



(Appendix)

Results for the Fiscal Year Ended December 31, 2000

Excluding Coca-Cola Business

**1 Share of Sales & Operating
Income by Product Segment**

**2 Operating Income Ratio by
Product Segment**

Including Coca-Cola Business

**1 Share of Sales & Operating
Income by Product Segment**

**2 Operating Income Ratio by
Product Segment**





(Appendix)

I-1. Share of Sales & Operating Income by Product Segment

Excluding Coca-Cola Business

(¥ Million, %)

Consolidated	Net Sales	% of Total	Operating Income	% of Total	Operating Income Ratio (%)
Soy Sauce	85,478	39.1	24,391	64.5	28.5
Soy Sauce Derivative Products	19,980	9.2	2,793	7.4	14.0
Del Monte	25,417	11.6	2,836	7.5	11.2
Sake & Wine	28,269	12.9	3,874	10.3	13.7
Other Foods	52,676	24.1	2,693	7.1	5.1
Others	6,823	3.1	1,218	3.2	17.9
Total	218,645	100.0	37,808	100.0	17.3

Note: Operating Income=Income before deducting advertising and headquarter operating expenses



(Appendix)

I-2. Operating Income Ratio by Product Segment

Excluding Coca-Cola Business

(¥ Million, %)

		Consolidated	Segment Total	Japan	Overseas
Soy Sauce	Net Sales	85,478	88,204	64,140	24,063
	Operating Income	24,391	24,395	15,029	9,365
	Operating Income Ratio	(28.5)	(27.7)	(23.4)	(38.9)
Soy Sauce Derivative Products	Net Sales	19,980	19,980	19,980	
	Operating Income	2,793	2,793	2,793	
	Operating Income Ratio	(14.0)	(14.0)	(14.0)	
Del Monte	Net Sales	25,417	25,420	20,575	4,845
	Operating Income	2,836	2,836	2,590	246
	Operating Income Ratio	(11.2)	(11.2)	(12.6)	(5.1)
Sake & Wine	Net Sales	28,269	28,273	28,269	4
	Operating Income	3,874	3,874	3,874	
	Operating Income Ratio	(13.7)	(13.7)	(13.7)	(9.9)
Other Foods	Net Sales	52,676	58,900	26,261	32,639
	Operating Income	2,693	2,680	797	1,883
	Operating Income Ratio	(5.1)	(4.6)	(3.0)	(5.8)
Others	Net Sales	6,823	6,975	4,945	2,030
	Operating Income	1,218	1,218	1,023	195
	Operating Income Ratio	(17.9)	(17.5)	(20.7)	(9.6)
Total	Net Sales	218,645	227,755	164,172	63,583
	Operating Income	37,808	37,799	26,107	11,691
	Operating Income Ratio	(17.3)	(16.6)	(15.9)	(18.4)

Note: Operating Income=Income before deducting advertising and headquarter operating expenses



(Appendix)

II-1. Share of Sales & Operating Income by Product Segment

Including Coca-Cola Business

(¥ Million, %)

Consolidated	Net Sales	% of Total	Operating Income	% of Total
Soy Sauce	85,478	26.2	24,391	51.1
Soy Sauce Derivative Products	19,980	6.1	2,793	5.9
Del Monte	25,417	7.8	2,836	6.0
Sake & Wine	28,269	8.6	3,874	8.1
Other Foods	52,676	16.1	2,693	5.6
Others	6,823	2.1	1,218	2.6
Coca-Cola Business	108,063	33.1	9,884	20.7
Total	326,708	100.0	47,693	100.0

Note: Operating Income=Income before deducting advertising and headquarter operating expenses



(Appendix)

II-2. Operating Income Ratio by Product Segment

Including Coca-Cola Business

(¥ Million, %)

		Consolidated	Segment Total	Japan	Overseas
Soy Sauce	Sales	85,478	88,204	64,140	24,063
	Operating Income	24,391	24,395	15,029	9,365
	Operating Income Ratio	(28.5)	(27.7)	(23.4)	(38.9)
Soy Sauce Derivative Products	Sales	19,980	19,980	19,980	
	Operating Income	2,793	2,793	2,793	
	Operating Income Ratio	(14.0)	(14.0)	(14.0)	
Del Monte	Sales	25,417	25,420	20,575	4,845
	Operating Income	2,836	2,836	2,590	246
	Operating Income Ratio	(11.2)	(11.2)	(12.6)	(5.1)
Sake & Wine	Sales	28,269	28,273	28,269	4
	Operating Income	3,874	3,874	3,874	
	Operating Income Ratio	(13.7)	(13.7)	(13.7)	(9.9)
Other Foods	Sales	52,676	58,900	26,261	32,639
	Operating Income	2,693	2,680	797	1,883
	Operating Income Ratio	(5.1)	(4.6)	(3.0)	(5.8)
Others	Sales	6,823	6,975	4,945	2,030
	Operating Income	1,218	1,218	1,023	195
	Operating Income Ratio	(17.9)	(17.5)	(20.7)	(9.6)
Coca-Cola Business	Sales	108,063	108,063	108,063	
	Operating Income	9,884	9,884	9,884	
	Operating Income Ratio	(9.1)	(9.1)	(9.1)	
Total	Sales	326,708	335,819	272,236	63,583
	Operating Income	47,693	47,683	35,992	11,691
	Operating Income Ratio	(14.6)	(14.2)	(13.2)	(18.4)

Note: Operating Income=Income before deducting advertising and headquarter operating expenses