

**.Supplementary schedules**  
**1.Consolidated business performance by business segment:**  
**income before advertising and headquarter operating expenses**

Consolidated total

¥ millions

Segment		2004.3		2003.3		Change increase (decrease)			Change excluding translation difference	%
		Amount	Ratio to net sales	Amount	Ratio to net sales	Amount	YoY	Ratio to net sales		
Soy sauce	Sales	85,675		88,675		(3,000)	96.6		(1,471)	98.3
	Operating income	24,507	28.6	26,398	29.8	(1,891)	92.8	(1.2)	(1,178)	95.5
Soy sauce derivative products	Sales	19,472		17,998		1,473	108.2		1,473	108.2
	Operating income	3,071	15.8	2,876	16.0	195	106.8	(0.2)	195	106.8
Del Monte	Sales	40,528		42,234		(1,705)	96.0		(1,447)	96.6
	Operating income	3,435	8.5	3,280	7.8	154	104.7	0.7	176	105.4
Sake and wine	Sales	24,752		24,716		36	100.1		36	100.1
	Operating income	3,045	12.3	2,776	11.2	269	109.7	1.1	269	109.7
Eliminations and corporate	Sales	(783)		(850)		67	92.1		67	92.1
	Operating income	-	-	-	-	-	-	-	-	-
Foods- manufacturing and sales	Sales	169,645		172,774		(3,128)	98.2		(1,341)	99.2
	Operating Income	34,059	20.1	35,332	20.4	(1,272)	96.4	(0.3)	(537)	98.5
Foods- wholesale	Sales	48,522		48,657		(135)	99.7		2,693	105.5
	Operating income	3,266	6.7	3,348	6.9	(81)	97.6	(0.2)	91	102.7
Coca-Cola	Sales	113,655		118,095		(4,439)	96.2		(4,439)	96.2
	Operating income	10,105	8.9	11,391	9.6	(1,286)	88.7	(0.7)	(1,286)	88.7
Others	Sales	3,992		4,072		(79)	98.0		(142)	96.5
	Operating income	1,187	29.7	1,076	26.4	111	110.3	3.3	107	110.0
Eliminations and corporate	Sales	(1,160)		(1,091)		(69)	106.3		(78)	107.2
	Operating income	2	-	5	-	(2)	51.8	-	(2)	-
Consolidated total	Sales	334,656		342,508		(7,851)	97.7		(3,307)	99.0
	Operating income	48,621	14.5	51,153	14.9	(2,531)	95.1	(0.4)	(1,626)	96.8

**.Supplementary schedules**  
**1.Consolidated business performance by business segment:**  
**income before advertising and headquarter operating expenses (continued)**

Japan

¥ millions

Segment		2004.3		2003.3		Change increase (decrease)		
		Amount	Ratio to net sales	Amount	Ratio to net sales	Amount	YoY	Ratio to net sales
Soy sauce	Sales	58,854		60,937		(2,082)	96.6	
	Operating income	12,827	21.8	13,798	22.6	(970)	93.0	(0.8)
Soy sauce derivative products	Sales	19,472		17,998		1,473	108.2	
	Operating income	3,071	15.8	2,876	16.0	195	106.8	(0.2)
Del Monte	Sales	35,412		36,738		(1,326)	96.4	
	Operating income	3,001	8.5	2,923	8.0	78	102.7	0.5
Sake and wine	Sales	24,752		24,716		36	100.1	
	Operating income	3,045	12.3	2,776	11.2	269	109.7	1.1
Eliminations and corporate	Sales	(783)		(850)		67	92.1	
	Operating income	-	-	-	-	(7)	-	-
Foods-manufacturing and sales	Sales	137,708		139,540		(1,831)	98.7	
	Operating income	21,946	15.9	22,374	16.0	(427)	98.1	(0.1)
Foods-wholesale	Sales	14,448		14,219		229	101.6	
	Operating income	541	3.7	515	3.6	26	105.2	0.1
Coca-Cola	Sales	113,655		118,095		(4,439)	96.2	
	Operating income	10,105	8.9	11,391	9.6	(1,286)	88.7	(0.7)
Others	Sales	3,359		3,442		(83)	97.6	
	Operating income	1,150	34.2	1,048	30.5	101	109.7	3.7
Eliminations and corporate	Sales	(895)		(587)		(308)	152.4	
	Operating income	-	-	7	-	(7)	-	-
Consolidated total	Sales	268,277		274,710		(6,432)	97.7	
	Operating income	33,743	12.6	35,336	12.9	(1,593)	95.5	(0.3)

Overseas

¥ millions

Segment		2004.3		2003.3		Change increase (decrease)			Change excluding translation difference	%
		Amount	Ratio to net sales	Amount	Ratio to net sales	Amount	YoY	Ratio to net sales		
Soy sauce	Sales	29,834		31,014		(1,180)	96.2	451	101.5	
	Operating income	11,685	39.2	12,599	40.6	(914)	92.7	(194)	98.5	
Soy sauce derivative products	Sales									
	Operating income									
Del Monte	Sales	5,116		5,495		(379)	93.1	(121)	97.8	
	Operating income	430	8.4	357	6.5	72	120.4	94	126.5	
Sake and wine	Sales									
	Operating income									
Eliminations and corporate	Sales									
	Operating income	-	-	-	-	-	-	-	-	
Foods-manufacturing and sales	Sales	34,950		36,510		(1,560)	95.7	330	100.9	
	Operating income	12,115	34.7	12,957	35.5	(841)	93.5	(99)	99.2	
Foods-wholesale	Sales	41,628		42,116		(488)	98.8	2,386	105.7	
	Operating income	2,710	6.5	2,833	6.7	(123)	95.7	52	101.9	
Coca-Cola	Sales									
	Operating income									
Others	Sales	633		629		3	100.6	(59)	90.6	
	Operating income	37	5.9	27	4.4	9	136.4	6	122.8	
Eliminations and corporate	Sales	(86)		(94)		8	91.3	8	91.0	
	Operating income	-	-	-	-	0.4	-	-	-	
Consolidated total	Sales	77,126		79,162		(2,036)	97.4	2,666	103.4	
	Operating income	14,863	19.3	15,818	20.0	(955)	94.0	(41)	99.7	

Note: The sum of the Japan and Overseas segments is not equal to the "Consolidated total" because there are also "Eliminations and corporate."

## 2. Sales to third parties by business segment

### Consolidated Total

¥ millions

	2004.3		2003.3		Change increase (decrease)			Change excluding translation difference	%
	Amount	Share	Amount	Share	Amount	YoY	Share		
Soy sauce	85,582	25.6	88,572	25.9	(2,989)	96.6	(0.3)	(1,461)	98.4
Soy sauce derivative products	19,103	5.6	17,600	5.1	1,502	108.5	0.5	1,502	108.5
Del Monte	39,751	11.9	41,385	12.1	(1,633)	96.1	(0.2)	(1,375)	96.7
Sake and wine	24,714	7.4	24,681	7.2	33	100.1	0.2	33	100.1
Foods- manufacturing and sales	169,152	50.5	172,240	50.3	(3,087)	98.2	0.2	(1,300)	99.2
Foods-wholesale	47,855	14.3	48,100	14.0	(245)	99.5	0.3	2,574	105.4
Coca-Cola	113,655	34.0	118,095	34.5	(4,439)	96.2	(0.5)	(4,439)	96.2
Others	3,992	1.2	4,072	1.2	(79)	98.0		(142)	96.5
Consolidated total	334,656	100.0	342,508	100.0	(7,851)	97.7		(3,307)	99.0

### Japan

¥ millions

	2004.3		2003.3		Change increase (decrease)			Change excluding translation difference	%
	Amount	Share	Amount	Share	Amount	YoY	Share		
Soy sauce	57,688	22.2	59,519	22.3	(1,831)	96.9	(0.1)		
Soy sauce derivative products	19,103	7.3	17,600	6.6	1,502	108.5	0.7		
Del Monte	34,635	13.3	35,889	13.5	(1,254)	96.5	(0.2)		
Sake and wine	24,714	9.5	24,681	9.3	33	100.1	0.2		
Foods- manufacturing and sales	136,141	52.3	137,691	51.7	(1,549)	98.9	0.6		
Foods-wholesale	7,080	2.7	6,899	2.6	180	102.6	0.1		
Coca-Cola	113,655	43.7	118,095	44.4	(4,439)	96.2	(0.7)		
Others	3,359	1.3	3,442	1.3	(83)	97.6			
Consolidated total	260,237	100.0	266,129	100.0	(5,891)	97.8			

### Overseas

¥ millions

	2004.3		2003.3		Change increase (decrease)			Change excluding translation difference	%
	Amount	Share	Amount	Share	Amount	YoY	Share		
Soy sauce	27,894	37.5	29,053	38.0	(1,158)	96.0	(0.5)	370	101.3
Soy sauce derivative products									
Del Monte	5,116	6.9	5,495	7.2	(379)	93.1	(0.3)	(121)	97.8
Sake and wine									
Foods- manufacturing and sales	33,011	44.4	34,549	45.2	(1,538)	95.5	(0.8)	248	100.7
Foods-wholesale	40,774	54.8	41,200	54.0	(425)	99.0	0.8	2,394	105.8
Coca-Cola									
Others	633	0.8	629	0.8	3	100.6		(59)	90.6
Consolidated total	74,418	100.0	76,378	100.0	(1,959)	97.4		2,583	103.4

### 3. Sales to third parties by geographical segment

2004.3

¥ millions

	2004.3		2003.3		Change increase (decrease)			Change excluding translation difference	%
	Amount	Share	Amount	Share	Amount	YoY	Share		
<b>Japan</b>	<b>260,237</b>	<b>77.8</b>	<b>266,129</b>	<b>77.7</b>	<b>(5,891)</b>	<b>97.8</b>	<b>0.1</b>	<b>(5,891)</b>	<b>97.8</b>
<b>Overseas</b>	<b>74,418</b>	<b>22.2</b>	<b>76,378</b>	<b>22.3</b>	<b>(1,959)</b>	<b>97.4</b>	<b>(0.1)</b>	<b>2,583</b>	<b>103.4</b>
<b>North America</b>	<b>62,880</b>	<b>18.8</b>	<b>65,361</b>	<b>19.1</b>	<b>(2,480)</b>	<b>96.2</b>	<b>(0.3)</b>	<b>2,327</b>	<b>103.6</b>
<b>Other (Europe)</b>	<b>11,537</b>	<b>3.4</b>	<b>11,017</b>	<b>3.2</b>	<b>520</b>	<b>104.7</b>	<b>0.2</b>	<b>256</b>	<b>102.3</b>
<b>(South East Asia)</b>	<b>5,653</b>	<b>1.7</b>	<b>4,711</b>	<b>1.4</b>	<b>942</b>	<b>120.0</b>	<b>0.3</b>	<b>381</b>	<b>108.1</b>
<b>Consolidated total</b>	<b>334,656</b>	<b>100.0</b>	<b>342,508</b>	<b>100.0</b>	<b>(7,851)</b>	<b>97.7</b>		<b>(3,307)</b>	<b>99.0</b>

2005.3 Forecast

¥ millions

	2005.3 Forecast		2004.3 Actual		Change increase (decrease)			Change excluding translation difference	%
	Amount	Share	Amount	Share	Amount	YoY	Share		
<b>Japan</b>	<b>268,000</b>	<b>77.9</b>	<b>260,237</b>	<b>77.8</b>	<b>7,762</b>	<b>103.0</b>	<b>0.1</b>	<b>7,762</b>	<b>103.0</b>
<b>Overseas</b>	<b>76,000</b>	<b>22.1</b>	<b>74,418</b>	<b>22.2</b>	<b>1,581</b>	<b>102.1</b>	<b>(0.1)</b>	<b>8,070</b>	<b>110.8</b>
<b>North America</b>	<b>60,593</b>	<b>17.6</b>	<b>62,880</b>	<b>18.8</b>	<b>(2,287)</b>	<b>96.4</b>	<b>(1.2)</b>	<b>3,842</b>	<b>106.1</b>
<b>Other (Europe)</b>	<b>15,406</b>	<b>4.5</b>	<b>11,537</b>	<b>3.4</b>	<b>3,868</b>	<b>133.5</b>	<b>1.1</b>	<b>4,228</b>	<b>136.6</b>
<b>(South East Asia and Oceania)</b>	<b>8,377</b>	<b>2.4</b>	<b>5,653</b>	<b>1.7</b>	<b>2,723</b>	<b>148.2</b>	<b>0.7</b>	<b>2,626</b>	<b>146.5</b>
<b>Consolidated total</b>	<b>344,000</b>	<b>100.0</b>	<b>334,656</b>	<b>100.0</b>	<b>9,343</b>	<b>102.8</b>		<b>15,833</b>	<b>104.7</b>