Code number: 2001

NIPPN

Briefing Session on Fiscal Year ended March 31, 2013 (FY2013) Business Results

May 22, 2013

Nippon Flour Mills Co., Ltd. http://www.nippn.co.jp

Code number: 2001

NIPPN

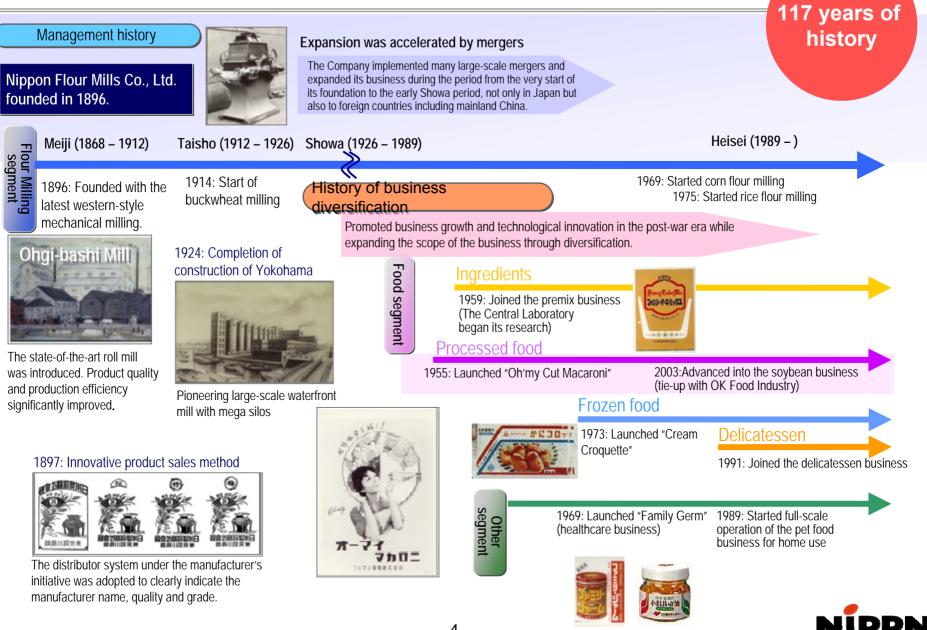
FY2013 Performance Overview and Outlook

May 22, 2013

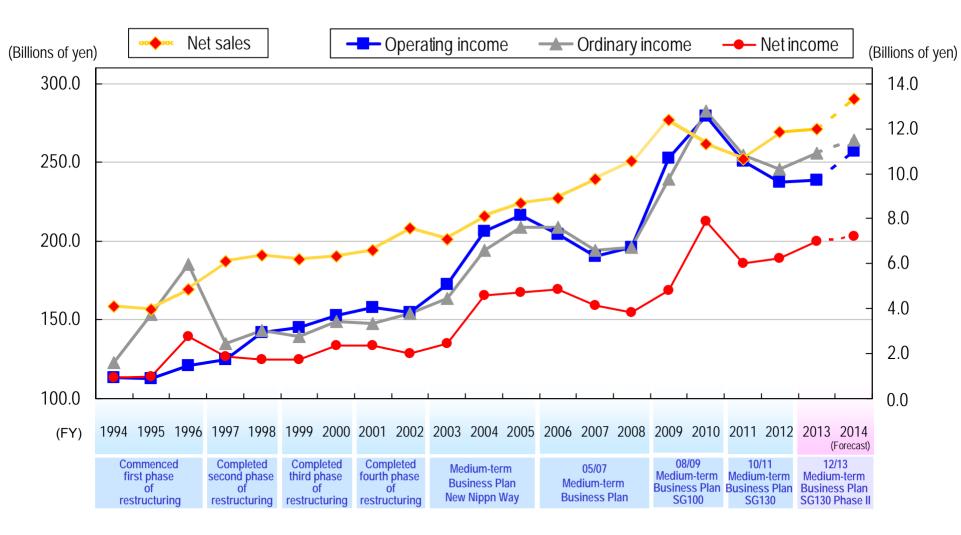
Nippon Flour Mills Co., Ltd. http://www.nippn.co.jp

Sustainable Growth and "SG130"

History



Sustainable Growth Trajectory (1)

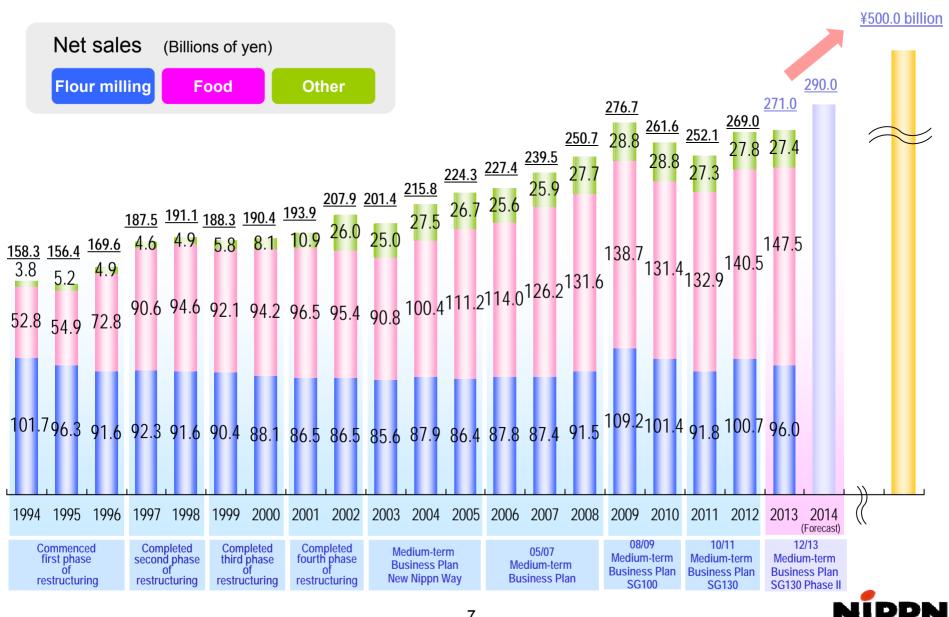




Sustainable Growth Trajectory (2)

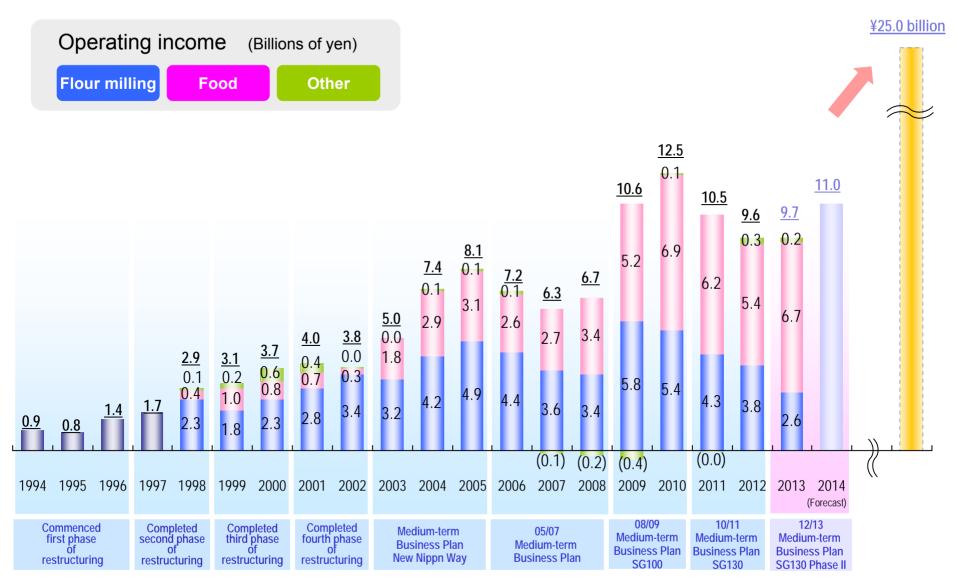
(Millions of yen)		Net sales	Operating income	Ordinary income	Net income
Commenced first phase of restructuring	FY1994	158,294	956	1,600	951
, i i i i i i i i i i i i i i i i i i i	FY1995	156,437	896	3,736	987
	FY1996	169,596	1,486	5,988	2,747
+	FY1997	187,496	1,737	2,433	1,857
Completed second phase of restructuring	FY1998	191,188	2,928	3,034	1,754
•	FY1999	188,328	3,164	2,784	1,736
Completed third phase of restructuring	FY2000	190,541	3,716	3,418	2,339
•	FY2001	194,062	4,058	3,361	2,351
Completed fourth phase of restructuring	FY2002	207,883	3,831	3,790	2,010
+	FY2003	201,389	5,059	4,469	2,430
Medium-term Business Plan New Nippn Way	FY2004	215,777	7,443	6,585	4,606
↓	FY2005	224,360	8,158	7,605	4,737
05/07 Medium-term Business Plan	FY2006	227,421	7,285	7,620	4,837
	FY2007	239,575	6,329	6,578	4,146
	FY2008	250,737	6,706	6,729	3,810
08/09 Medium-term Business Plan SG100	FY2009	276,797	10,682	9,736	4,829
	FY2010	261,586	12,549	12,802	7,892
10/11 Medium-term Business Plan SG130	FY2011	252,139	10,567	10,827	6,026
	FY2012	269,094	9,634	10,210	6,235
12/13 Madium tarm Duainaga Dian	FY2013	271,069	9,713	10,906	7,008
Medium-term Business Plan SG130 Phase II	FY2014 (Forecast)	290,000	11,000	11,500	7,200

Building a Stronger Business through Strategic Diversification (1)



7

Building a Stronger Business through Strategic Diversification (2)





Background behind SG130 Phase II

Phase I Results

1) Reenergized the Group's organization through widespread acceptance of the in-house company system

2) Enhanced the speed of commercialization of large-scale capital investments exceeding ¥20 billion

3) Secured improvements in earnings through new cost-cutting measures based on new methods

4) Entered business fields that boast significant growth potential overseas

5) Strengthened Group companies through comprehensive, optimal management

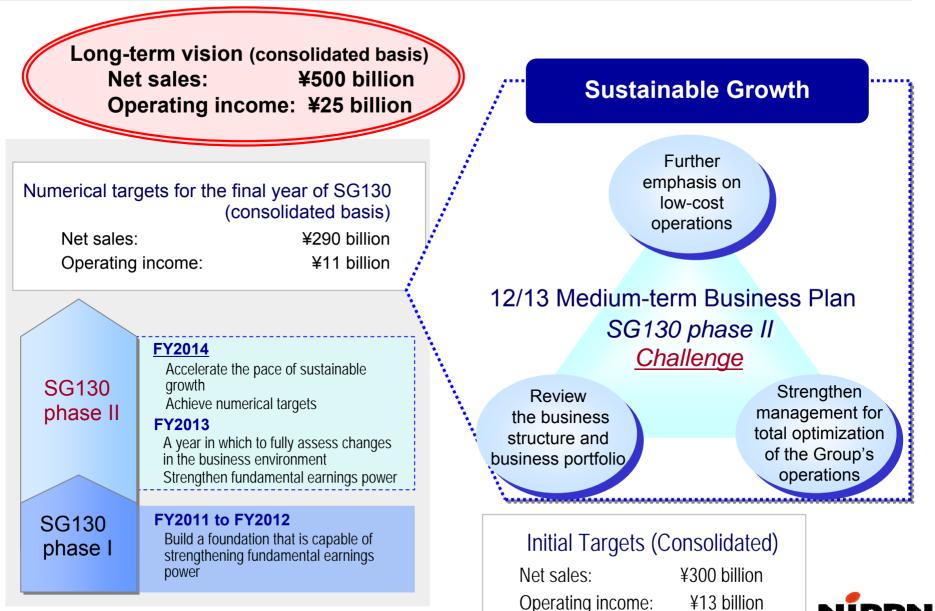
Phase I Pending Issues

1) Quantitative targets yet to be achieved

2) Need to further bolster the Group's ability to address changes in its business environment

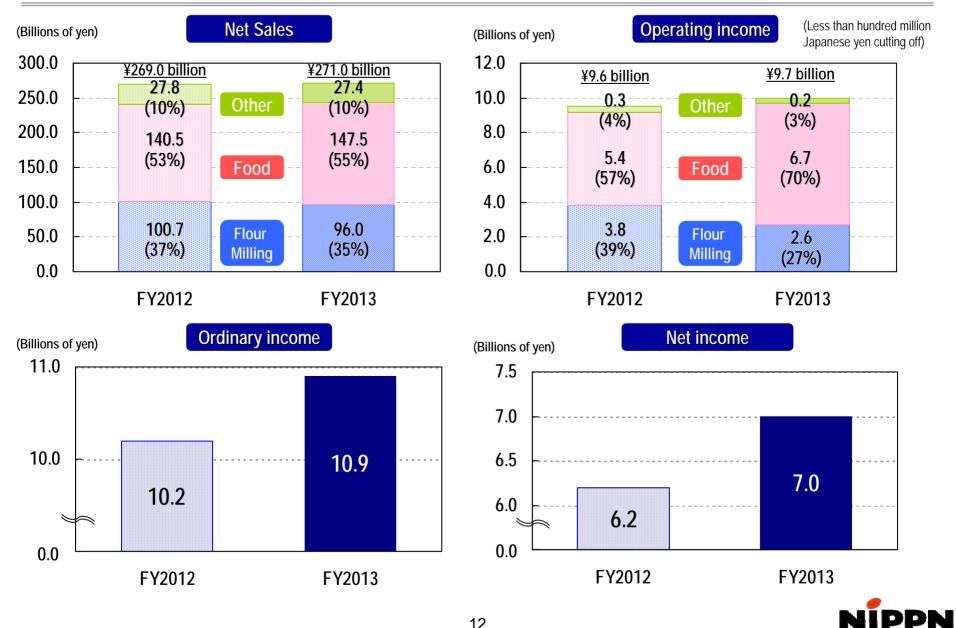


12/13 Medium-term Business Plan Overview of SG130 phase II



FY2013 Performance Overview and Achievements

Business Conditions of FY2013



Highlights of Consolidated Results for FY2013

- Net sales increased. The Food segment offset lower sales of the Flour Milling segment.
- ② Ordinary income increased, exceeding ¥10 billion for the 4th consecutive year.
- ③ Payment of cash dividends of ¥12 per share for the full year. The common dividend was increased by ¥2, whereas for the previous year a commemorative dividend of ¥2 was paid to mark the Company's 115th anniversary.



Concrete Result of SG130 Phase II (1)



Concrete Result of SG130 Phase II (2)

A flour milling line and a raw wheat silo at Kobe-Konan Mill started operation

Western Japan's largest and cutting-edge production base in operation



Roll mill room



NIPPN's Kobe-Konan Mill



Wheat silo

Ready for the age of global competition among companies

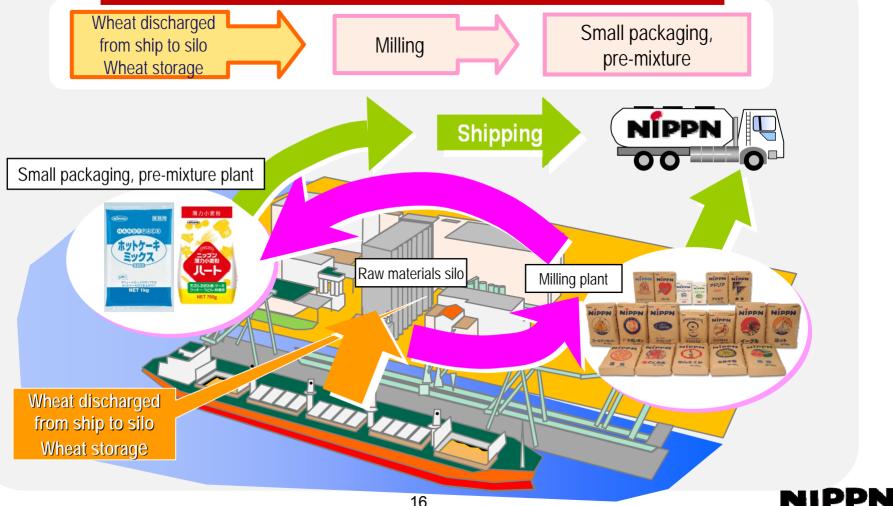
Strengthened competitiveness	Enhanced product availability	Reinforced quality control and environmental measures
 Significant increase in productivity Utilization of cutting-edge IT and full automation Special A Class certified silo (capacity of 23,000 t) Energy-saving mill aligned with power condition Highly efficient automatic high-rise warehouse with vibration controller 	 80% increase in production capacity Increased monthly production from 13,700 t to 24,700 t (September 2012) Small packaging for premixes Integrated and highly efficient mill ranging from flour for business and home use to premixes for business use 	 Japan's first no-window mill to prevent the entry of foreign substances Explosion vents letting in light for safety and health purposes Vehicle control system and intrusion detection, strengthen food defense



Complex High Efficiency Plant

Kobe Konan Plant flour milling line

All processed from flour milling to production of premixes in small-quantity packages completed at a single mill



Ryugasaki Plant Received FSSC22000 for Premix Production

② Measurement of materials and

input

Food Safety System Certification (FSSC) 22000 is an international scheme for food safety systems based on ISO22000

Ryugasaki Plant

FSSC22000 certificate

- <Advantages of FSSC22000 for manufacturers>
- Effective for securing food safety
- Supports globalization of production and sales
- Helps reduce external and internal audit cost

Other plants also received FSSC22000 certificates.







NF Frozen Co., Ltd.

(1) Materials warehouse

Consolidated Results Forecast for FY2014

Consolidated Results Forecast for FY2014

Highlights of consolidated results forecast for FY2014

- Sustainable growth underpinned by increases in sales and profits
- Expansion of sales and thorough cost reduction
- Growth of peripheral businesses and overseas businesses
- Cash dividends of ¥12 to be maintained

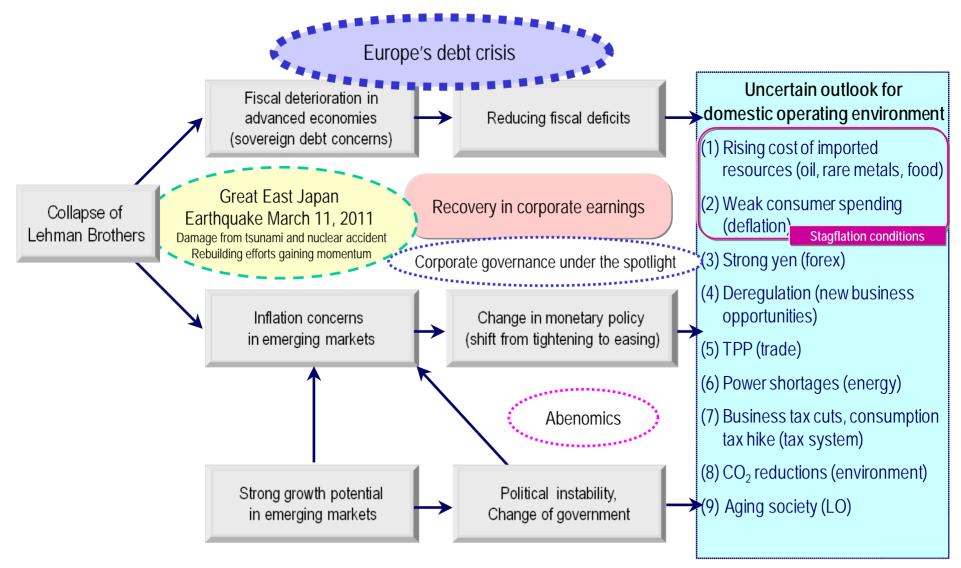
(Millions of yen)

	FY2014 (Forecast)	FY2013	Change	Change(%)
Net sales	290,000	271,069	18,931	7.0%
Operating income	11,000	9,713	1,287	13.3%
Ordinary income	11,500	10,906	594	5.4%
Net income	7,200	7,008	192	2.7%



FY2014 Operating Environment and Strategies

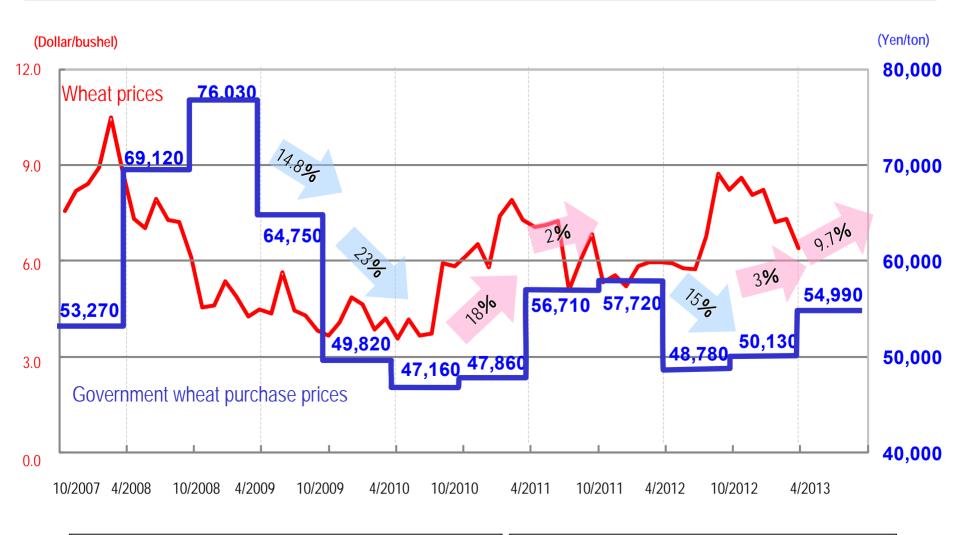
Operating Environment (1) – Expectations of Economic Recovery Following the Change of Government



Source: Belle Investment Research of Japan Inc.



Operating Environment (2) – Wheat Prices and Government Wheat Purchase Prices



Chicago wheat price (front-month wheat prices on Government sales prices of five types of imported wheat (Yen/ton) (including tax)

the last weekend of a month) (Source: CBOT)



Operating Environment (3) – Trends Concerning the Trans-Pacific Partnership (TPP)

Advantages

- Growth of export-oriented companies
- Growth of catering and retail industries
- Resolution of the issue of labor shortages in healthcare and nursing
- Promotion of agricultural reform
- Publicity about the Japanese market's openness

Disadvantages

- Adverse impact on farmers (particularly rice farmers)
 Adverse impact on agriculture-related sectors, such
- as processing, distribution, sales, and tourism
- Neglect of farmland
- Undermining of regional economies
- Deterioration of the labor market for Japanese nationals because of an increase of foreign workers

Positive impact worth ¥3.2 trillion

Major points concerning participation in **TPP negotiations**

Source: Nihon Keizai Shimbur

		Desired measures	Major objections
	Agricultural reform	 Deregulation including measures to facilitate companies' entry to agriculture Expansion of income support scheme for farmers 	 Big adverse impact on small-scale farmers Difficult to secure required financial resources
	Non-tariff trade barriers	 Limit on the insured amount of the Postal Life Insurance Service to remain unchanged Greater imports of American beef 	 Constrains on Japan Post's business expansion Threat to food safety
ın	Movement of people	 More nurses and care workers from abroad Mutual acceptance of professional qualifications, such for accountants 	 Adverse impact on the labor market for Japanese nationals because of the flow of foreigners into Japan Concerns about differences of languages and systems

To sustain the flour milling industry in Japan

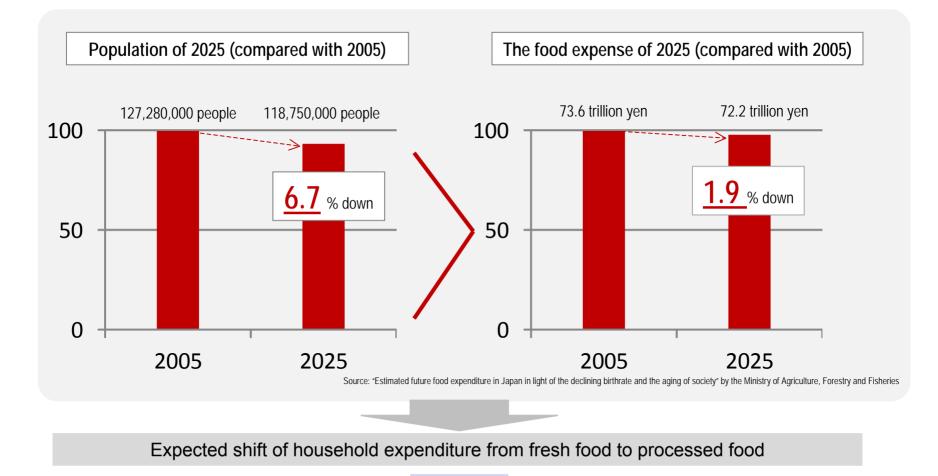
(1) Ensuring consistency between the current wheat system (markup) and tariff elimination ②Ensuring stable supply of Japanese and imported wheat

(3) Securing customers for bran (livestock industry)

(4) Securing operating profit amid declining prices and intensifying competition



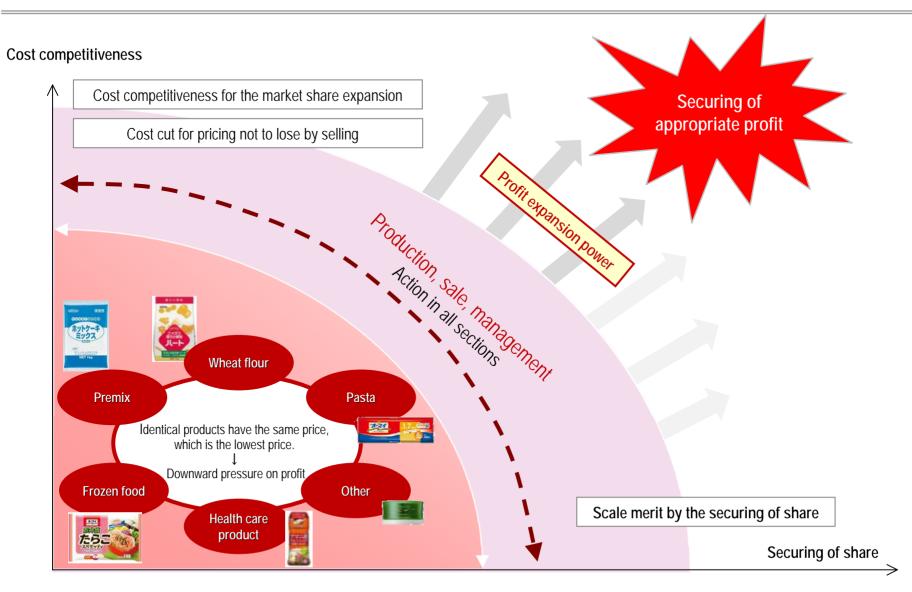
Operating Environment (4) – Food Market from Now on



Development of new products and recipes in response to the trend toward simpler food



Operating Environment (5) – Correspondence to the Market





Non-commoditizing of Commodity Products



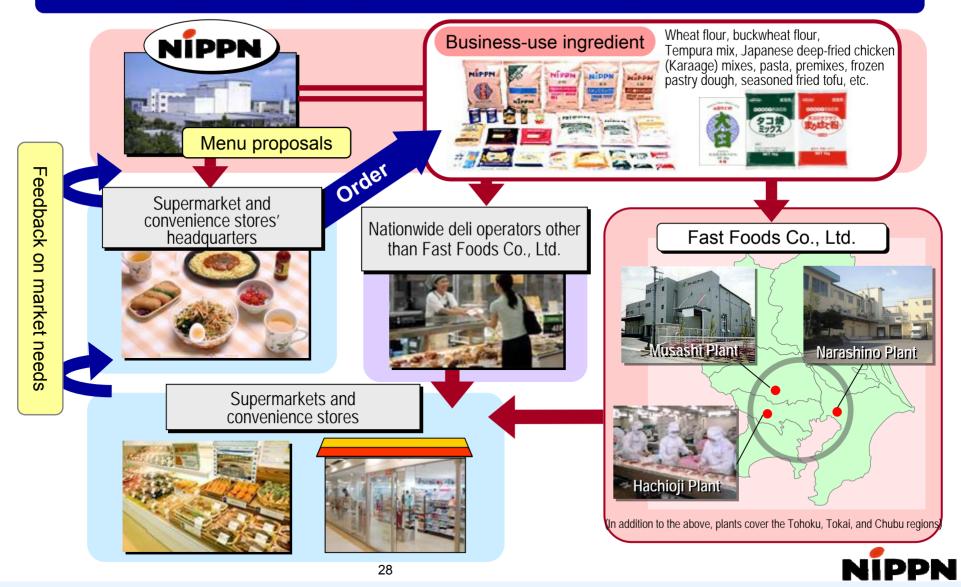
Group Strengths

	FY2013 sales indexed to FY2006) <performance></performance>	<outlook></outlook>
Food ingredients	110 100 2006 2013	 Handy Pack Series a hit product Higher sales to major users (bread makers, delicatessens, restaurants etc.) Growth in sales of mixes containing rice flour, seasonings etc. Sales growth overseas 	 New products and sales promotion ideas tailored to each user business format Develop new functional products Source good quality, reasonably priced food ingredients
Processed foods	2006 2013	 Increase in sales to volume retailers and delicatessens Integrated product development bringing together development, processing research and marketing teams Unique hit products (Japanese deep-fried chicken mix requiring minimal frying oil, Kin-no Pasta, flaxseed, Barilla etc.) Entry into the soy food market 	 Roll out sales campaigns aimed at consumers Propose menu ideas to volume retailers and restaurants Develop PB and 100 yen products Develop new products that are functional and environmentally friendly
Home-use frozen foods	2006 2013	 Oh' my Premium Frozen Spaghetti Dishes hit products Cod roe spaghetti for boxed meals , Korean pancakes etc. hit products Development and higher sales of own-brand products for volume retailers 	 Develop and propose new products Boost sales to wholesalers and volume retailers Expand sales channels to include home delivery and online shopping
Delicatessen	2006 2013	 Restructuring of production sites and related growth in orders Sales growth driven by new menu ideas 	 Raise productivity Anticipate consumer trends Propose menu ideas based on unique ingredients Secure high-quality workers



The Delicatessen Business Strategy

Basic strategy = Supply every possible business-use ingredient for the deli market



Toward Further Enhancing Productivity

Upgrade and expand own raw material wheat silos

- Increase storage capacity for raw material wheat (current capacity of 200,000 tons to 300,000 tons, an increase of 50%)
- Progressively commence upgrading and expanding on completion of preparations
- Approximate investment of ¥10 billion
- Chiba, Kobe-Konan (stage 2 construction), Fukuoka, and Chita Mills (provisional name)



Chiba Mill



Kobe-Konan Mill

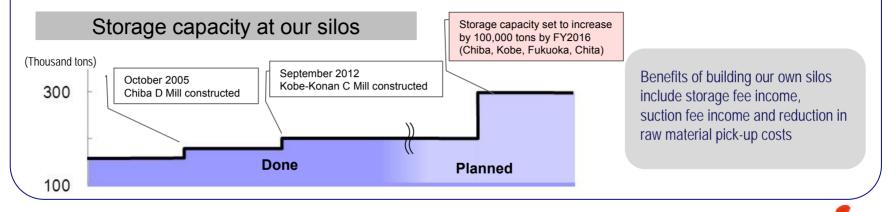


Fukuoka Mill



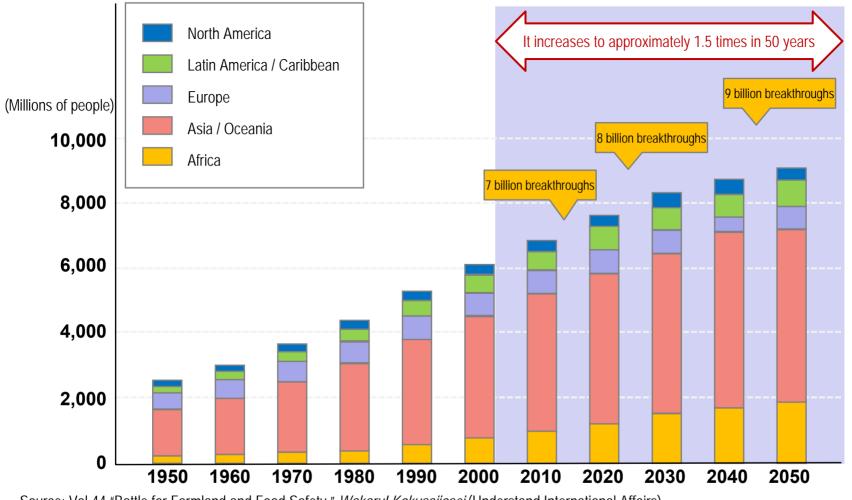


Chita Mill (provisional name)



Cultivate New Market – Recognition of the Present Situation (1)

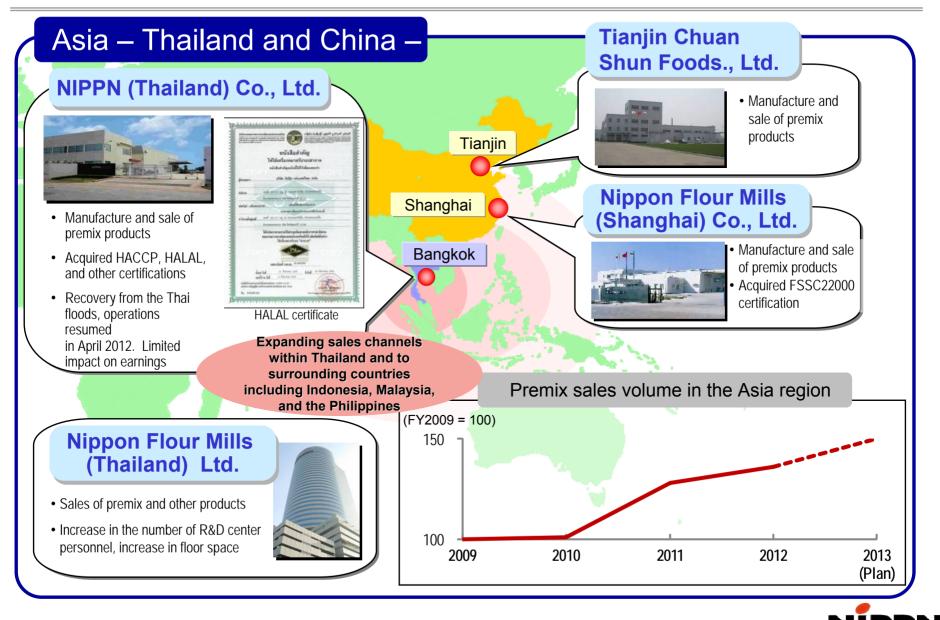
Change of the world population



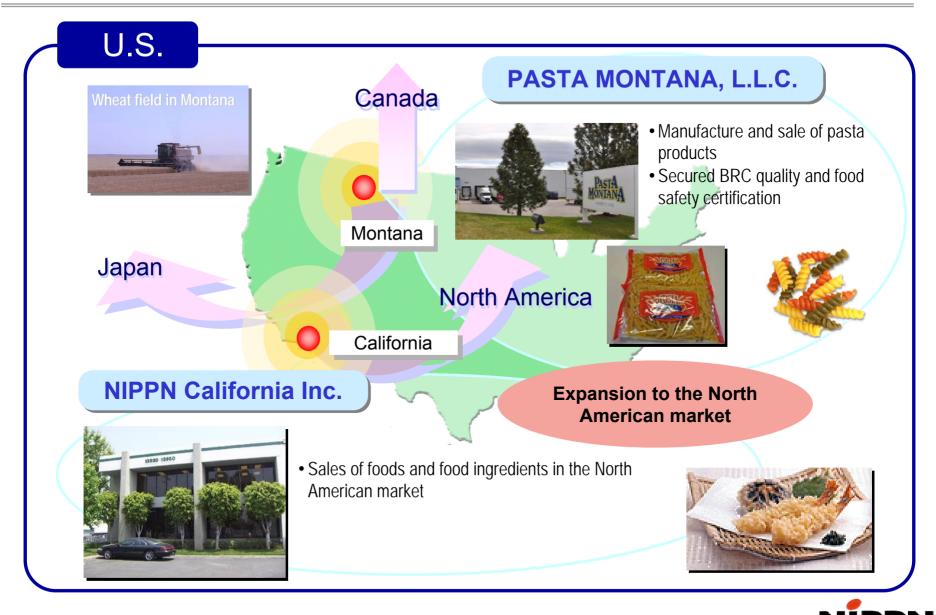
Source: Vol.44 "Battle for Farmland and Food Safety," *Wakaru! Kokusaijosei* (Understand International Affairs), Website of the Ministry of Foreign Affairs of Japan **30**



Cultivate New Market – Overseas Business (1)



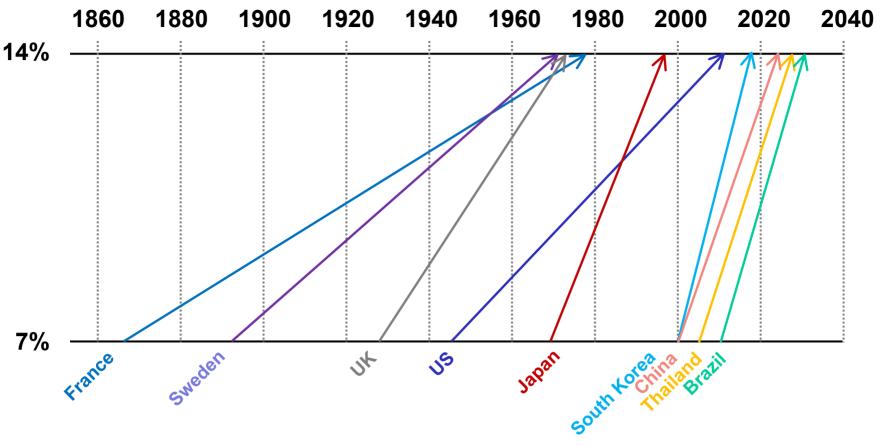
Cultivate New Market – Overseas Business (2)



Cultivate New Market – Recognition of the Present Situation (2)

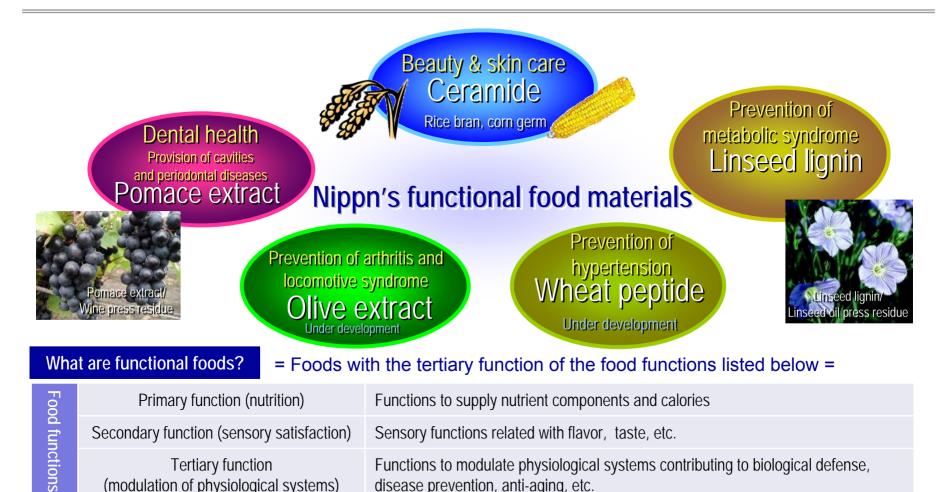
Compression of aging

The pace of aging (time required for the population aged 65 or over to increase from 7% to 14% of a country's total population) will be faster in less developed countries than it has been in developed ones.





Cultivate New Market – Functional Food Materials (1)



Research outcomes (examples)

• Development of a food material effective for mitigating arthritis made from olive oil press residue (Japan Society for Bioscience, Biotechnology, and Agrochemistry, March 2013)

•Impact of plant sphingolipid metabolites on human intestinal cell models (Japan Society for Bioscience, Biotechnology, and Agrochemistry, March 2013)

•Winner of the 8th Journal of Oleo Science Impact Award (Award ceremony to be held at Japan Oil Chemists' Society's conference in September 2013. 2nd award following the winning of the 3rd Journal of Oleo Science Impact Award)

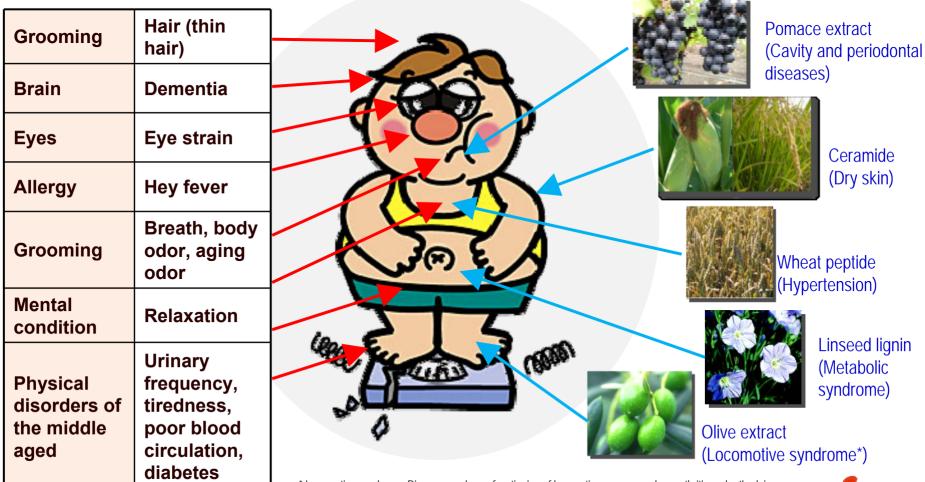


Cultivate New Market – Functional Food Materials (2)

Quest for new materials and enhancement of existing materials

Quest for new materials

Enhancement of existing materials



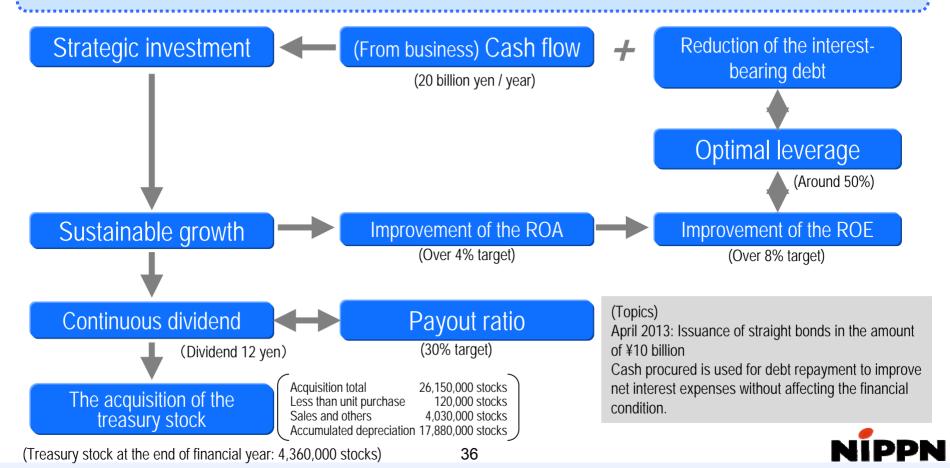
* Locomotive syndrome: Diseases and poor functioning of locomotive organs, such as arthritis and arthralgia

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Steps to Strengthen the Group's Financial Position

Basic policies

- •Optimally allocate stable CF from operations through sustainable growth by strategic investment
- Realize the optimum capital structure by enhancing asset efficiency to maintain/improve the rating
- •Establish the financial condition capable of continually returning profit to shareholders (including acquisition of treasury stock)



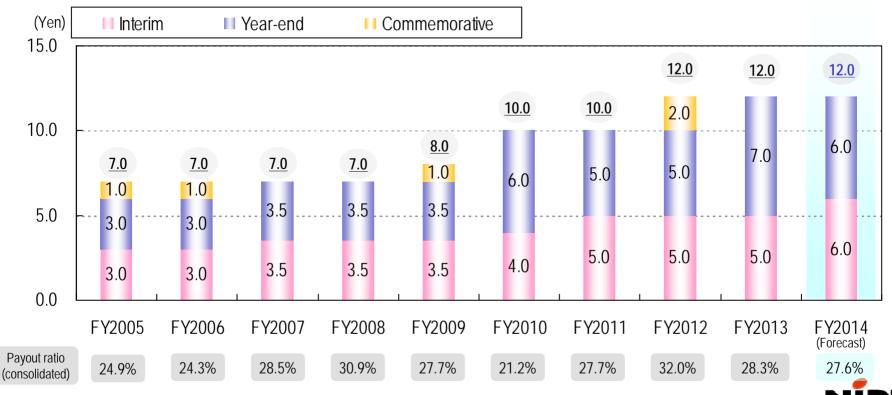
Returning Profits to Shareholders

NIPPN maintains a prudent approach toward its internal reserves taking into

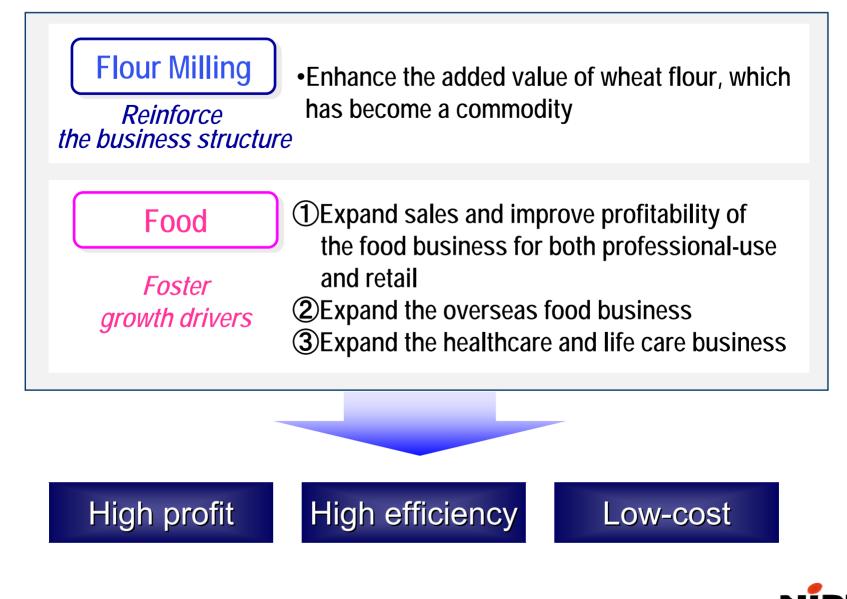
consideration the need to strengthen its corporate structure, prepare for future business

- development, and respond to changes in its operating environment.
- Every effort is made to ensure the stable and continuous payment of dividends.
- The payment of dividends is based on a thoroughgoing assessment of NIPPN
- consolidated performance and financial position.

Trends in Dividends per Share



Summary of the Growth Strategy



Code number: 2001

NIPPN

Overview of Fiscal Year ended March 31, 2013 (FY2013) Business Results and FY2014 Forecasts

May 22, 2013

Nippon Flour Mills Co., Ltd. http://www.nippn.co.jp

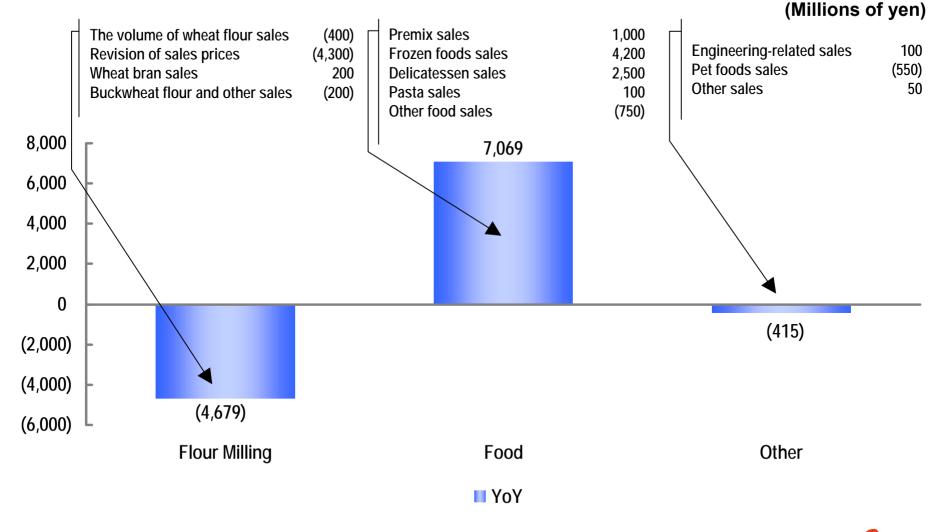
Consolidated Statements of Income

(Millions of ven) FY2012 FY2013 YoY Vs. net sales Vs. net sales Change Change (%) Flour Milling 100,745 37.4% 96.066 35.4% (4, 679)(4.6%) Net sales Food 140.521 147.591 7.069 5.0% 52.2% 54.5% Other 27,827 27,412 (415) (1.5)% 10.3% 10.1% Total 269.094 271.069 1.974 0.7% 100.0% 100.0% 3,807 2,662 Flour Milling 3.8% 2.8% (1, 145)(30.1)% Operating income 5.466 1,292 23.7% Food 3.9% 6.758 4.6% Other 361 1.3% 293 1.1% (67) (18.8)% 9,634 9,713 78 0.8% Total 3.6% 3.6% Ordinary income 10,210 10,906 695 6.8% 3.8% 4.0% Net income 6,235 7,008 772 12.4% 2.3% 2.6% ROF 0.4pt 6.2% 6.6% EPS ¥4.91 ¥37.46 ¥42.37



Analysis of Factors for Changes in Net Sales

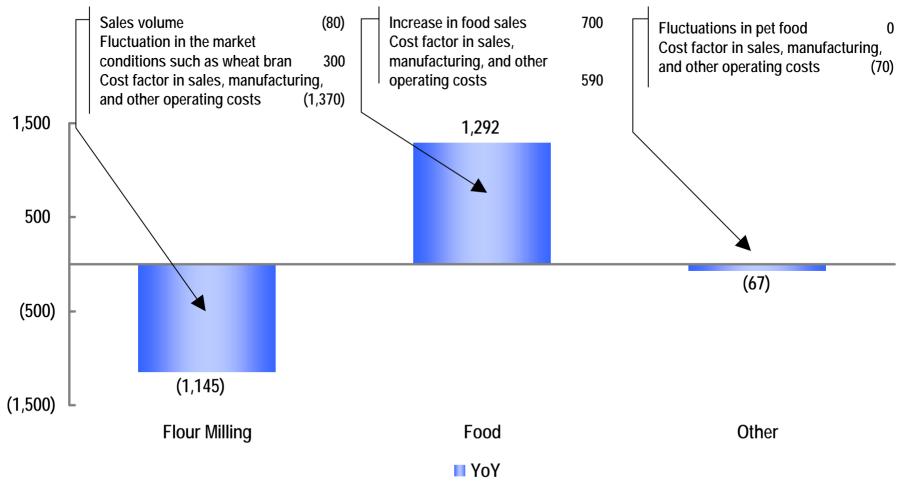
•Factors for changes in net sales (overall increase of ¥1,974 million)



Analysis of Factors for Changes in Operating Income

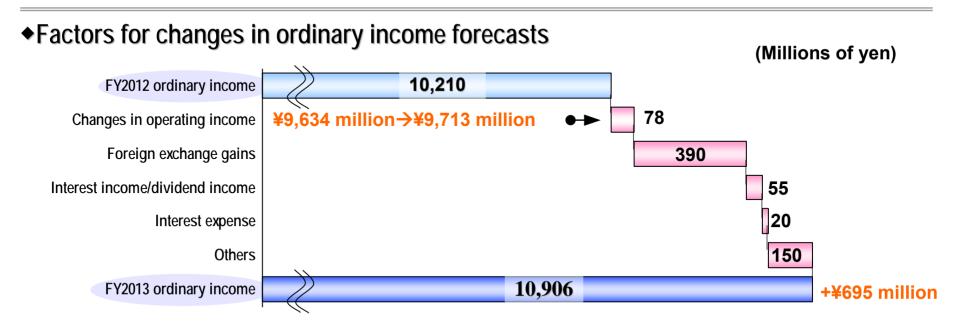
•Factors for changes in operating income (overall increase of ¥78 million)

(Millions of yen)





Analysis of Factors for Changes in Ordinary Income/ Net Income



Factors for changes in net income forecasts





Consolidated Balance Sheets (Assets)

(Millions of yen)

							(initiatio of Joh)	
	FY20 ⁻	12	FY20	13	Change		Factors for changes	
	(As of Mar. 31, 2012)	Component ratio	(As of Mar. 31, 2013)	Component ratio				
Current assets	84,931	41.9%	85,671	39.9%	740	(2.0)pt		
Tangible assets	74,223	36.6%	78,390	36.5%	4,167	0.0pt	Increase of capital investment	
Intangible fixed assets	1,690	0.8%	1,453	0.7%	(236)	(0.2)pt		
Investments and other assets	42,059	20.7%	49,012	22.9%	6,953	2.2pt	Market value of investment securities	
Fixed assets	117,973	58.1%	128,857	60.1%	10,883	2.0pt		
Total assets	202,904	100.0%	214,528	100.0%	11,623	-		



Consolidated Balance Sheets (Liabilities and Net Assets)

(Millions of yen)

	FY2012		FY2013		Change		Factors	
	(As of Mar. 31, 2012)	Component ratio	(As of Mar. 31, 2013)	Component ratio	Change		for changes	
Current liabilities	63,367	31.2%	73,741	34.4%	10,373	3.2pt		
Long-term liabilities	35,086	17.3%	27,523	12.8%	(7,562)	(4.5)pt		
Total liabilities	98,453	48.5%	101,265	47.2%	2,811	(1.3)pt		
Common stock	12,240	6.0%	12,240	5.7%	-	(0.3)pt		
Additional capital surplus	10,666	5.3%	10,666	4.9%	0	(0.4)pt		
Retained earnings	72,855	35.9%	77,875	36.3%	5,019	0.4pt		
Treasury stock, at cost	(1,577)	(0.8)%	(1,577)	(0.7)%	(0)	0.1p		
Accumulated other comprehensive income	8,085	4.0%	12,207	5.7%	4,121	1.7pt		
Minority interests	2,179	1.1%	1,851	0.9%	(328)	(0.2)pt		
Total net assets	104,450	51.5%	113,263	52.8%	8,812	1.3pt		
Total liabilities and net assets	202,904	100.0%	214,528	100.0%	11,623	_		



Consolidated Statements of Cash Flows

(Millions of yen)

	FY2012	FY2013	Change
Cash flows from operating activities	41	19,195	19,153
Cash flows from investing activities	(11,412)	(13,051)	(1,639)
Cash flows from financial activities	(638)	(6,195)	(5,556)
Effect of exchange rate changes on cash and cash equivalents	(39)	203	242
Increase (decrease) in cash and cash equivalents	(12,048)	151	12,200
Cash and cash equivalents at beginning of the year	21,956	9,848	(12,107)
Decrease in cash and cash equivalents resulting from exclusion of subsidiaries from consolidation	(59)	_	59
Cash and cash equivalents at end of the year	9,848	10,000	151

• Major factors contributing to an Changes in cash flows from operating activities = Increase of net income and decrease of inventories

• Major factors contributing to an Changes in cash flows from investing activities = Capital investment

Major factors contributing to an Changes in cash flows from financial activities = Decrease of CP



Forecasts for the Year ending March 31, 2014

(Millions of yen)

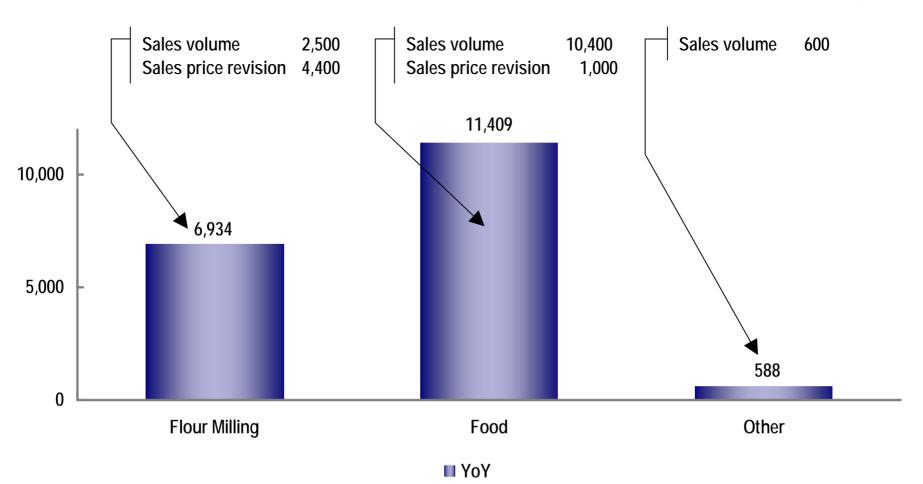
		FY2013		FY2014 (Fo	orecast)	ΥοΥ		
		Result	Vs. net sales	Forecast	Vs. net sales	Change	Change	
Net	Flour Milling	96,066	35.4%	103,000	35.5%	6,934	7.2%	
	Food	147,591	54.5%	159,000	54.8%	11,409	7.7%	
Net sales	Other	27,412	10.1%	28,000	9.7%	588	2.1%	
	Total	271,069	100.0%	290,000	100.0%	18,931	7.0%	
Op	Flour Milling	2,662	2.8%	3,500	3.4%	838	31.5%	
Operating income	Food	6,758	4.6%	7,200	4.5%	442	6.5%	
g incc	Others	293	1.1%	300	1.1%	7	2.4%	
ome	Total	9,713	3.6%	11,000	3.8%	1,287	13.3%	
Ordir	nary income	10,906	4.0%	11,500	4.0%	594	5.4%	
Net i	ncome	7,008	2.6%	7,200	2.5%	192	2.7%	
ROE		6.6%		6.3%	, 0	(0.3)pt		
EPS		S ¥42.37		¥43.5	53	¥1.16		



Analysis of Factors for Changes in Net Sales Forecasts

◆Factors for changes in net sales forecasts (overall increase of ¥18,931 million)

(Millions of yen)

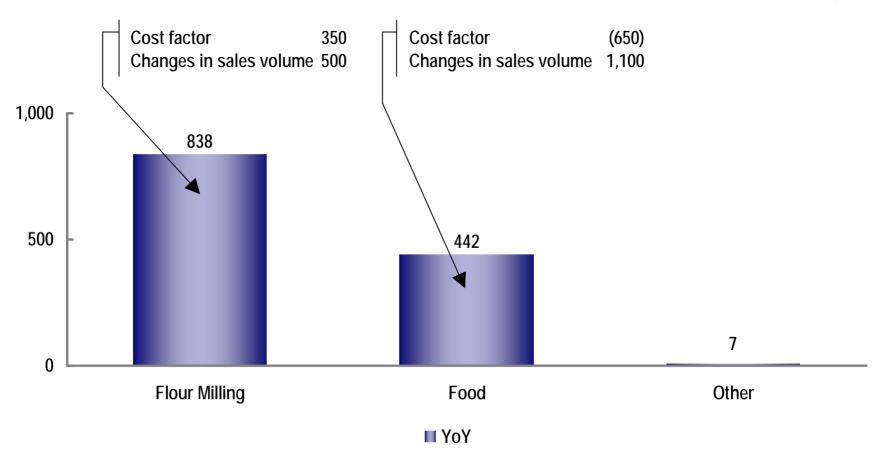




Analysis of Factors for Changes in Operating Income Forecasts

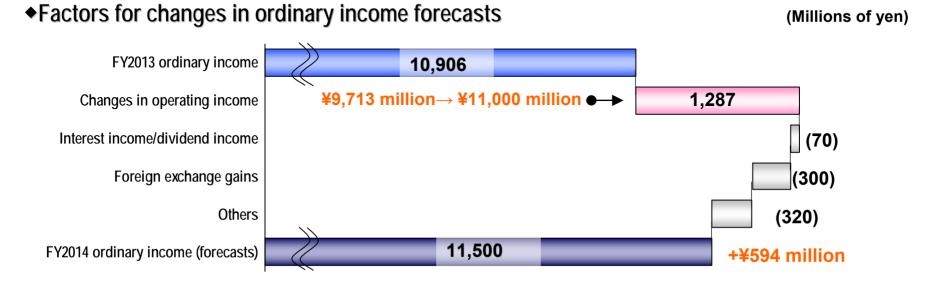
•Factors for changes in net sales forecasts (overall increase of ¥1,287 million)

(Millions of yen)





Analysis of Factors for Changes in Ordinary Income/ Net income Forecasts



Factors for changes in net income forecasts





This document includes details of the Company's current plans and performance forecasts. These future plans and forecast figures are based on information currently available as well as the Company's plans and projections. Actual results and performance may differ materially from these plans and forecast figures due to a variety of conditions and factors. This document does not represent a definitive commitment or guarantee by the Company to achieve stated plans and forecast figures.

> Investor Relations Office Accounting and Finance Div. Nippon Flour Mills Co., Ltd.

> > TEL 03(3350)2356FAX 03(3356)5176

