# Consolidated Financial Results for the Six Months Ended September 30, 2013 

(Japanese Accounting Standards)

Name of the Listed Company: Nitta Gelatin Inc.
Listing:
Stock code:
First Section of Tokyo Stock Exchange
4977
URL: http://www.nitta-gelatin.co.jp
Representative:
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Tsuneo Sasaki, Director and Senior Managing Executive Officer;
General Manager of the General Administration Division
Tel: +81-72-949-5381
Scheduled date to file Quarterly Securities Report: November 11, 2013
Scheduled date to commence dividend payments: December 6, 2013
Supplementary explanatory materials prepared:
Yes
Explanatory meeting:
Yes (For analysts and institutional investors)
(Millions of yen with fractional amounts discarded, unless otherwise noted.)

1. Consolidated financial results for the six months ended September 30, 2013
(from April 1, 2013 to September 30, 2013)
(1) Consolidated operating results
(Percentages indicate year-on-year changes.)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: |
| Six months ended | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen |  |
| September 30, 2013 | 16,035 | 14.3 | 545 | $(38.9)$ | 630 | $(32.8)$ | 460 |  |
| September 30, 2012 | 14,029 | - | 891 | - | 937 | - | 701 |  |

Note: Comprehensive income
For the six months ended September 30, 2013: $¥ 695$ million (61.5\%)
For the six months ended September 30, 2012: $¥ 430$ million (-\%)

|  | Net income <br> per share |  | Diluted net income <br> per share |  |
| :--- | ---: | ---: | :---: | :---: |
| Six months ended | Yen |  | Yen |  |
| September 30, 2013 | 27.34 | - |  |  |
| September 30, 2012 | 44.50 | - |  |  |

Note: Consolidated financial results for the six months ended September 30, 2012 were adjusted retroactively, applying accounting policies that were changed in line with revisions of accounting standards. Accordingly, the Company has not disclosed year-on-year comparisons between results for the six months ended September 30, 2012 and 2011.

## (2) Consolidated financial position

|  | Total assets | Net assets | Equity ratio |
| :--- | ---: | ---: | ---: |
| As of | Millions of yen | Millions of yen | $\%$ |
| September 30, 2013 | 28,746 | 13,423 | 46.2 |
| March 31, 2013 | 25,190 | 9,724 | 38.0 |

Reference: Equity
As of September 30, 2013: $¥ 13,275$ million
As of March 31, 2013: $\quad ¥ 9,577$ million
Note: The consolidated financial position as of March 31, 2013 was adjusted retroactively, applying accounting policies that were changed in line with revisions of accounting standards.

## 2. Cash dividends

|  | Cash dividends per share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | First quarter | Second quarter | Third quarter | Fiscal year-end | Annual |
| Fiscal year ended March 31, 2013 | Yen | $\begin{gathered} \hline \text { Yen } \\ 6.00 \end{gathered}$ | Yen | $\begin{gathered} \hline \text { Yen } \\ 8.00 \end{gathered}$ | Yen 14.00 |
| Fiscal year ending March 31, 2014 | - | 6.00 |  |  |  |
| Fiscal year ending March 31, 2014 (Forecasts) |  |  | - | 6.00 | 12.00 |

Note: Changes to most recent dividend forecasts: None

## 3. Consolidated financial forecasts for the fiscal year ending March 31, 2014 (from April 1, 2013 to March 31, 2014)

(Percentages indicate year-on-year changes.)

|  | Net sales |  | Operating <br> income |  | Ordinary <br> income |  | Net income |  | Net income <br> per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions <br> of yen | $\%$ | Millions <br> of yen | $\%$ | Millions <br> of yen <br> Fiscal year ending <br> March 31,2014 | 32,700 | 13.7 | 1,700 | 6.5 |
| 1,890 | $(4.5)$ | Millions <br> of yen | $\%$ | Yen |  |  |  |  |  |

Note: Changes to most recent consolidated financial forecasts: None
Year-on-year changes to the consolidated financial forecasts for the fiscal year ended March 31, 2013 were adjusted retroactively, applying accounting policies that were changed in line with revisions of accounting standards.

In addition, Nitta Gelatin Inc. issued common stock by way of public subscription for payment on July 29, 2013, and third-party allocation for payment on August 28, 2013. Consequently, net income per share in this report was restated to include the increase in common stock of $2,400,000$ shares from the public subscription, and 203,900 shares from the third-party allocation.

## Notes

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

New: None
Excluded: None
(2) Adoption of special accounting methods for the preparation of quarterly consolidated financial statements: No
(3) Changes in accounting policies, changes in accounting estimates, and restatement of revisions
a. Changes in accounting policies due to revisions to accounting standards and other guidelines: Yes
b. Changes in accounting policies due to reasons other than a. above: No
c. Changes in accounting estimates: No
d. Restatement of revisions: No

Note: For details, please refer to "(3) Changes in Accounting Policies and Estimates, and Restatement of Revisions" in "2. Matters Concerning Summary Information (Notes)" on page 5 of the Attachment Contents to this report.
(4) Number of common shares issued
a. Total number of issued shares at the end of the period (including treasury stock)

As of September 30, 2013 18,373,974 shares
As of March 31, $2013 \quad 15,770,074$ shares
b. Number of shares of treasury stock at the end of the period

As of September 30, 2013162 shares
As of March 31, $2013 \quad 162$ shares
c. Average number of shares

For the six months ended September 30, 2013
For the six months ended September 30, 2012
$16,856,740$ shares
$15,769,912$ shares

* Disclosure of status of quarterly review procedure

This report falls outside the scope of quarterly review procedures as laid out in the Financial Instruments and Exchange Act. As of the time of the release of this report, the review of the financial statements, etc., outlined in the Act had not yet been concluded.

* Proper use of earnings forecasts, and other special matters

The forward-looking statements, including earnings forecasts, contained in these materials are based on information currently available to the Company and on certain assumptions deemed to be reasonable. These statements do not guarantee that the Company will achieve its earnings forecasts. In addition, actual business and other results may differ substantially due to various factors. For details on the conditions assumed and the cautionary notes and items in the financial forecasts, please refer to "(3) Description of Consolidated Business Forecasts and Other Forward-looking Information" in "1. Qualitative Information Concerning Quarterly Financial Statements" on page 5 of the Attachment Contents to this report.

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## 1. Qualitative Information Concerning Quarterly Financial Statements

As stated in "(3) Changes in Accounting Policies and Estimates, and Restatement of Revisions" in "2. Matters Concerning Summary Information (Notes)," certain overseas affiliate companies started applying the revised IAS 19 from the three months ended June 30 , 2013. This change in accounting policy was also applied retroactively to restate financial results from the previous fiscal year in year-on-year comparisons.

## (1) Description of Business Results

In the first six months of the year ending March 31, 2014, the global economy continued to recover gradually despite continuing uncertainty due to issues such as federal budget difficulties in the United States and a slowdown among emerging economies. Meanwhile, the Japanese economy also continued to recover gradually with the yen depreciating and stock prices rising, as a result of government policies and the Bank of Japan's monetary easing. Nevertheless, the situation remains unclear, as some are forecasting a conceivable downturn in the global economy to have an impact.

Given the situation, Nitta Gelatin faced challenging business conditions including rising prices for gelatin and other raw materials for the Group, while energy prices and the cost of import procurements increased in Japan due to the yen's depreciation.

Meanwhile, the Company issued 2,603,900 shares of common stock by way of public subscription in July, and third-party allocation in August 2013. The resulting $¥ 3,135$ million in total proceeds were used to secure ample funds for capital expenditures, and to improve the Group's financial position.

Against this backdrop, the Group worked to provide products and services a step ahead of customers' expectations, develop new products, cultivate new markets and reduce costs under the slogan of "Amaze the World!" and a basic strategy to "Win out!! in growing Asian market".

As a result, in the first half of the fiscal year ending March 31, 2014, net sales increased $14.3 \%$ year on year to $¥ 16,035$ million. By contrast, operating income fell $38.9 \%$ to $¥ 545$ million, mainly due to an increase in the cost of sales, ordinary income was down $32.8 \%$ to $¥ 630$ million and net income decreased $34.3 \%$ to $¥ 460$ million.

Segment business performance was as follows:

## (a) Collagen Material Business

In the gelatin field, sales of edible gelatin and gelatin for capsules increased in Japan.

Profit margins declined, however, as a result of rising raw material prices, and increasing procurement costs due to the yen's depreciation. In overseas markets, sales increased owing to price revisions backed by buoyant demand.

Collagen peptide sales increased year on year mainly reflecting increased sales in Japan and Asia overall.

Collagen casing saw sluggish sales volume growth in North America, although monetary sales increased as a result of the yen's depreciation.

As a result, net sales in the segment were up $21.5 \%$ year on year to $¥ 10,763$ million and segment income (operating income) was down $27.6 \%$ to $¥ 666$ million.

## (b) Formula Solution Business

Sales of food materials on the whole were sluggish. This was mainly because of lackluster sales for delicatessen items, although sales for ingredients in confectionary and desserts, and for ham and sausages were strong.

In adhesives, overall sales were flat due to sluggish sales of hot-melt adhesives.
As a result, net sales in the segment were up $1.9 \%$ year on year to $¥ 5,271$ million. Segment income (operating income) was down $15.0 \%$ to $¥ 551$ million.

## (2) Description of Financial Position

(a) Assets, liabilities and net assets
(Assets)
Total assets amounted to $¥ 28,746$ million as of September 30, 2013, $¥ 3,555$ million higher than as of March 31, 2013. This was mainly attributable to a $¥ 396$ million increase in cash and deposits, a $¥ 1,479$ million increase in notes and accounts receivable-trade, and a $¥ 358$ million increase in inventories including merchandise and finished goods. There was also an $¥ 891$ million increase in property, plant and equipment in line with a renewal of collagen casing production facilities and the construction of a collagen peptide plant.

## (Liabilities)

Total liabilities stood at $¥ 15,322$ million as of September 30, 2013, $¥ 142$ million lower than as of March 31, 2013. This was mainly attributable to decreases of $¥ 927$ million in long-term loans payable (current portion included), and $¥ 200$ million in the current portion of bonds. Those decreases were partly offset by increases of $¥ 272$ million in
notes and accounts payable-trade, and $¥ 534$ million in short-term loans payable.
(Net assets)
Net assets were $¥ 13,423$ million as of September $30,2013, ¥ 3,698$ million higher than as of March 31, 2013.

This was mainly attributable to a $¥ 334$ million increase in retained earnings, and increases of $¥ 1,567$ million each in capital stock and capital surplus resulting from the issuance of common stock by way of public subscription and third-party allocation.

As a result, the equity ratio stood at $46.2 \%$ as of September 30, 2013, compared to $38.0 \%$ as of March 31, 2013.

## (b) Cash flows

Cash and cash equivalents ("cash") as of September 30, 2013 were $¥ 2,655$ million, up $¥ 396$ million from as of March 31, 2013.

Cash flows for each activity and reasons are as follows.

## (Net cash used by operating activities)

Operating activities used net cash of $¥ 910$ million. The main contributing factors were increases of $¥ 1,389$ million in accounts receivable-trade and $¥ 229$ million in inventories. This was partly offset by $¥ 704$ million in income before income taxes.

## (Net cash used in investing activities)

Investing activities used net cash of $¥ 1,381$ million. The main use of cash was $¥ 1,248$ million for the purchase of property, plant and equipment.

## (Net cash provided by financing activities)

Financing activities provided net cash of $¥ 2,645$ million. The main contributors to cash were $¥ 3,135$ million in proceeds from issuance of common stock and $¥ 497$ million in proceeds from short-term loans payable. The main use of cash was $¥ 1,197$ million in repayment of long-term loans payable.

## (3) Description of Consolidated Business Forecasts and Other Forward-looking

 InformationThe Group has not revised its consolidated business forecasts for the fiscal year ending March 31, 2014, which were announced in the "Consolidated Financial Results for the Fiscal Year Ended March 31, 2013 (Japanese Accounting Standards)" on May 10, 2013.

Actual business and other results may differ substantially from projections due to various factors.
2. Matters Concerning Summary Information (Notes)
(1) Significant Changes in Subsidiaries During the Quarterly Period Under Review None

## (2) Application of Special Accounting Methods in the Preparation of Quarterly Consolidated Financial Statements <br> None

(3) Changes in Accounting Policies and Estimates, and Restatement of Revisions Certain overseas affiliate companies started applying IAS 19 Employee Benefits (June $16,2011)$ from the three months ended June 30, 2013. This change in accounting policy was also applied retroactively to restate results for the six months ended September 30, 2012 and as of March 31, 2013 in the Quarterly Consolidated Financial Statements.

As a result, net income for the six months ended September 30, 2012 decreased $¥ 7$ million after restatement. Moreover, net assets as of April 1, 2012 was restated $¥ 153$ million lower to mainly reflect the accumulative impact of this accounting policy change.

## 3. Quarterly Consolidated Financial Statements

(1) Consolidated Balance Sheets
(Thousands of yen)

|  | Fiscal 2013 (As of March 31, 2013) | 2Q Fiscal 2014 <br> (As of September 30, 2013) |
| :---: | :---: | :---: |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 2,278,659 | 2,675,565 |
| Notes and accounts receivable-trade | 5,839,913 | 7,319,485 |
| Merchandise and finished goods | 4,404,789 | 4,638,499 |
| Work in process | 918,045 | 997,966 |
| Raw materials and supplies | 1,508,837 | 1,553,857 |
| Other | 385,762 | 656,731 |
| Allowance for doubtful accounts | $(16,176)$ | $(16,375)$ |
| Total current assets | 15,319,831 | 17,825,730 |
| Noncurrent assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures, net | 2,792,208 | 2,821,597 |
| Machinery, equipment and vehicles, net | 1,343,676 | 1,328,885 |
| Other, net | 2,151,627 | 3,028,413 |
| Total property, plant and equipment | 6,287,512 | 7,178,897 |
| Intangible assets |  |  |
| Other | 48,696 | 45,369 |
| Total intangible assets | 48,696 | 45,369 |
| Investments and other assets |  |  |
| Investment securities | 2,768,381 | 2,998,734 |
| Other | 767,704 | 699,237 |
| Allowance for doubtful accounts | $(1,809)$ | $(1,806)$ |
| Total investments and other assets | 3,534,277 | 3,696,165 |
| Total noncurrent assets | 9,870,486 | 10,920,433 |
| Total assets | 25,190,318 | 28,746,164 |


|  | Fiscal 2013 <br> (As of March 31, 2013) |  |
| :--- | ---: | ---: |
| (As of September 30, 2013) |  |  |

(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income Consolidated Statements of Income
(Second quarter consolidated cumulative accounting period)

|  |  | (Thousands of yen) |
| :---: | :---: | :---: |
|  | 2Q Fiscal 2013 <br> (From April 1, 2012 <br> to September 30, 2012) | 2Q Fiscal 2014 (From April 1, 2013 to September 30, 2013) |
| Net sales | 14,029,866 | 16,035,202 |
| Cost of sales | 10,706,327 | 12,835,048 |
| Gross profit on sales | 3,323,539 | 3,200,154 |
| Selling, general and administrative expenses | 2,431,993 | 2,655,139 |
| Operating income | 891,545 | 545,014 |
| Non-operating income |  |  |
| Interest income | 768 | 4,236 |
| Dividend income | 10,573 | 10,826 |
| Foreign exchange gains | - | 66,292 |
| Equity in earnings of affiliates | 124,290 | 73,135 |
| Other | 46,288 | 41,063 |
| Total non-operating income | 181,920 | 195,555 |
| Non-operating expenses |  |  |
| Interest expenses | 75,751 | 74,114 |
| Public offering expenses | - | 23,385 |
| Foreign exchange losses | 44,831 | - |
| Other | 14,895 | 12,660 |
| Total non-operating expenses | 135,478 | 110,160 |
| Ordinary income | 937,987 | 630,409 |
| Extraordinary income |  |  |
| Gain on sales of noncurrent assets | 10,897 | - |
| Guarantees received | - | 87,288 |
| Total extraordinary income | 10,897 | 87,288 |
| Extraordinary losses |  |  |
| Loss on retirement of noncurrent assets | 9,028 | 12,998 |
| Loss on valuation of investment securities | 9,871 | - |
| Total extraordinary losses | 18,900 | 12,998 |
| Income before income taxes and minority interests | 929,984 | 704,699 |
| Income taxes | 225,366 | 248,809 |
| Income before minority interests | 704,617 | 455,890 |
| Minority interests in income (loss) | 2,928 | $(5,025)$ |
| Net income | 701,689 | 460,915 |

## Consolidated Statements of Comprehensive Income

(Second quarter consolidated cumulative accounting period)

|  |  | (Thousands of yen) |
| :---: | :---: | :---: |
|  | 2Q Fiscal 2013 (From April 1, 2012 to September 30, 2012) | 2Q Fiscal 2014 (From April 1, 2013 to September 30, 2013) |
| Income before minority interests | 704,617 | 455,890 |
| Other comprehensive income (loss) |  |  |
| Valuation difference on other available-for-sale securities | $(92,153)$ | 129,260 |
| Deferred losses on hedges | $(12,646)$ | $(20,682)$ |
| Foreign currency translation adjustments | $(192,922)$ | 219,473 |
| Pension liability adjustment of foreign subsidiaries | 72,924 | $(9,480)$ |
| Share of other comprehensive loss of associates accounted for using equity method | $(49,466)$ | $(79,369)$ |
| Total other comprehensive income (loss) | $(274,264)$ | 239,201 |
| Total comprehensive income | 430,353 | 695,091 |
| Comprehensive income attributable to: |  |  |
| Owners of the parent | 427,147 | 689,057 |
| Minority interests | 3,205 | 6,034 |

## (3) Consolidated Statements of Cash Flows

(Thousands of yen)

|  |  | (Thousands of yen) |
| :---: | :---: | :---: |
|  | 2Q Fiscal 2013 <br> (From April 1, 2012 <br> to September 30, 2012) | 2Q Fiscal 2014 <br> (From April 1, 2013 <br> to September 30, 2013) |
| Cash flows from operating activities |  |  |
| Income before income taxes and minority interests | 929,984 | 704,699 |
| Depreciation and amortization | 385,728 | 428,581 |
| (Decrease) increase in allowance for doubtful accounts | 4,900 | (54) |
| Decrease in provision for bonuses | $(60,101)$ | $(62,788)$ |
| Decrease in provision for retirement benefits | $(75,674)$ | $(24,739)$ |
| Increase in provision for directors' retirement benefits | 825 | 825 |
| Interest and dividends income | $(11,341)$ | $(15,063)$ |
| Interest expenses | 75,751 | 74,114 |
| Foreign exchange (gains) losses | 22,010 | $(21,886)$ |
| Equity in earnings of affiliates | $(124,290)$ | $(73,135)$ |
| Gain on sales of noncurrent assets | $(10,897)$ | - |
| Loss on retirement of noncurrent assets | 9,028 | 12,998 |
| Loss on valuation of investment securities | 9,871 | - |
| Increase in notes and accounts receivable-trade | $(8,417)$ | $(1,389,305)$ |
| Increase in inventories | $(412,134)$ | $(229,535)$ |
| Increase in notes and accounts payable-trade | 286,381 | 177,038 |
| Decrease in accrued consumption taxes | $(48,611)$ | $(66,723)$ |
| Other, net | $(268,013)$ | $(314,673)$ |
| Subtotal | 704,999 | $(799,649)$ |
| Interest and dividends income received | 144,347 | 84,043 |
| Interest expenses paid | $(75,041)$ | $(74,771)$ |
| Income taxes paid | $(401,770)$ | $(120,406)$ |
| Net cash provided by operating activities | 372,534 | $(910,784)$ |


|  |  | (Thousands of yen) |
| :---: | :---: | :---: |
|  | 2Q Fiscal 2012 <br> (From April 1, 2011 <br> to September 30, 2011) | 2Q Fiscal 2013 <br> (From April 1, 2012 <br> to September 30, 2012) |
| Cash flows from investing activities |  |  |
| Payments into time deposits | $(20,000)$ | $(20,000)$ |
| Proceeds from withdrawal of time deposits | 20,000 | 20,000 |
| Purchase of property, plant and equipment | $(436,582)$ | $(1,248,221)$ |
| Proceeds from sales of property, plant and equipment | 13,315 | - |
| Purchase of intangible assets | $(29,309)$ | $(2,388)$ |
| Purchase of investment securities | $(35,341)$ | $(3,593)$ |
| Proceeds from sales of investment securities | - | 5,362 |
| Purchase of stocks of affiliates | - | $(142,136)$ |
| Purchase of insurance funds | $(4,566)$ | $(4,566)$ |
| Proceeds from cancellation of insurance funds | 29,610 | 15,599 |
| Payments of loans receivable | (200) | (120) |
| Collection of loans receivable | 2,396 | 2,157 |
| Other, net | $(7,203)$ | $(3,881)$ |
| Net cash used in investing activities | $(467,881)$ | $(1,381,789)$ |
| Cash flows from financing activities |  |  |
| Net increase (decrease) in short-term loans payable | (431) | 497,539 |
| Proceeds from long-term loans payable | 1,519,115 | 251,849 |
| Repayment of long-term loans payable | $(1,002,303)$ | $(1,197,368)$ |
| Redemption of bonds | $(330,000)$ | $(200,000)$ |
| Proceeds from issuance of common stock | - | 3,135,616 |
| Proceeds from sale-and-leaseback transactions | 63,570 | 392,335 |
| Repayments of lease obligations | $(63,374)$ | $(102,539)$ |
| Cash dividends paid | $(126,159)$ | $(126,159)$ |
| Cash dividends paid to minority shareholders | $(8,173)$ | $(5,880)$ |
| Net cash provided by financing activities | 52,243 | 2,645,393 |
| Effect of exchange rate change on cash and cash equivalents | $(21,319)$ | 44,085 |
| Net increase (decrease) in cash and cash equivalents | $(64,422)$ | 396,905 |
| Cash and cash equivalents, beginning of period | 2,078,305 | 2,258,659 |
| Cash and cash equivalents, end of period | 2,013,882 | 2,655,565 |

## (4) Notes to Quarterly Consolidated Financial Statements

(Note Concerning Going Concern Assumption)
None
(Note Concerning Significant Changes in Shareholders' Equity)
Nitta Gelatin, Inc. issued common stock by way of public subscription for payment on July 29, 2013, and third-party allocation for payment on August 28, 2013. This increased capital stock and capital surplus by $¥ 1,567$ million each during the six months ended September 30, 2013. As a result, the Company's capital stock and capital surplus stood at $¥ 3,144$ million and $¥ 2,966$ million, respectively, as of September 30, 2013.

## (Segment Information)

I. First half of the fiscal year ended March 31, 2013 (From April 1, 2012 to September 30, 2012)

1. Information on net sales, income and loss by reporting segment

| (Thousands of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Reporting segment |  |  | Total | Adjustments ${ }^{* 1}$ | Amounts in the consolidated financial statements ${ }^{* 2}$ |
|  | Collagen material business | Formula solution business |  |  |  |
| Net sales <br> Sales to third parties <br> Inter-segment sales and transfers | $\begin{array}{r} 8,855,882 \\ 610,207 \end{array}$ | $5,173,984$ | $\begin{array}{r} 14,029,866 \\ 610,207 \end{array}$ | $\begin{array}{r} - \\ (610,207) \end{array}$ | 14,029,866 |
| Total | 9,466,089 | 5,173,984 | 14,640,073 | $(610,207)$ | 14,029,866 |
| Segment income | 919,966 | 648,559 | 1,568,526 | $(676,980)$ | 891,545 |

(Notes) 1. Adjustment for segment income of $-¥ 676,980$ thousand comprises elimination of intersegment transactions of $¥ 1,408$ thousand and unallocated expenses of $¥ 678,389$ thousand.
2. Segment income is adjusted against the operating income recorded in the consolidated income statement.
2. Information on impairment loss on noncurrent assets and goodwill by reporting segments
No items to report
II. First half of the fiscal year ending March 31, 2014 (From April 1, 2013 to September 30, 2013)

1. Information on net sales, income and loss by reporting segment

| (Thousands of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Reporting segment |  |  | Total | Adjustments ${ }^{* 1}$ | Amounts in the consolidated financial statements ${ }^{* 2}$ |
|  | Collagen material business | Formula solution business |  |  |  |
| Net sales <br> Sales to third parties <br> Inter-segment sales and transfers | $\begin{array}{r} 10,763,955 \\ 679,876 \end{array}$ | $5,271,246$ | $\begin{array}{r} 16,035,202 \\ 679,876 \end{array}$ | $\begin{array}{r} - \\ (679,876) \end{array}$ | 16,035,202 |
| Total | 11,443,831 | 5,271,246 | 16,715,078 | $(679,876)$ | 16,035,202 |
| Segment income | 666,336 | 551,352 | 1,217,688 | $(672,674)$ | 545,014 |

(Notes) 1. Adjustment for segment income of -¥672,674 thousand comprises elimination of intersegment transactions of $¥ 1,526$ thousand and unallocated expenses of $¥ 674,200$ thousand.
2. Segment income is adjusted against the operating income recorded in the consolidated income statement.
2. Information on impairment loss on noncurrent assets and goodwill by reporting segments
No items to report

## 3. Matters Concerning Changes in Reporting Segments

Certain overseas affiliate companies started applying IAS 19 Employee Benefits (June 16, 2011) from the three months ended June 30, 2013. This change in accounting policy was also applied retroactively to restate results for the six months ended September 30, 2012 and as of March 31, 2013 in the Quarterly Consolidated Financial Statements.

As a result, segment income for Collagen Material Business for the six months ended September 30, 2012 decreased by $¥ 9$ million after restatement.
(Subsequent Events)
No items to report

