

(Supplementary Schedules)



Business Performance Presentation  
for the Six-Month Period Ended September 30, 2017

**First Six Months of Fiscal 2018**

**Kikkoman Corporation**

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- Forecasts throughout this document were based on the economic environment as of the time they were prepared. Kikkoman therefore wishes to caution readers that actual results may differ materially from forecasts due to a number of unpredictable factors.

## I. Major consolidated performance indicators

Consolidated Results		Six months ended September 30, 2015	Six months ended September 30, 2016	Six months ended September 30, 2017	2016.3 Actual	2017.3 Actual	2018.3 Forecast
Net Sales	millions of yen	202,774	196,783	214,473	408,372	402,174	429,800
	YoY Change	% 13.4	(3.0)	9.0	10.0	(1.5)	6.9
Operating Income	millions of yen	16,939	16,944	19,070	32,598	32,842	36,000
(Operating Income Ratio to Net Sales)	%	8.4	8.6	8.9	8.0	8.2	8.4
	YoY Change	% 37.8	0.0	12.5	28.5	0.7	9.6
Ordinary Income	millions of yen	15,957	16,435	18,840	31,029	32,037	35,000
(Ordinary Income Ratio to Net Sales)	%	7.9	8.4	8.8	7.6	8.0	8.1
	YoY Change	% 35.9	3.0	14.6	27.4	3.2	9.2
Net Income Attributable to Owners of Parent	millions of yen	10,485	16,013	12,042	19,964	23,810	22,300
(Ratio of Net Income Attributable to Owners of Parent to Net Sales)	%	5.2	8.1	5.6	4.9	5.9	5.2
	YoY Change	% 34.7	52.7	(24.8)	29.8	19.3	(6.3)
Net Asset per Share	yen	-	-	-	1,160.05	1,242.71	-
Net Income per Share	yen	53.68	82.91	62.35	102.67	123.28	115.71
Diluted Net Income per Share	yen	-	-	-	-	-	-
Cash Dividends per Share	yen	-	-	-	32.00	34.00	39.00
Dividend Payout Ratio (Consolidated)	%	-	-	-	31.2	27.6	33.7
Total Net Assets	millions of yen	237,983	219,112	256,579	225,675	244,437	-
Shareholders' Equity	millions of yen	236,003	217,179	251,639	223,684	240,009	-
Total Assets	millions of yen	377,960	332,946	349,165	365,671	361,248	-
Shareholders' Equity Ratio	%	62.4	65.2	72.1	61.2	66.4	-
D/E Ratio	%	31.0	23.1	10.6	31.6	21.1	-
Dividend on Equity	%	-	-	-	2.7	2.8	-
Return on Equity	%	4.4	7.3	4.9	8.7	10.3	-
Ordinary Income to Total Assets	%	4.2	4.7	5.3	8.3	8.8	-
Share Price as of Term-end	yen	3,280	3,220	3,460	3,700	3,325	-
PER	times	-	-	-	36.0	27.0	-
Cash Flows From Operating Activities	millions of yen	16,134	9,889	17,501	37,661	26,136	-
Cash Flows From Investing Activities	millions of yen	(10,499)	17,947	(9,007)	(15,855)	13,235	-
Cash Flows From Financing Activities	millions of yen	(4,927)	(27,147)	(29,193)	(17,801)	(30,359)	-
Term-end Cash and Cash Equivalents	millions of yen	32,779	33,824	23,591	35,150	44,205	-
Free Cash Flows	millions of yen	8,701	4,399	10,237	24,132	14,536	-
Free Cash Flows per Share	yen	44.55	22.78	53.01	124.10	75.26	-
Interest-bearing Debt	millions of yen	73,155	50,147	26,640	70,610	50,570	-
Capital Expenditures	millions of yen	7,448	4,435	6,325	14,795	12,165	17,200
(For Property, Plant and Equipment)	millions of yen	7,052	4,132	6,056	13,464	11,362	16,400
Depreciation and Amortization	millions of yen	5,871	5,952	6,380	11,936	12,339	13,200
(On Property, Plant and Equipment)	millions of yen	5,410	5,461	5,852	10,967	11,304	12,100
R&D Costs	millions of yen	1,779	1,881	1,784	3,662	3,943	-
Net Financial Income (Loss)	millions of yen	(17)	547	488	(186)	754	-
Average Term Exchange Rate	yen/US\$	121.50	106.43	111.42	120.16	109.03	110.76
No. of Employees	people	5,945	6,158	7,043	5,933	6,771	-
No. of Shares Issued and Outstanding at Term-end	thousand	195,310	193,144	193,132	192,822	193,133	-

(Notes) 1. Net sales do not include consumption and other taxes.

2. Free cash flows = Cash flows from operating activities – Purchase of property, plant, equipment and intangible assets  
+ Sales of property, plant, equipment and intangible assets

3. Interest-bearing debt refers to all liabilities on the consolidated balance sheet on which interest is paid.

4. Net financial income = Interest and dividend income – Interest expense

5. Shareholders' equity is computed by subscription rights to shares and non-controlling interests from net assets.

6. D/E ratio = Interest-bearing debt / Shareholders' equity

7. No. of shares issued and outstanding at term-end is computed, excluding treasury share.

8. Depreciation and Amortization do not include the amortization of goodwill.

## II. Business performance

### 1. Scope of consolidation and application of the equity method and exchange rates

#### [Scope of consolidation]

Comparison with the same period of the previous year

	2017.9 Actual	2016.9 Actual	Change	Particulars
Consolidated subsidiaries	56	52	4	+ PRESIDENT KIKKOMAN ZHENJI FOODS CO., LTD. + KUNSHAN PRESIDENT KIKKOMAN BIOTECHNOLOGY CO., LTD. + JFC NEW ZEALAND LIMITED + JFC NORDEN (SWEDEN) AB + JFC HOLLAND B.V. + JFC ITALIA S.r.l. - EDOGAWA FOODS COMPANY - JFC RESTAURANT GmbH
Equity-method unconsolidated subsidiaries and affiliates	2	3	(1)	- KUNSHAN PRESIDENT KIKKOMAN BIOTECHNOLOGY CO., LTD.

Comparison with the fiscal year ended March 31, 2017

	2017.9 Actual	2017.3 Actual	Change	Particulars
Consolidated subsidiaries	56	53	3	+ KUNSHAN PRESIDENT KIKKOMAN BIOTECHNOLOGY CO., LTD. + JFC NEW ZEALAND LIMITED + JFC NORDEN (SWEDEN) AB + JFC HOLLAND B.V. + JFC ITALIA S.r.l. - EDOGAWA FOODS COMPANY - JFC RESTAURANT GmbH
Equity-method unconsolidated subsidiaries and affiliates	2	3	(1)	- KUNSHAN PRESIDENT KIKKOMAN BIOTECHNOLOGY CO., LTD.

#### [Exchange rates]

	2017.9 Actual		2016.9 Actual		Change Increase (decrease)			
	Period Average (17.4-17.9)	End of Term (17.9)	Period Average (16.4-16.9)	End of Term (16.9)	Period Average	%	End of Term	%
US\$	111.42	112.73	106.43	101.12	4.99	104.7	11.61	111.5
EURO	126.63	132.85	119.12	113.36	7.51	106.3	19.49	117.2
S\$	81.00	83.05	78.38	74.01	2.62	103.3	9.04	112.2
A\$	86.00	88.47	79.90	77.04	6.10	107.6	11.43	114.8

## 2. Consolidated segment information

Net sales

¥ million

		2017.9 Actual	2016.9 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Soy Sauce	24,714	24,492	221	100.9	221	100.9
	Food Products	30,024	29,531	493	101.7	493	101.7
	Portion accounted for by soy sauce derivative products	19,110	18,645	465	102.5	465	102.5
	Beverages	27,237	24,239	2,998	112.4	2,998	112.4
	Portion accounted for by soy milk beverages	18,278	16,231	2,046	112.6	2,046	112.6
	Liquor and Wine	5,903	6,005	(101)	98.3	(101)	98.3
	Eliminations	(83)	(87)	4	-	4	-
	Foods-Manufacturing and sales	87,797	84,180	3,616	104.3	3,616	104.3
	Others	10,696	10,756	(59)	99.4	(59)	99.4
	Eliminations	(6,173)	(5,981)	(192)	-	(192)	-
Total		92,320	88,955	3,364	103.8	3,364	103.8
Overseas	Soy Sauce	35,786	30,911	4,874	115.8	3,424	111.1
	Del Monte	2,298	2,341	(42)	98.2	(160)	93.1
	Other Foods	6,302	6,386	(84)	98.7	(84)	98.7
	Foods-Manufacturing and sales	44,387	39,639	4,747	112.0	3,178	108.0
	Foods-Wholesale	85,075	74,558	10,516	114.1	6,779	109.1
	Eliminations	(5,883)	(5,019)	(864)	-	(588)	-
Total		123,578	109,178	14,400	113.2	9,370	108.6
Kikkoman (Holding Company)		8,773	7,367	1,406	119.1	1,406	119.1
Eliminations		(10,199)	(8,718)	(1,481)	-	(1,481)	-
Consolidated Total		214,473	196,783	17,689	109.0	12,660	106.4

Operating income

		2017.9 Actual	2016.9 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Foods-Manufacturing and sales	5,908	4,652	1,256	127.0	1,256	127.0
	Others	727	682	45	106.7	45	106.7
	Total		6,651	5,349	1,301	124.3	1,301
Overseas	Foods-Manufacturing and sales	9,199	8,275	923	111.2	622	107.5
	Foods-Wholesale	3,758	3,710	47	101.3	6	100.2
	Total		12,785	11,900	885	107.4	591
Kikkoman (Holding Company)		3,159	1,987	1,172	159.0	1,172	159.0
Eliminations		(3,526)	(2,293)	(1,232)	-	(1,286)	-
Consolidated Total		19,070	16,944	2,125	112.5	1,778	110.5
Ordinary Income		18,840	16,435	2,404	114.6	2,109	112.8
Income before Income Taxes		18,380	15,756	2,624	116.7	2,329	114.8
Net Income Attributable to Owners of Parent		12,042	16,013	(3,970)	75.2	(4,160)	74.0

### 3. Consolidated segment information in Japan

Net sales

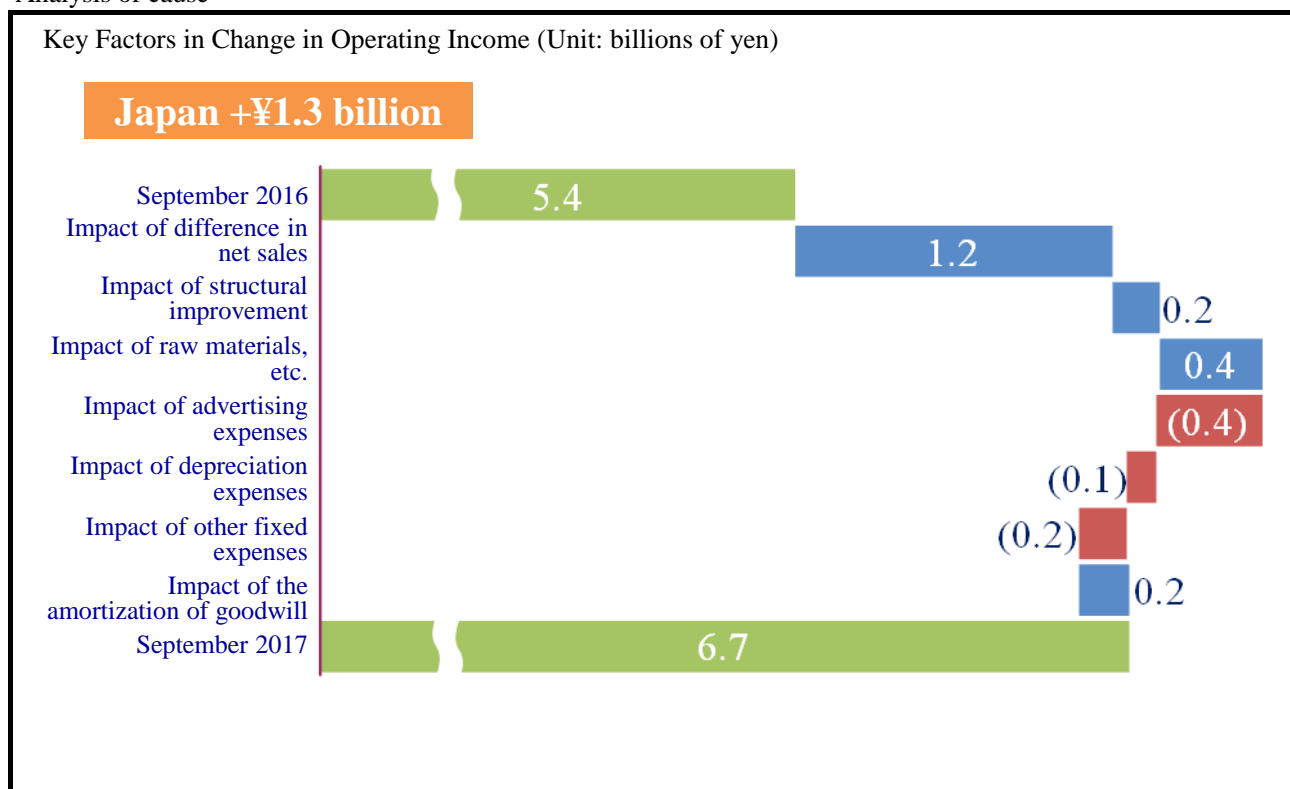
¥ million

		2017.9 Actual	2016.9 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Soy Sauce	24,714	24,492	221	100.9	221	100.9
	Food Products	30,024	29,531	493	101.7	493	101.7
	Portion accounted for by soy sauce derivative products	19,110	18,645	465	102.5	465	102.5
	Beverages	27,237	24,239	2,998	112.4	2,998	112.4
	Portion accounted for by soy milk beverages	18,278	16,231	2,046	112.6	2,046	112.6
	Liquor and Wine	5,903	6,005	(101)	98.3	(101)	98.3
	Eliminations	(83)	(87)	4	-	4	-
	Foods-Manufacturing and sales	87,797	84,180	3,616	104.3	3,616	104.3
	Others	10,696	10,756	(59)	99.4	(59)	99.4
	Eliminations	(6,173)	(5,981)	(192)	-	(192)	-
Total		92,320	88,955	3,364	103.8	3,364	103.8

Operating income

		2017.9 Actual	2016.9 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Foods-Manufacturing and sales	5,908	4,652	1,256	127.0	1,256	127.0
	Others	727	682	45	106.7	45	106.7
	Total	6,651	5,349	1,301	124.3	1,301	124.3

Analysis of cause



#### 4. Consolidated segment information overseas

Net sales

¥ million

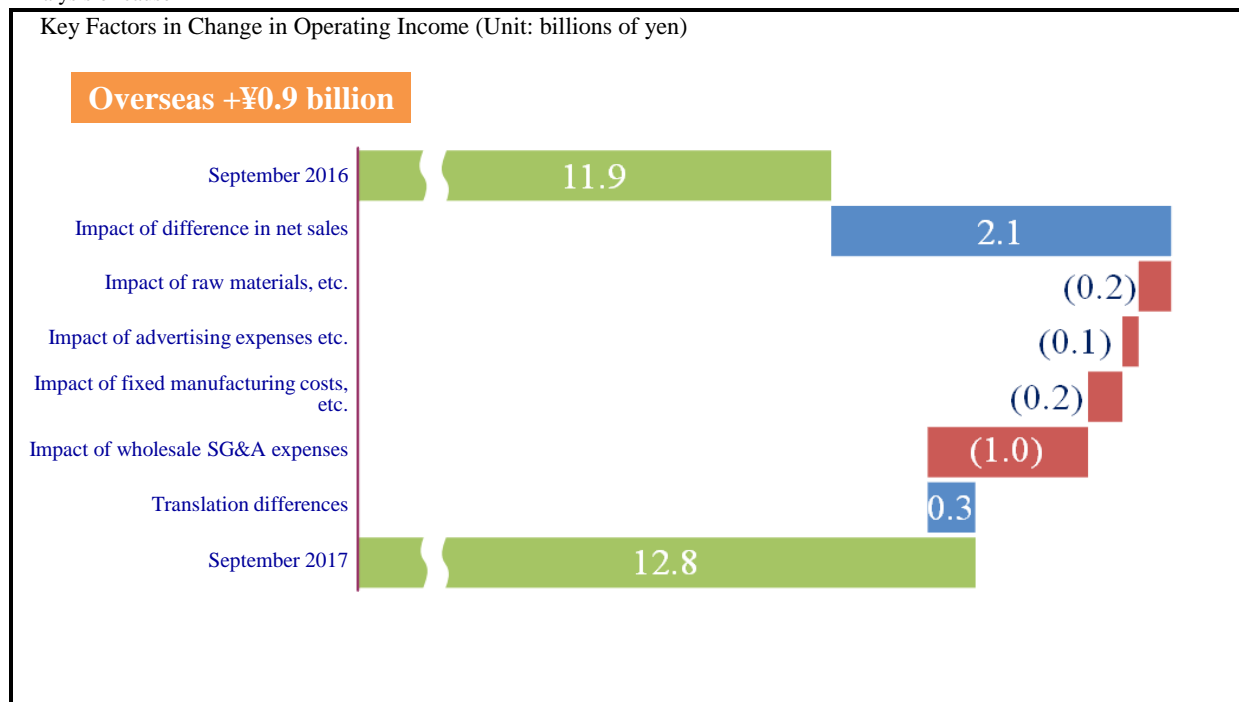
				2017.9 Actual	2016.9 Actual	Change increase (decrease)	%	Change excluding translation difference	%	
Overseas	North America	Soy Sauce		22,924	21,316	1,608	107.5	581	102.7	
			Other Foods	6,302	6,386	(84)	98.7	(84)	98.7	
		Foods-Manufacturing and sales			29,226	27,702	1,524	105.5	497	101.8
		Foods-Wholesale			66,149	58,199	7,950	113.7	4,983	108.6
		Eliminations			(4,051)	(3,659)	(392)	-	(211)	-
	Total				91,324	82,243	9,081	111.0	5,269	106.4
	Europe	Foods-Manufacturing and sales			5,711	4,899	811	116.6	472	109.6
		Foods-Wholesale			8,463	6,936	1,526	122.0	1,211	117.5
		Eliminations			(1,132)	(820)	(312)	-	(245)	-
		Total				13,041	11,016	2,025	118.4	1,438
	Asia & Oceania	Soy Sauce		6,862	4,412	2,450	155.5	2,336	152.9	
			Del Monte	2,298	2,341	(42)	98.2	(160)	93.1	
		Foods-Manufacturing and sales			9,161	6,753	2,407	135.6	2,175	132.2
		Foods-Wholesale			8,375	7,017	1,357	119.3	874	112.5
		Eliminations			(155)	(119)	(35)	-	(26)	-
Total				17,381	13,652	3,729	127.3	3,023	122.1	
Others				19,141	16,700	2,441	114.6	2,441	114.6	
Eliminations				(17,311)	(14,433)	(2,877)	-	(2,801)	-	
Total				123,578	109,178	14,400	113.2	9,370	108.6	

Operating income

				2017.9 Actual	2016.9 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Overseas	North America	Foods-Manufacturing and sales		6,208	5,805	403	106.9	194	103.3
		Foods-Wholesale		2,765	2,650	115	104.3	(6)	99.8
		Total			8,858	8,373	484	105.8	181
	Europe	Foods-Manufacturing and sales		1,647	1,315	331	125.2	254	119.3
		Foods-Wholesale		301	303	(2)	99.0	(5)	98.3
		Total			1,910	1,611	299	118.6	237
	Asia & Oceania	Foods-Manufacturing and sales		1,121	919	201	121.9	176	119.2
		Foods-Wholesale		186	182	3	102.0	(5)	97.0
		Total			1,300	1,103	196	117.8	164
	Others				891	760	130	117.1	130
Total				12,785	11,900	885	107.4	591	105.0

Analysis of cause

Key Factors in Change in Operating Income (Unit: billions of yen)



## 5. Non-operating income (expenses) and extraordinary income (loss)

[Consolidated total]

¥ million

	2017.9 Actual	2016.9 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Operating income	19,070	16,944	2,125	112.5	1,778	110.5
Financial income (expenses) and dividends income	488	547	(59)	89.2	(61)	88.8
Equity in earnings (loss) of affiliates	106	64	41	164.2	41	163.9
Other	(824)	(1,121)	296	-	350	-
Total non-operating income (expenses)	(229)	(509)	279	-	330	-
Ordinary income	18,840	16,435	2,404	114.6	2,109	112.8
Gain on sales of property, plant and equipment	5	-	5		5	
Gain on sales of investment securities	1,917	146	1,771		1,771	
Total extraordinary income	1,922	146	1,776	-	1,776	-
Loss on retirement of noncurrent assets	106	-	106		106	
Loss on valuation of investment securities	607	-	607		607	
Loss on sales of shares of subsidiaries and affiliates	-	377	(377)		(377)	
Loss on valuation of golf club memberships	-	15	(15)		(15)	
Loss on bond retirement	1,668	432	1,235		1,235	
Total extraordinary loss	2,382	825	1,556	288.5	1,556	288.5
Total extraordinary income (loss)	(459)	(679)	220	-	220	-
Income before income taxes	18,380	15,756	2,624	116.7	2,329	114.8
Income taxes	6,140	(379)	6,520	-	6,418	-
Net income	12,240	16,135	(3,895)	75.9	(4,089)	74.7
Net income attributable to non-controlling interests	197	121	75	161.9	71	158.7
Net income attributable to owners of parent	12,042	16,013	(3,970)	75.2	(4,160)	74.0

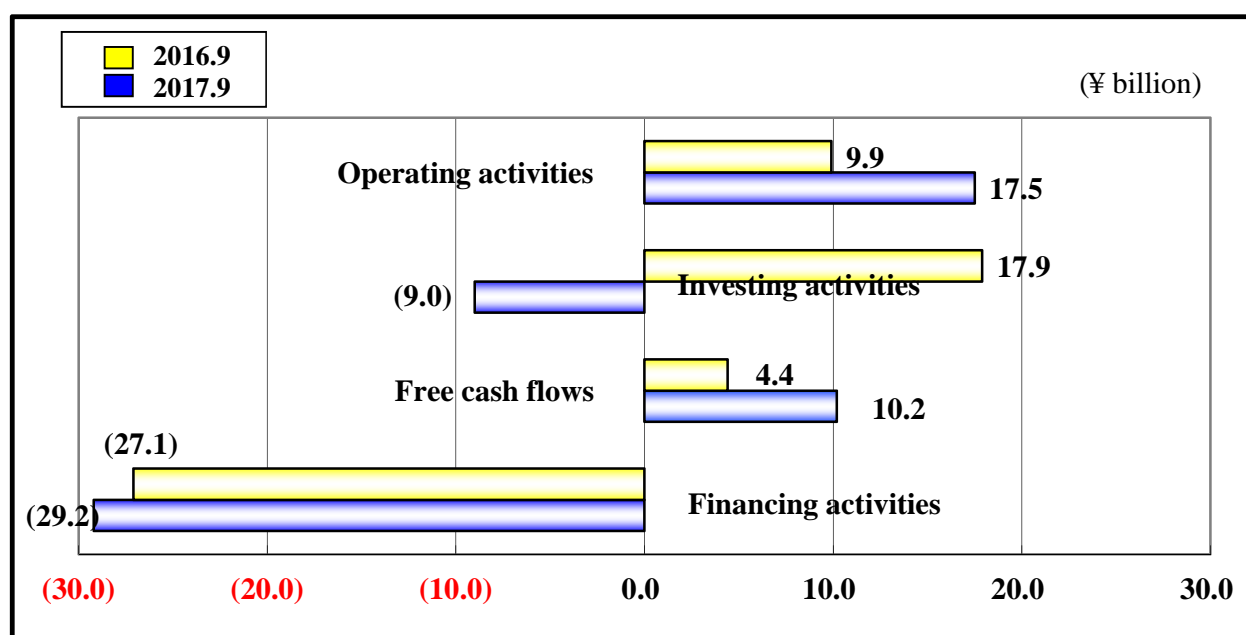


## 6. Consolidated balance sheets

As of September 30, 2017 (Compared with 2017.3)

Total Asset	=	349,165	(12,082)	(¥ million)
Translation Difference			+2,149	US\$ 112.73 +0.54 EUR 132.85 +13.06
Actual Difference			(14,231)	
<b>Current assets</b>		(16,142)	<b>Liabilities</b>	(24,888)
Cash and deposits		(21,388)	Interest-bearing debt	(23,911)
Notes and accounts receivable-trade		+4,494	Notes and accounts payable-trade	(1,930)
Inventories		+4,028	Accounts payable-other	+1,206
Deferred tax assets		+149	Income taxes payable	(160)
Other		(3,425)	Net defined benefit liability	(96)
			Deferred tax liabilities	(96)
			Other	+3
<b>Noncurrent assets</b>		+1,910	<b>Net assets</b>	+10,656
Property, plant and equipment		+833	Retained earnings	+8,346
Intangible assets		(571)	Valuation difference on available-for-sale securities	+79
[Goodwill]		(310) ]	Foreign currency translation adjustment	+1,437
Investments and other assets		+1,648	Non-controlling interests	+505
[Investment securities		+1,577 ]	Other	+289
[Diferred tax assets		(152) ]		

## 7. Consolidated statements of cash flows



### Consolidated statements of cash flows

¥ million

	2017.9 Actual	2016.9 Actual	Change increase (decrease)
	Amount	Amount	Amount
<b>I Cash flows from operating activities</b>	17,501	9,889	7,612
Income before income taxes	18,380	15,756	2,624
Depreciation and amortization	6,380	5,952	427
Increase (decrease) in provision for directors' retirement benefits	(59)	(23)	(36)
Increase (decrease) in net defined benefit liability	106	(253)	359
Interest and dividends income / interest expenses	(488)	(547)	59
Equity in (earnings) losses of affiliates	(106)	(64)	(41)
Loss (gain) on sales of property, plant and equipment / Loss on retirement of property, plant and equipment	285	67	217
Loss (gain) on sales of investment securities / Loss (gain) on valuation of investment securities	(1,310)	230	(1,541)
Decrease (increase) in notes and accounts receivable-trade/ Increase (Decrease) in notes and accounts payable-trade	(4,572)	(611)	(3,960)
Decrease (increase) in inventories	(3,428)	(957)	(2,471)
Other, net	2,807	2	2,805
(Subtotal)	17,994	19,552	(1,557)
Interest and dividends received / Interest expenses paid	376	169	207
Income taxes paid	(869)	(9,831)	8,962
<b>II Cash flows from investing activities</b>	(9,007)	17,947	(26,954)
Purchase of property, plant and equipment	(6,978)	(5,200)	(1,778)
Proceeds from sales of property, plant and equipment	16	15	1
Purchase of intangible assets	(302)	(305)	3
Purchase of investment securities	(2,316)	(320)	(1,995)
Proceeds from sales of investment securities	775	23,347	(22,572)
Payments of loans receivable	(529)	(145)	(383)
Collection of loans receivable	143	95	47
Other, net	184	461	(276)

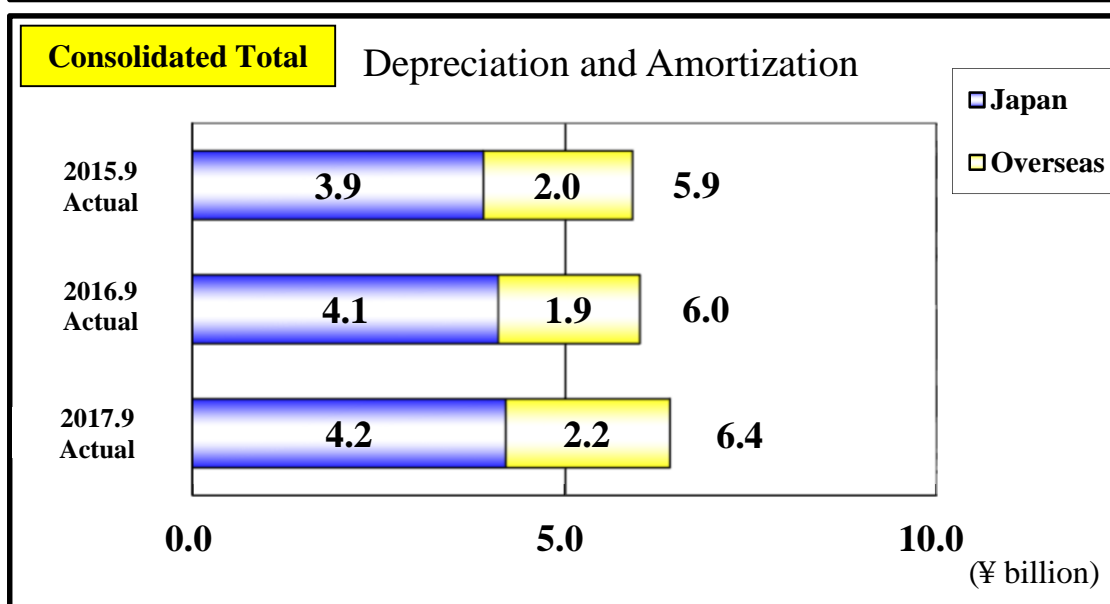
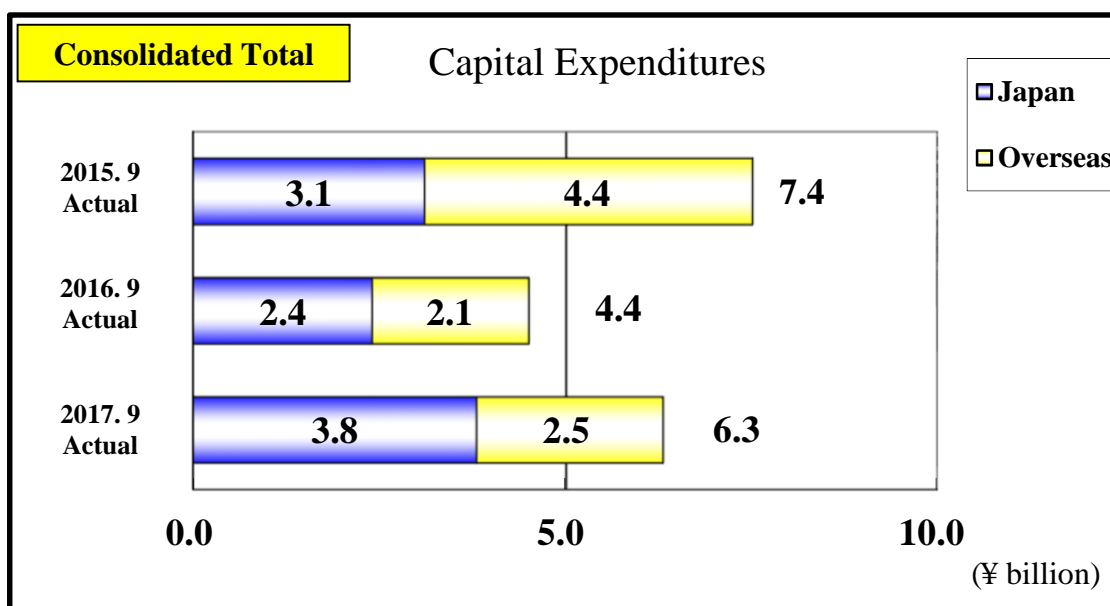
## 7. Consolidated statements of cash flows (continuation)

Consolidated statements of cash flows (continuation) ¥ million

	2017.9 Actual	2016.9 Actual	Change increase (decrease)
	Amount	Amount	Amount
III Cash flows from financing activities	(29,193)	(27,147)	(2,046)
Net increase (decrease) in loans payable	6,025	(317)	6,343
Proceeds from issuance of bonds/Redemption of bonds	(31,668)	(20,432)	(11,235)
Purchase of treasury stock	(18)	(54)	36
Cash dividends paid (including non-controlling shareholders)	(3,505)	(6,287)	2,782
Other, net	(27)	(54)	26
IV Effect of exchange rate change on cash and cash equivalents	39	(2,072)	2,111
V Net increase (decrease) in cash and cash equivalents	(20,659)	(1,383)	(19,276)
Free cash flows	10,237	4,399	5,838

\* Free cash flows = cash flows from operating activities – purchase of property, plant, equipment and intangible assets  
+ sales of property, plant, equipment and intangible assets

## 8. Capital expenditures, depreciation and amortization



### Capital expenditures

(including intangible assets and long-term prepaid expenses)

(¥ million)

	Consolidated	Japan	Overseas
2015.9 Actual	7,448	3,059	4,388
2016.9 Actual	4,435	2,378	2,056
2017.9 Actual	6,325	3,818	2,506

### Depreciation and amortization

(including intangible assets and long-term prepaid expenses)

	Consolidated	Japan	Overseas
2015.9 Actual	5,871	3,911	1,959
2016.9 Actual	5,952	4,056	1,896
2017.9 Actual	6,380	4,186	2,194

Note: Depreciation and amortization do not include the amortization of goodwill.

### III. Forecast of business performance

#### 1. Forecast of consolidated business performance (full year)

Net sales		¥ million					
		Fiscal 2018 Forecast	Fiscal 2017 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Soy Sauce	51,000	50,469	530	101.1	530	101.1
	Food Products	58,700	57,767	932	101.6	932	101.6
	Portion accounted for by soy sauce derivative products	36,850	35,945	904	102.5	904	102.5
	Beverages	50,300	46,009	4,290	109.3	4,290	109.3
	Portion accounted for by soy milk beverages	34,700	31,354	3,345	110.7	3,345	110.7
	Liquor and Wine	13,100	13,268	(168)	98.7	(168)	98.7
	Eliminations	(200)	(176)	(23)	-	(23)	-
	Foods-Manufacturing and sales	172,900	167,337	5,562	103.3	5,562	103.3
	Others	21,000	21,035	(35)	99.8	(35)	99.8
	Eliminations	(12,300)	(11,965)	(334)	-	(334)	-
Total		181,600	176,407	5,192	102.9	5,192	102.9
Overseas	Soy Sauce	71,500	63,834	7,665	112.0	5,774	109.0
	Del Monte	5,900	5,627	272	104.8	137	102.4
	Other Foods	12,500	12,321	178	101.4	14	100.1
	Foods-Manufacturing and sales	89,900	81,783	8,116	109.9	5,926	107.2
	Foods-Wholesale	173,100	156,868	16,231	110.3	12,186	107.8
	Eliminations	(12,000)	(10,187)	(1,812)	-	(1,467)	-
Total		251,000	228,464	22,535	109.9	16,645	107.3
Kikkoman (Holding Company)		17,600	16,044	1,555	109.7	1,555	109.7
Eliminations		(20,400)	(18,742)	(1,657)	-	(1,657)	-
Consolidated Total		429,800	402,174	27,625	106.9	21,735	105.4
Operating income							
		Fiscal 2018 Forecast	Fiscal 2017 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Foods-Manufacturing and sales	9,950	8,306	1,643	119.8	1,643	119.8
	Others	1,400	1,443	(43)	97.0	(43)	97.0
	Total	11,350	9,781	1,568	116.0	1,568	116.0
Overseas	Foods-Manufacturing and sales	17,840	16,251	1,588	109.8	1,115	106.9
	Foods-Wholesale	8,100	7,648	451	105.9	292	103.8
	Total	25,800	23,765	2,034	108.6	1,406	105.9
Kikkoman (Holding Company)		5,950	5,165	784	115.2	784	115.2
Eliminations		(7,100)	(5,869)	(1,230)	-	(1,303)	-
Consolidated Total		36,000	32,842	3,157	109.6	2,455	107.5
Ordinary Income		35,000	32,037	2,962	109.2	2,327	107.3
Income before Income Taxes		34,000	27,079	6,920	125.6	6,285	123.2
Net Income Attributable to Owners of Parent		22,300	23,810	(1,510)	93.7	(1,949)	91.8
Exchange rate							
Yen/US\$		110.76	109.03	1.73			
Yen/EUR		128.18	119.37	8.81			

## 2. Forecast of consolidated business performance in Japan (full year)

Net sales

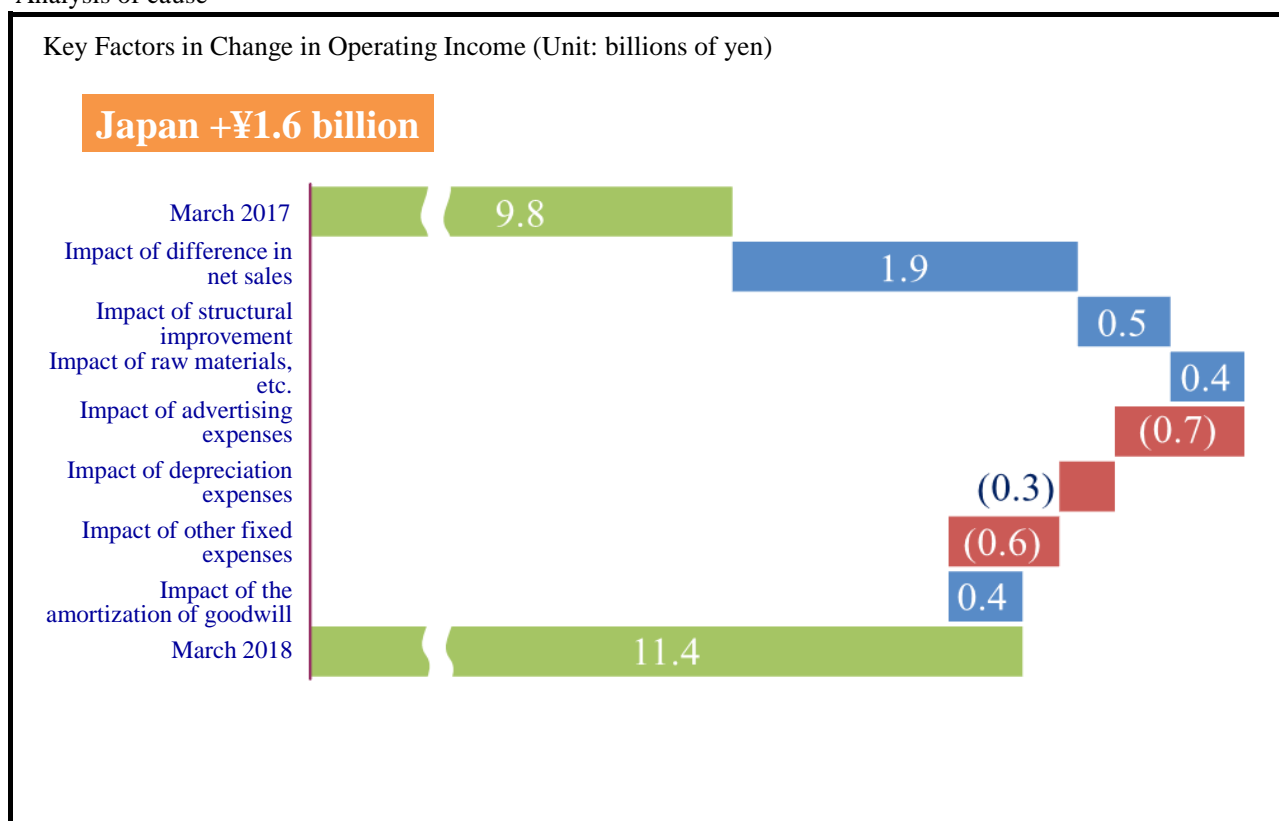
¥ million

		Fiscal 2018 Forecast	Fiscal 2017 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Soy Sauce	51,000	50,469	530	101.1	530	101.1
	Food Products	58,700	57,767	932	101.6	932	101.6
	Portion accounted for by soy sauce derivative products	36,850	35,945	904	102.5	904	102.5
	Beverages	50,300	46,009	4,290	109.3	4,290	109.3
	Portion accounted for by soy milk beverages	34,700	31,354	3,345	110.7	3,345	110.7
	Liquor and Wine	13,100	13,268	(168)	98.7	(168)	98.7
	Eliminations	(200)	(176)	(23)	-	(23)	-
	Foods-Manufacturing and sales	172,900	167,337	5,562	103.3	5,562	103.3
	Others	21,000	21,035	(35)	99.8	(35)	99.8
Eliminations	(12,300)	(11,965)	(334)	-	(334)	-	
Total		181,600	176,407	5,192	102.9	5,192	102.9

Operating income

		Fiscal 2018 Forecast	Fiscal 2017 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Foods-Manufacturing and sales	9,950	8,306	1,643	119.8	1,643	119.8
	Others	1,400	1,443	(43)	97.0	(43)	97.0
	Total	11,350	9,781	1,568	116.0	1,568	116.0

Analysis of cause



### 3. Forecast of consolidated business performance overseas (full year)

Net sales

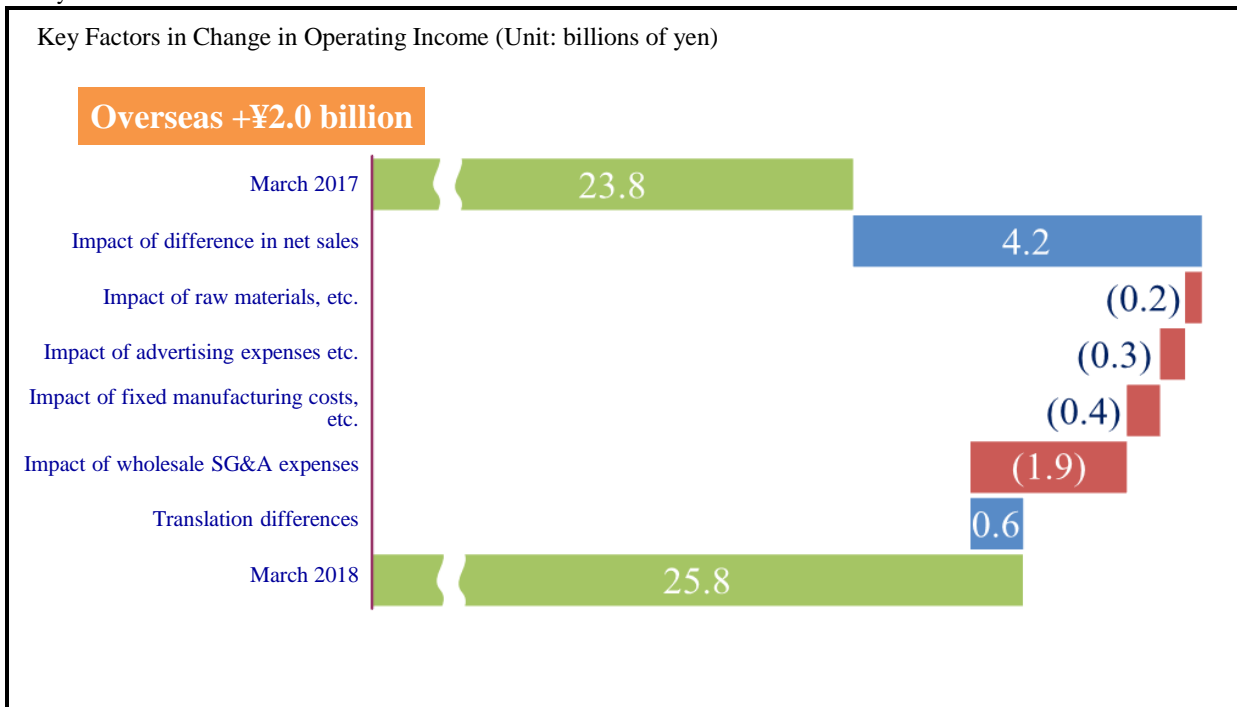
¥ million

			Fiscal 2018 Forecast	Fiscal 2017 Actual	Change increase (decrease)	%	Change excluding translation difference	%	
Overseas	North America	Soy Sauce	45,500	43,121	2,378	105.5	1,659	103.8	
		Other Foods	12,500	12,321	178	101.4	14	100.1	
		Foods-Manufacturing and sales	58,000	55,443	2,556	104.6	1,674	103.0	
		Foods-Wholesale	134,600	122,452	12,147	109.9	9,737	108.0	
		Eliminations	(8,000)	(7,356)	(643)	-	(514)	-	
	Total			184,600	170,538	14,061	108.2	10,897	106.4
	Europe	Foods-Manufacturing and sales	12,000	10,245	1,754	117.1	946	109.2	
		Foods-Wholesale	17,600	14,396	3,203	122.3	2,301	116.0	
		Eliminations	(2,500)	(1,625)	(874)	-	(702)	-	
		Total	27,100	23,015	4,084	117.7	2,545	111.1	
	Asia & Oceania	Soy Sauce	13,500	9,880	3,619	136.6	3,218	132.6	
		Del Monte	5,900	5,627	272	104.8	137	102.4	
		Foods-Manufacturing and sales	19,400	15,508	3,891	125.1	3,356	121.6	
		Foods-Wholesale	17,500	14,656	2,843	119.4	2,089	114.3	
		Eliminations	(300)	(258)	(41)	-	(26)	-	
	Total			36,600	29,906	6,693	122.4	5,419	118.1
	Others			36,300	35,065	1,234	103.5	1,234	103.5
	Eliminations			(33,600)	(30,061)	(3,538)	-	(3,452)	-
	Total			251,000	228,464	22,535	109.9	16,645	107.3

Operating income

			Fiscal 2018 Forecast	Fiscal 2017 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Overseas	North America	Foods-Manufacturing and sales	11,950	11,265	684	106.1	494	104.4
		Foods-Wholesale	5,800	5,440	359	106.6	242	104.5
		Total	17,650	16,574	1,075	106.5	764	104.6
	Europe	Foods-Manufacturing and sales	3,250	2,668	581	121.8	366	113.7
		Foods-Wholesale	760	692	67	109.7	35	105.1
		Total	3,960	3,356	603	118.0	364	110.8
	Asia & Oceania	Foods-Manufacturing and sales	2,240	1,879	360	119.2	292	115.6
		Foods-Wholesale	400	365	34	109.4	17	104.7
		Total	2,640	2,245	394	117.6	310	113.8
	Others			1,650	1,529	120	107.9	120
Total			25,800	23,765	2,034	108.6	1,406	105.9

Analysis of cause



#### 4. Forecast of consolidated business performance (2nd half)

Net sales

¥ million

		Forecast for Fiscal 2018 2H	Actual Performance for Fiscal 2017 2H	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Soy Sauce	26,285	25,976	309	101.2	309	101.2
	Food Products	28,675	28,236	439	101.6	439	101.6
	Portion accounted for by soy sauce derivative products	17,739	17,300	438	102.5	438	102.5
	Beverages	23,062	21,770	1,291	105.9	1,291	105.9
	Portion accounted for by soy milk beverages	16,421	15,122	1,298	108.6	1,298	108.6
	Liquor and Wine	7,196	7,262	(66)	99.1	(66)	99.1
	Eliminations	(116)	(89)	(27)	-	(27)	-
	Foods-Manufacturing and sales	85,102	83,157	1,945	102.3	1,945	102.3
	Others	10,303	10,279	23	100.2	23	100.2
Eliminations	(6,126)	(5,984)	(142)	-	(142)	-	
Total		89,279	87,452	1,827	102.1	1,827	102.1
Overseas	Foods-Manufacturing and sales	45,512	42,144	3,368	108.0	2,747	106.5
	Foods-Wholesale	88,024	82,309	5,715	106.9	5,406	106.6
	Eliminations	(6,116)	(5,167)	(948)	-	(879)	-
Total		127,421	119,286	8,135	106.8	7,274	106.1
Kikkoman (Holding Company)		8,826	8,676	149	101.7	149	101.7
Eliminations		(10,200)	(10,024)	(175)	-	(175)	-
Consolidated Total		215,326	205,390	9,936	104.8	9,075	104.4

Operating income

		Forecast for Fiscal 2018 2H	Actual Performance for Fiscal 2017 2H	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Foods-Manufacturing and sales	4,041	3,653	387	110.6	387	110.6
	Others	672	761	(89)	88.3	(89)	88.3
	Total	4,698	4,431	267	106.0	267	106.0
Overseas	Foods-Manufacturing and sales	8,640	7,976	664	108.3	493	106.2
	Foods-Wholesale	4,341	3,937	403	110.2	285	107.3
	Total	13,014	11,864	1,149	109.7	814	106.9
Kikkoman (Holding Company)		2,790	3,177	(387)	87.8	(387)	87.8
Eliminations		(3,573)	(3,575)	2	-	(17)	-
Consolidated Total		16,929	15,897	1,031	106.5	676	104.3
Ordinary Income		16,159	15,601	557	103.6	218	101.4
Income before Income Taxes		15,619	11,323	4,295	137.9	3,956	134.9
Net Income Attributable to Owners of Parent		10,257	7,796	2,460	131.6	2,210	128.4

Exchange rate

Yen/US\$	110.00	112.06	(2.06)
Yen/EUR	130.00	119.66	10.34



## 5. Forecast of consolidated business performance overseas (2nd half)

Net sales

¥ million

			Forecast for Fiscal 2018 2H	Actual Performance for Fiscal 2017 2H	Change increase (decrease)	%	Change excluding translation difference	%	
Overseas	North America	Soy Sauce	22,575	21,805	769	103.5	1,078	104.9	
		Other Foods	6,197	5,935	262	104.4	98	101.7	
		Foods-Manufacturing and sales	28,773	27,740	1,032	103.7	1,176	104.2	
		Foods-Wholesale	68,450	64,252	4,197	106.5	4,754	107.4	
		Eliminations	(3,948)	(3,697)	(250)	-	(303)	-	
		Total	93,275	88,295	4,979	105.6	5,628	106.4	
	Europe	Foods-Manufacturing and sales	6,288	5,345	943	117.7	474	108.9	
		Foods-Wholesale	9,136	7,459	1,676	122.5	1,090	114.6	
		Eliminations	(1,367)	(805)	(561)	-	(457)	-	
	Total	14,058	11,999	2,058	117.2	1,107	109.2		
	Asia & Oceania	Soy Sauce	6,637	5,468	1,169	121.4	882	116.1	
		Del Monte	3,601	3,286	315	109.6	298	109.1	
		Foods-Manufacturing and sales	10,238	8,754	1,484	117.0	1,180	113.5	
		Foods-Wholesale	9,124	7,638	1,485	119.5	1,215	115.9	
		Eliminations	(144)	(138)	(5)	-	(0)	-	
	Total	19,218	16,254	2,964	118.2	2,396	114.7		
	Others			17,158	18,364	(1,206)	93.4	(1,206)	93.4
	Eliminations			(16,288)	(15,627)	(661)	-	(650)	-
	Total			127,421	119,286	8,135	106.8	7,274	106.1

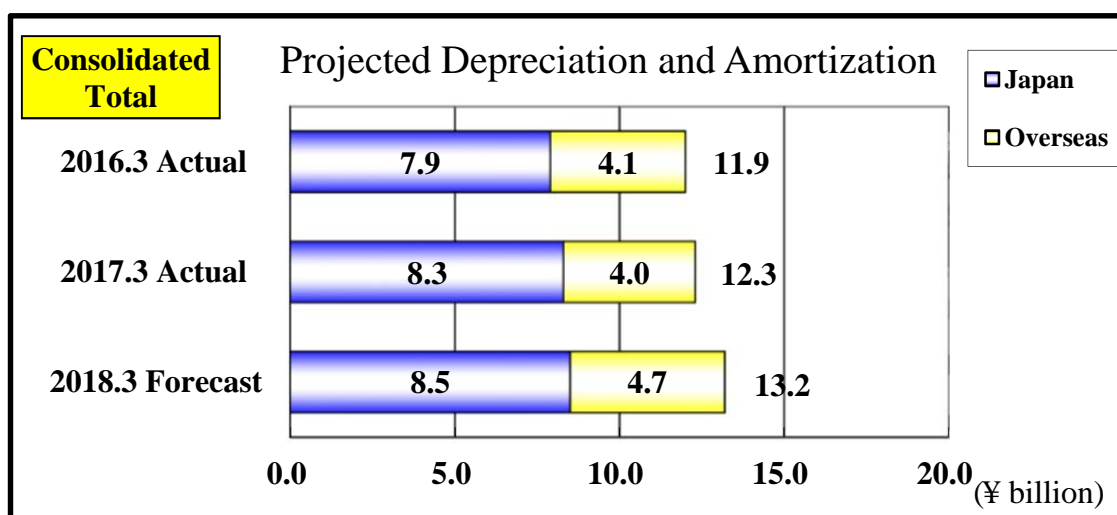
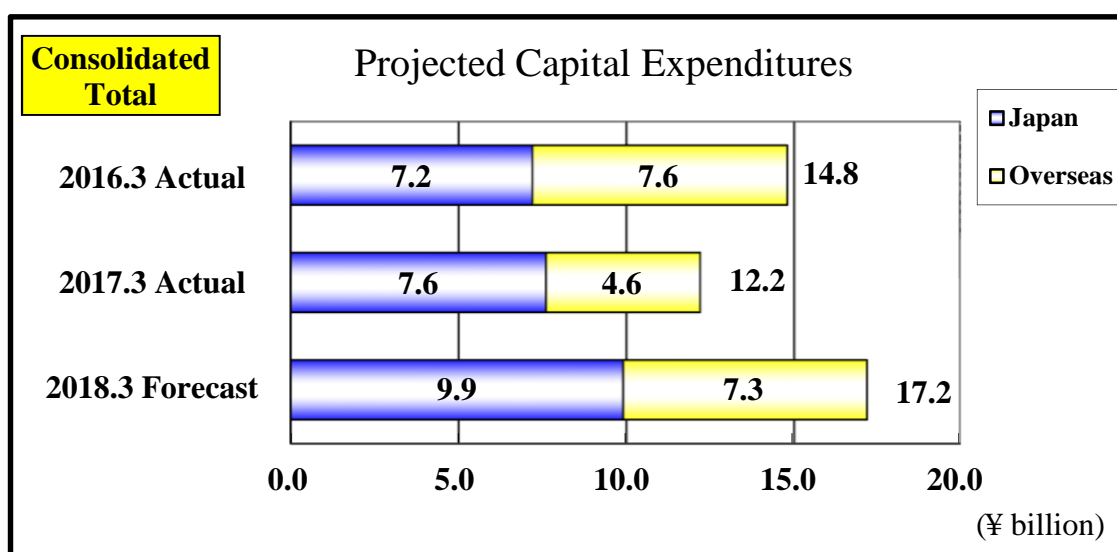
Operating income

			Forecast for Fiscal 2018 2H	Actual Performance for Fiscal 2017 2H	Change increase (decrease)	%	Change excluding translation difference	%	
Overseas	North America	Foods-Manufacturing and sales	5,741	5,459	281	105.2	300	105.5	
		Foods-Wholesale	3,034	2,790	244	108.8	248	108.9	
		Total	8,791	8,200	591	107.2	583	107.1	
	Europe	Foods-Manufacturing and sales	1,602	1,353	249	118.4	112	108.3	
		Foods-Wholesale	458	388	70	118.0	40	110.4	
		Total	2,049	1,745	304	117.4	126	107.2	
	Asia & Oceania	Foods-Manufacturing and sales	1,118	960	158	116.5	116	112.1	
		Foods-Wholesale	213	183	30	116.7	22	112.4	
		Total	1,339	1,141	198	117.4	145	112.8	
	Others			758	768	(9)	98.8	(9)	98.8
	Total			13,014	11,864	1,149	109.7	814	106.9

Exchange rate

Yen/US\$	110.00	112.06	(2.06)
Yen/EUR	130.00	119.66	10.34

6. Forecasts of capital expenditures, depreciation and amortization (full year)



Capital expenditures

(including intangible assets and long-term prepaid expenses)

(¥ million)

	Consolidated	Japan	Overseas
2016.3 Actual	14,795	7,171	7,623
2017.3 Actual	12,165	7,598	4,567
2018.3 Forecast	17,200	9,900	7,300

Depreciation and amortization

(including intangible assets and long-term prepaid expenses)

	Consolidated	Japan	Overseas
2016.3 Actual	11,936	7,873	4,063
2017.3 Actual	12,339	8,292	4,047
2018.3 Forecast	13,200	8,500	4,700

Note: Depreciation and amortization do not include the amortization of goodwill.