
South	Brazil	194.9	2,477	12,594	20.0	21.4	23.2	11.9
America	Costa Rica	4.7	41	8,676	0.2	0.1	0.1	4.7
7	TOTAL	-	-	-	28.5	30.0	32.2	_
	United Kingdom	62.0	2,429	38,918	2.6	3.0	3.4	5.5
	Germany	82.3	3,604	43,865	1.8	1.8	1.8	2.2
	France	62.8	2,776	42,642	0.4	0.5	0.5	0.8
	Belgium	10.7	514	47,807	0.2	0.1	0.1	0.9
	Netherlands	16.6	837	50,215	0.2	0.2	0.2	1.2
	Russia	143.0	1,858	13,006	19.0	20.6	20.9	14.6
Europe	Ukraine	45.4	165	3,657	5.4	5.4	5.6	12.3
'	Eastern Europe Poland	38.3	514	13,424	3.0	3.0	3.0	7.8
	Hungary	10.0	139	13,919	0.2	0.2	0.2	2.0
	Czech	10.5	217	20,607	0.5	0.5	0.6	5.7
	Northern Europe Denmark	5.6	332	59,581	0.2	0.2	0.2	3.6
	Sweden	9.4	539	57,134	0.0	0.2	0.2	2.1
	Finland	5.4	263	48,887	0.2	0.2	0.2	3.7
	TOTAL	-			33.7	35.9	36.9	-
	Australia	22.3	1,515	67,039	3.4	3.4	3.5	15.7
	New Zealand	4.4	163	36,874	0.7	0.7	0.8	18.3
	South Africa	50.1	408	8,090	0.9	1.0	1.2	2.4
	Saudi Arabia	27.4	597	21,262	5.6	5.9	5.8	21.1
	Kazakhstan	16.0	186	11,503	1.2	1.2	1.5	9.4
Other	Pakistan	173.5	209	1,182	1.1	1.2	1.4	0.8
	Uzbekistan	27.4	46	1,641	1.0	1.1	1.0	3.6
	Egypt	81.1	231	2,801	0.7	0.9	1.0	1.2
	Nigeria	158.4	245	1,509	16.7	17.9	19.0	12.0
	Turkey	72.8	775	10,524	-	-	-	-
	Other	-	-	-	3.1	2.2	2.3	-
	TOTAL	-	-		34.4	35.5	37.5	-
	GRAND TOTAL	-	-	-	963.7	987.4	1,014.2	-
[ Source ]		<u> </u>			-			<u> </u>

[ Source ]

%1, %2, %3: United Nations website

34: WINA (World Instant Noodles Association) Website (http://instantnoodles.org/jp/)

%5: Derived by dividing the demand in 2012 by the population.

### Worldwide Network of the NISSIN FOODS Group (at the end of March, 2013)

#### [Consolidated Subsidiaries]

					Nature of F	Relationship
Area	Company Name	Established	Address	Business Area		Directors (officers) serving concurrently as directors (officers) of the subsidiary
China	Nissin Foods Co., Ltd.	1984/10	Tai Po, Hong Kong	Instant noodle manufacturing and marketing	Technical assistance, Sale of products, etc.	No
	Winner Food Products Ltd.	1989/3	Tai Po, Hong Kong	Instant noodle and frozen food manufacturing and marketing	Technical assistance, Sale of raw materials, etc.	No
	Miracle Foods Co., Ltd.	1985/10	Tai Po, Hong Kong	Container manufacturing and marketing	Sale of raw materials, etc.	No
	Nissin Foods (China) Holding Co., Ltd.	2001/10	Shanghai, China	Invests in businesses in the PRC	_	Yes
	Shanghai Nissin Foods Co., Ltd.	1995/2	Shanghai, China	Instant noodle manufacturing and marketing	Technical assistance, Sale of raw materials, etc.	No
	Guangdong Shunde Nissin Foods Co., Ltd.	1994/11	Foshan City, Guangdong Province, China	Instant noodle manufacturing and marketing	Technical assistance, Sale of raw materials, etc.	No
	Zhuhai Golden Coast Winner Food Products Ltd.	1993/7	Zhuhai, Guangdong Province, China	Instant noodle manufacturing and marketing	Sale of raw materials	No
	Guangyougnan Food Products (Shenzhen) Co., Ltd.	1993/3	Shenzhen, Guangdong Province, China	Frozen food manufacturing and marketing	_	No
The Americas	Nissin Foods (U.S.A.) Co., Inc.	1970/7	Gardena, CA, U.S.A.	Instant noodle manufacturing and marketing	Technical assistance, Lease of product warehouses and land, Loan of working capital, etc.	Yes
	MYOJO U.S.A., INC.	1991/4	Chino, CA, U.S.A.	Chilled food manufacturing and marketing	_	No
	Nissin Foods de Mexico S.A. de C.V.	2005/10	Lerma, Mexico	Instant noodle manufacturing and marketing	Technical assistance, Loans to fund capital expenditure, etc.	No
Asia	NISSIN FOODS (ASIA) PTE. LTD.	1970/9	Jurong, Singapore	Regional headquarters of Asia, instant noodle manufacturing and marketing	Technical assistance	Yes
	Indo Nissin Foods Ltd.	1990/5	Bangalore, India	Instant noodle manufacturing and marketing	Technical assistance	Yes
	Nissin Foods India Ltd.	2009/2	Bangalore, India	Instant noodle marketing	_	No
Europe	Nissin Foods Kft.	2004/4	Kecskemet, Hungary	Instant noodle manufacturing and marketing	Technical assistance, Sale of raw materials, etc.	No
	Nissin Foods GmbH	1993/2	Kelkheim, Germany	Instant noodle marketing	_	Yes
	NISSIN YILDIZ GIDA SANAYI VE TICARET A.S.	2012/9	Sakarya, Turkey	Instant noodle manufacturing and marketing		Yes

[Subsidiary to be consolidated in FY2014]

ľ	Asia	NISSIN FOODS VIETNAM	2011/3	Binh Duong, Vietnam	Instant noodle	Technical assistance.	
		CO., LTD.		O,	manufacturing and marketing	Sale of products, etc.	No

[Associates accounted for by the equity method]

	Company Name	Established	Address	Business Area	Nature of Relationship	
Area						Directors (officers) serving concurrently as directors (officers) of the associate
The Americas	Nissin Ajinomoto Alimentos Ltda.	1975/5	Sao Paulo, Brazil	Instant noodle manufacturing and marketing	-	No
	THAI PRESIDENT FOODS PUBLIC COMPANY LIMITED	2006/12	Bangkok, Thailand	Instant noodle manufacturing and marketing	-	No
Russia	MAREVEN FOOD HOLDINGS LIMITED	2009/1	Cyprus	Holding company of instant noodle businesses	_	Yes



#### Ticker Code 2897

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