## BRIEF STATEMENTS OF ACCOUNTS

FOR THE THIRD QUARTER OF THE YEAR ENDING MARCH 31, 2004 (CONSOLIDATED)
(Based on accounting principles generally accepted in the U.S.A.)

Name of listed company:
Listing exchange:
Code number:
Representative:
Inquiries to be directed to:

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Tokyo Stock Exchange, First section and Osaka Securities Exchange, First section 2282
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1. Matters concerning the preparation of the brief quarterly statements of accounts:
1) Differences in the accounting method from the recognition method for the most recent business year on a consolidated basis: None.
2) Changes in the scope of consolidation and the application of equity method: Yes.

Consolidated subsidiaries
Consolidated subsidiaries
Companies subject to equity method
Companies subject to equity method

| (inclusion): | 5 companies |
| :--- | :--- |
| (exclusion): | 4 companies |
| (inclusion): | 1 company |
| (exclusion): | 0 company |

2. Summary of the business results for the third quarter of the business year ending March 31, 2004 (from April 1, 2003 to December 31, 2003):
(1) Progress of consolidated operating results
(Each amount is shown by rounding any fraction of over half of a million yen thereof upward to the nearest million yen and disregarding the rest.)

|  | Third quarter <br> ended December <br> 31,2003 | Third quarter <br> ended December <br> 31,2002 | (For reference) <br> Year ended <br> March 31, 2003 |
| :--- | :---: | :---: | :---: |
| Net sales: | $¥ 717,612$ million <br> $(-\%)$ | - <br> $(-\%)$ | $¥ 909,999$ million |
| Operating income: | $¥ 22,484$ million <br> $(-\%)$ | - <br> $(-\%)$ | $¥ 23,121$ million |


|  | Third quarter <br> ended December <br> 31,2003 | Third quarter <br> ended December <br> 31,2002 | (For reference) <br> Year ended <br> March 31, 2003 |
| :--- | :---: | :---: | :---: |
| Income before income taxes: | $¥ 20,610$ million <br> $(-\%)$ | - <br> $(-\%)$ | $¥ 13,301$ million |
| Net income: | $¥ 11,969$ million <br> $(-\%)$ | - <br> $(-\%)$ | $¥ 4,409$ million |
| Net income per share (basic): | $¥ 52.42$ | - | $¥ 19.30$ |
| Net income per share (diluted): | $¥ 51.88$ | - | - |

(Note) The disclosure of quarterly financial statements has commenced as from the first quarter of the current business year. Hence, no actual results for the third quarter of the previous business year or no comparison with the actual results for the third quarter of the previous business year is given herein.
[Qualitative information on the progress of consolidated operating results, etc.]
During the third quarter of the business year under review, the Japanese economy remained in a deflationary trend while corporate earnings and capital investment showed a sign of recovery. Consequently, private spending remained sluggish due to the unforeseeable employment situation and the economy remained in a difficult condition.

In the food and fresh meats industry, the market was dislocated by the provision of a safeguard against pork and chilled beef and the emergence of BSE and avian flu. Consumers' preference for lower-priced products has intensified marketing competition and the market is placed in a severe condition.

Under these circumstances, the Group (including the Company and its group companies) has placed utmost importance on adhering to compliance-based management and strengthening corporate governance to restore the confidence of the society and consumers since the start of the current business year. However, the Company through its self-imposed investigations found the use of an unauthorized vaccine by its affiliate in the past, which was publicized by the Company in December 2003. We must express our sincere apology to everyone for a good deal of trouble and disturbance.

The Company will exert group-wide efforts to study legislation comprehensively and promote internal control to establish a stronger basis for corporate governance and further foster an awareness of compliance to seek honest and highly transparent management.

With this business policy, the Company has exerted its efforts to improve its quality assurance system to meet consumers' desires for safety and security, establish a system to speedily respond to customer needs and further promote product development to cultivate new category markets, whereby improving sales. Specifically, in its year-end gift blitz, the Company leveraged its line of roast beef products and developed assorted gifts in collaboration with its group companies to meet varied needs for gift products.

As a result, for the third quarter of the business year under review, on a consolidated
basis, net sales amounted to $¥ 717,612$ million. Income before income taxes and net income amounted to $¥ 20,610$ million and $¥ 11,969$ million, respectively.

By product category, net sales of hams and sausages, processed foods, fresh meats, seafood, dairy products and others amounted to $¥ 110,808$ million, $¥ 140,038$ million, $¥ 369,777$ million, $¥ 56,021$ million, $¥ 13,943$ million and $¥ 27,025$ million, respectively.
(2) Movement in the consolidated financial condition
(Each amount is shown by rounding any fraction of over half of a million yen thereof upward to the nearest million yen and disregarding the rest.)

|  | Third quarter <br> ended December <br> 31,2003 | Third quarter <br> ended December <br> 31,2002 | (For reference) <br> Year ended March <br> 31,2003 |
| :--- | ---: | :---: | :---: |
| Total assets | $¥ 660,963$ million | - | $¥ 621,579$ million |
| Shareholders' equity | $¥ 256,723$ million | - | $¥ 246,981$ million |
| Ratio of shareholders' <br> equity to total assets | $38.8 \%$ | - |  |
| Shareholders' equity <br> per share | $¥ 1,124.38$ | - | $39.7 \%$ |

(Note) The disclosure of quarterly financial statements has commenced as from the first quarter of the current business year. Hence, no actual results for the third quarter of the previous business year are given herein.
[State of consolidated cash flows]
(Each amount is shown by rounding any fraction of over half of a million yen thereof upward to the nearest million yen and disregarding the rest.)
$\left.\left.\begin{array}{|l|c|c|c|}\hline & \begin{array}{c}\text { Third quarter } \\ \text { ended December } \\ 31,2003\end{array} & \begin{array}{c}\text { Third quarter } \\ \text { ended December } \\ 31,2002\end{array} & \begin{array}{c}\text { (For reference) } \\ \text { Year ended March } \\ 31,2003\end{array} \\ \hline \begin{array}{l}\text { Cash flows from } \\ \text { operating activities }\end{array} & (¥ 2,494 \text { million) } & - & ¥ 39,582 \text { million }\end{array} \right\rvert\, \begin{array}{l}\text { ( } ¥ 3,377 \text { million) }\end{array}\right)$
(Note) The disclosure of quarterly financial statements has commenced as from the first quarter of the current business year. Hence, no actual results for the third quarter of the previous business year are given herein.
[Qualitative information on the movement in the consolidated financial position, etc.]
<Financial position>
At the end of the third quarter of the business year under review, total assets increased by $6.3 \%$ from the end of the previous business year to account for $¥ 660,963$ million, principally due to an increase in trade notes (non-interest bearing) and accounts receivable arising from a seasonal factor in which the year-end blitz increased sales.

Principally, trade notes (non-interest bearing) and accounts increased by $¥ 49,978$ million, inventories increased by $¥ 9,260$ million, cash and cash equivalents decreased by 14,736 million and property, plant and equipment decreased by $¥ 4,661$ million.

Shareholder's equity increased by $3.9 \%$ from the end of the previous business year to account for $¥ 256,723$ million. As a result, the ratio of shareholders' equity declined $0.9 \%$ from the end of the previous business year to $38.8 \%$.

Interest-bearing debt decreased by $¥ 6,501$ million from the end of the previous business year to account for $¥ 205,884$ million.
<Cash flows>
With regard to operating activities, cash increased due to increases in net income and accounts payable - trade. However, due to a substantial increase in accounts receivable - trade and an increase in inventories, net cash provided by operating activities amounted to negative $¥ 2,494$ million.

With regard to investing activities, cash increased as a result of consolidation of Hoko Co., Ltd. and withdrawal of time deposits. However, due to capital investment accounting for $¥ 14,358$ million, net cash used in investing activities amounted to $¥ 3,377$ million.

With regard to financing activities, net cash used in financing activities amounted to $¥ 8,865$ million, due to the payment of cash dividends of $¥ 3,660$ million, the redemption of convertible bonds and straight bonds and the borrowing of long-term debt thereupon.

As a result, for the third quarter of the business year under review, cash and cash equivalents at end of the quarter decreased by $¥ 14,736$ million in comparison with the end of the previous business year to amount to $¥ 72,009$ million.
3. Forecast of consolidated operating results for the year ending March 31, 2004 (from April 1, 2003 to March 31, 2004):

With regard to the forecast of operating results for the business year ending March 31, 2004, the forecast publicized as of November 18, 2003 has not been amended. However, it may be amended due to the possible occurrence of uncertain factors, including the influence of the embargo on imports due to the emergence of BSE in the United States and avian flu in East Asia.

In the event that any amendment to the forecast of operating results becomes necessary, it will be publicized promptly.

## Attachment

- Consolidated Balance Sheets


## CONSOLIDATED BALANCE SHEETS

|  |  |  |
| :---: | :---: | :---: |
|  | Third quarter ended December 31, 2003 (as of December 31, 2003) | $\begin{gathered} \text { Year ended March 31, } \\ 2003 \\ \text { (as of March 31, 2003) } \end{gathered}$ |
| Assets |  |  |
| Current assets: |  |  |
| Cash and cash equivalents | 72,009 | 86,745 |
| Time deposits | 2,255 | 6,243 |
| Marketable securities | 1,408 | 1,564 |
| Trade notes (non-interest bearing) and accounts receivable | 141,644 | 91,666 |
| Allowance for doubtful receivables | $(1,967)$ | $(1,079)$ |
| Inventories | 89,988 | 80,728 |
| Deferred income taxes | 4,927 | 5,184 |
| Prepayments and other current assets | 13,326 | 11,749 |
| Total current assets | 323,590 | 282,800 |
| Investment and non-current receivables: |  |  |
| Investment in and advances to associated companies | 1,233 | 1,210 |
| Other securities investments | 22,941 | 19,776 |
| Deposits and sundry investments | 15,643 | 16,234 |
| Total investments and non-current receivables | 39,817 | 37,220 |
| Property, plant, and equipment - at cost, less accumulated depreciation | 269,274 | 273,935 |
| Deferred income taxes - non-current | 23,499 | 22,340 |
| Other assets | 4,783 | 5,284 |
| Total | 660,963 | 621,579 |


|  | Third quarter ended December 31, 2003 (as of December 31, 2003) | $\begin{aligned} & \hline \text { Year ended March 31, } \\ & 2003 \\ & \text { (as of March 31, 2003) } \end{aligned}$ |
| :---: | :---: | :---: |
| Liabilities and Shareholders' equity |  |  |
| Current Liabilities: |  |  |
| Short-term bank loans | 107,756 | 111,307 |
| Current maturities of long-term debt | 25,072 | 25,676 |
| Trade notes (principally non-interest bearing) and accounts payable | 103,486 | 78,201 |
| Accrued income taxes | 6,692 | 5,224 |
| Deferred income taxes | 403 | 212 |
| Accrued expenses | 12,032 | 15,216 |
| Other current liabilities | 9,057 | 7,946 |
| Total current liabilities | 264,498 | 243,782 |
| Liability under retirement and severance program | 52,818 | 51,652 |
| Long-term debt, less current maturities | 80,108 | 75,666 |
| Deferred income taxes - non-current | 3,796 | 829 |
| Minority interests | 3,020 | 2,669 |
| Shareholders' equity: |  |  |
| Common stock | 24,166 | 24,166 |
| Capital surplus | 50,438 | 50,438 |
| Retained earnings: |  |  |
| Appropriated for legal reserve | 6,615 | 6,562 |
| Unappropriated | 199,511 | 191,248 |
| Accumulated other comprehensive loss | $(23,869)$ | $(25,306)$ |
| Treasury stock, at cost | (138) | (127) |
| Total shareholders' equity | 256,723 | 246,981 |
| Total | 660,963 | 621,579 |

## STATEMENTS OF CONSOLIDATED INCOME



## STATEMENTS OF CONSOLIDATED CASH FLOWS

|  |  | (Millions of y |
| :---: | :---: | :---: |
|  | Third quarter ended December 31, 2003 (from April 1, 2003 to December 31, 2003) | Year ended <br> March 31, 2003 <br> (from April 1, 2002 <br> to March 31, 2003) |
| Operating Activities: <br> Net income <br> Adjustments to reconcile net income to net cash provided by operating activities: <br> Depreciation and amortization <br> Income taxes - deferred <br> Decrease (increase) in trade notes and accounts receivable <br> Decrease (increase) in inventories <br> Increase (decrease) in trade notes and accounts payable <br> Increase (decrease) in accrued income taxes <br> Other - net | $\begin{array}{r} 11,969 \\ \\ 18,102 \\ 563 \\ \\ (43,900) \\ (5,428) \\ 22,472 \\ 1,490 \\ (7,762) \end{array}$ | $\begin{array}{r} 4,409 \\ \\ 25,032 \\ (42) \\ 16,052 \\ 13,928 \\ (15,271) \\ (6,378) \\ 1,852 \end{array}$ |
| Net cash provided by operating activities | $(2,494)$ | 39,582 |
| Investing Activities: <br> Additions to property, plant, and equipment <br> Proceeds from sales of property, plant and equipment <br> Decrease in time deposits <br> Purchases of marketable securities and other securities investments <br> Proceeds from sales of marketable securities and other securities investments <br> Business acquisitions, net of cash acquired <br> Decrease in deposits and sundry investments <br> Other - net | $\begin{gathered} (14,358) \\ 1,047 \\ 3,888 \\ (472) \\ 1,469 \\ 4,698 \\ 953 \\ (602) \\ \hline \end{gathered}$ | $(25,251)$ 1,387 16,712 $(1,323)$ 6,705 $(2,140)$ 488 $(1,717)$ |
| Net cash used in investing activities | $(3,377)$ | $(5,139)$ |
| Financing Activities: <br> Cash dividends <br> Increase (decrease) in short-term bank loans <br> Proceeds from long-term debt <br> Repayments of long-term debt <br> Others - net | $\begin{gathered} (3,660) \\ (1,622) \\ 19,620 \\ (23,298) \\ 95 \end{gathered}$ | $\begin{array}{r} (3,660) \\ 13,529 \\ 867 \\ (11,509) \\ 20 \end{array}$ |
| Net cash used in financing activities | $(8,865)$ | (753) |
| Net increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of the quarter (year) | $\begin{gathered} (14,736) \\ 86,745 \end{gathered}$ | $\begin{aligned} & \hline 33,690 \\ & 53,055 \end{aligned}$ |
| Cash and cash equivalents at end of the quarter (year) | 72,009 | 86,745 |
| Additional Information: <br> Cash payment for the quarter (year) <br> Interest paid <br> Income taxes paid | $\begin{aligned} & 2,199 \\ & 6,652 \end{aligned}$ | $\begin{array}{r} 3,327 \\ 15,319 \\ \hline \end{array}$ |

$\left.\begin{array}{|l|c|c|}\hline & \begin{array}{c}\text { Third quarter ended } \\ \text { December 31, 2003 } \\ \text { (from April 1, 2003 }\end{array} & \begin{array}{c}\text { Year ended } \\ \text { March 31, 2003 }\end{array} \\ \text { (from April 1, 2002 } \\ \text { to December 31, 2003) }\end{array}\right\}$

## SEGMENT INFORMATION

1. Segment information by business category:

For the third quarter ended December 31, 2003 (from April 1, 2003 to December 31, 2003):

| Items | $\begin{array}{\|c\|} \hline \text { Fresh meat- } \\ \text { related } \\ \text { businesses } \\ \hline \end{array}$ | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Other businesses | Total | Eliminations or groupwide | Consolidation |
| Net sales <br> (1) Sales to outside customers <br> (2) Inter-segment sales | $\begin{array}{r} 628,343 \\ 13,290 \\ \hline \end{array}$ | $\begin{array}{r} 89,269 \\ 1,450 \\ \hline \end{array}$ | $\begin{array}{r} 717,612 \\ 14,740 \\ \hline \end{array}$ | $(14,740)$ | 717,612 |
| Total | 641,633 | 90,719 | 732,352 | $(14,740)$ | 717,612 |
| Operating expenses | 620,662 | 89,196 | 709,858 | $(14,730)$ | 695,128 |
| Operating income | 20,971 | 1,523 | 22,494 | ( 10) | 22,484 |

(Notes) 1. Businesses are categorized in accordance with the similarities of products in types and features. However, any net sales and any operating income of any business other than fresh meat-related businesses account for less than $10 \%$ of the total net sales and operating income of all the segments, respectively. Hence, all businesses other than fresh meat-related businesses are indicated collectively as the "other businesses".
2. Principal products included in each business category are as follows:

Fresh meat-related businesses: Hams and sausages, processed foods and fresh meats, etc.

Other businesses: Seafood and dairy products, etc.

For the year ended March 31, 2003 (from April 1, 2002 to March 31, 2003)
The Group engages principally in the production and marketing of fresh meatrelated hams and sausages, processed foods and fresh meats. Because total net sales and total operating income, respectively, comprised more than $90 \%$ of the whole segments, the Company didn't prepare segment information by business category for the year ended March 31, 2003.
2. Segment information by geographic area:

For the third quarter of the year ending March 31, 2004 (from April 1, 2003 to December 31, 2003):
(Millions of yen)

| Items | Japan | Other <br> areas | Total | Eliminations <br> or group- <br> wide | Consolidation |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales: <br> (1) Sales to outside customers <br> (2) Inter-segment sales | 665,497 | 52,115 | 717,612 |  | - |
| Total | 322 | 46,569 | 46,891 | $(46,891)$ | 717,612 |
| Operating expenses | 665,819 | 98,684 | 764,503 | $(46,891)$ | 717,612 |
| Operating income | 643,514 | 98,559 | 742,073 | $(46,945)$ | 695,128 |

(Notes) 1. Countries and areas are categorized in accordance with their geographic nearness. However, any net sales in any country or area other than Japan account for less than $10 \%$ of the total net sales of all the segments. Hence, all the countries and areas other than Japan are indicated collectively as the "other areas".
2. The other areas principally consist of Australia, the United States and Thailand.

For the year ended March 31, 2003 (from April 1, 2002 to March 31, 2003):

| Items | Japan | Other <br> areas | Total | Eliminations <br> or group- <br> wide | Consolidation |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales: <br> (1) Sales to outside customers <br> (2) Inter-segment sales | 825,029 <br> 494 | 84,970 <br> 54,035 | 909,999 <br> 54,529 | - <br> $(54,529)$ | 909,999 |
| Total | 825,523 | 139,005 | 964,528 | $(54,529)$ | 909,999 |
| Operating expenses | 804,390 | 137,026 | 941,416 | $(54,538)$ | 886,878 |
| Operating income | 21,133 | 1,979 | 23,112 | 9 | 23,121 |

(Notes) 1. Countries and areas are categorized in accordance with their geographic nearness. However, any net sales in any country or area other than Japan account for less than $10 \%$ of the total net sales of all the segments. Hence, all the countries and areas other than Japan are indicated collectively as the "other areas".
2. The other areas principally consist of Australia, the United States and Thailand.
3. Overseas sales:

As respective overseas sales for the year ended March 31, 2003 and the third quarter of the year ending March 31, 2004 did not amount to at least $10 \%$ of our consolidated sales, presentation of overseas sales is omitted.

