

Sales Overview

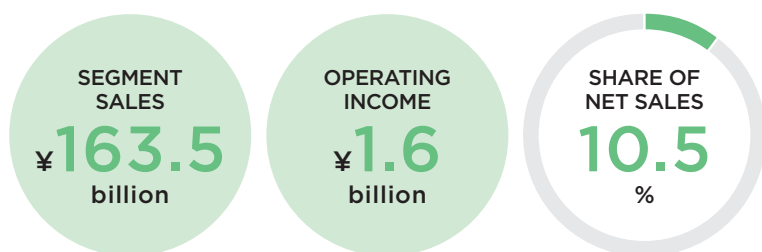
Processed Foods Business Division



Fresh Meats Business Division



Affiliated Business Division



Overseas Business Division



MAIN PRODUCTS

Hams and Sausages Business



Deli and Processed Foods Business



Imported Fresh Meats Business



Domestic Fresh Meats Business



Marine Products Business



Dairy Products Business



Notes: 1. Sales share is after eliminations, adjustments, and others
2. Sales figure above is for the operating segment and includes intersegment transactions

BUSINESS MODEL



Product Development

We seek to increase demand in our pursuit of delicious hams and sausages. We also develop new cooked foods.



Production

Each of our 22 domestic plants has obtained Hazard Analysis and Critical Control Point (HACCP) system and ISO certifications and maintains strict sanitary controls.



Logistics

Utilizing our 18 logistics centers nationwide, we have created a logistics network that covers all of Japan.



Sales

At our 52 sales bases throughout Japan, we allocate specialists according to segment for supermarkets, convenience stores, restaurants, and other customers.



Production and Breeding

The Group breeds its own cattle, hogs, and chickens at 122 domestic farms.



Packing and Processing

With 17 domestic plants, we process and package our own products.



Logistics

We own one of the nation's largest distribution centers in both east and west Japan, and a state-of-the-art international logistics facility.



Sales

With 117 sales offices and bases in Japan's major cities, we carry out direct community-based sales in every region.



Marine Products Business

We carry out production and sales of processed marine products.



Dairy Products Business

We produce and sell not only cheese and other dairy products but also yogurt and lactic acid probiotic beverages.



Production and Breeding

We breed cattle, hogs, and chickens at 27 of our own farms.



Packing and Processing

We process and package fresh meats at five overseas plants.



Production

Each of our 16 overseas food processing plants has obtained various recognized third-party certifications.



Export and Sales

Selling products that meet local tastes at our 32 overseas sales offices.