Fiscal year April 1 to March 31 next year

Record date for receipt of year-end dividends

March 31

Record date for receipt of interim dividends

September 30

General shareholders' meeting

Held in June each year

Inquiries

Mitsubishi UFJ Trust and Banking Corporation

Securities Transfer Section

7-10-11, Higashisuna, Koto-ku,

Tokyo 137-8081, Japan

TEL: 0120-232-711 (Toll free only in Japan)

Mitsubishi UFJ Trust and Banking Corporation Transfer office

and its all branches nationwide

Stock listing Tokyo Stock Exchange, First Section

The Company posts information about Announcement settlement announcement on its website.

http://www.ariakejapan.com/

# Requesting forms for stock-related procedures

For requesting stock-related forms (change of address, seal, and name form, dividend deposit designation form, odd stock purchase request form, transfer request form, etc.), please contact the above transfer agent by phone or e-mail 24 hours a day.

- 0120-244-479 Toll free (Only in Japan) (Mitsubishi UFJ Trust Bank, Main office, Securities Transfer Section)
- 0120-684-479 Toll free (Only in Japan) (Mitsubishi UFJ Trust Bank, Osaka office, Securities Transfer Section)
- Website Address: http://www.tr.mufg.jp/daikou/

If you use a stock certificate storage transfer system, please consult the securities company that manages your account.



Headquarters 3-2-17 Ebisu-Minami, Shibuya-ku, Tokyo 150-0022

TEL: 03-3791-3301

# THE FINE FLAVORS OF NATURE

April 1, 2007 Business Report

March 31, 2008



Securities code number: 2815

#### CONTENTS



## **TO OUR SHAREHOLDERS**

We are expanding production capacity on a global scale, including the full-scale start of operations at the new production line at the No.2 Kyushu Plant. In addition, we are making progress in deepening and broadening relationships with current customers while aggressively targeting opportunities in markets worldwide.



## **SPECIAL ISSUE**

Global Network



#### **TOPICS**

- Ariake Japan Participates in European Food Exhibition
- Ariake Products
- Opening of Large Organic Vegetable Farm
- Ariake Distributes Gift Sets of Original Products to Shareholders



## **CONSOLIDATED OPERATING RESULTS**

Operating and Financial Review of This Fiscal Year



## **CONSOLIDATED FINANCIAL STATEMENTS**

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#### **NON-CONSOLIDATED FINANCIAL STATEMENTS**

Balance Sheets / Statements of Income / Statements of Changes in Shareholders' Equity



#### **INVESTOR INFORMATION**

Stock Data / Stock Price / Company Profile

# TO OUR SHAREHOLDERS





opportunity to offer our shareholders.

financial markets.



We are pleased to present the Ariake Group's "Business Report" for

Supported by private demand including the recovery in

corporate earnings and increased capital investment, the Japanese

However, the uncertainty about the future is growing strong, as the

recovery in corporate earnings has not necessarily been improving

individual earnings, also sustained soaring oil prices and the rise in

consumption, and the subprime loan problem caused the turmoil in

In the food industry, in addition to the procurement issue

competition and frequent arising issues of food safety and security

In this environment, as a leading manufacturer in the field of

businesses and actively develop new business fields. In addition, it

influenced by these problems, the falling prices on account of

natural seasonings, the Group is working to expand existing

have made the business environment extremely difficult.

prices of related products have imposed pressure on individual

economy began to recover moderately in this consolidated fiscal year.

the year ended March 31, 2008 (FY2008) and to have this



President (COO)

Tomoki Tagawa

has established a thorough ongoing structure to control quality and safety-hygiene to ensure "food safety" and "high quality", and the whole group is devoted to increasing profits so as to achieve stable growth in any environment.

We began full-scale operations at a new production line

Our goal is to sustain growth in established businesses

at our No.2 Kyushu Plant and are taking other actions to grow on a global scale.

while moving quickly to start and expand operations in new business fields.

In particular, our newly built plant next to the No.2 Kyushu Plant started its operations in April, 2007. With this capital investment, we intend to increase the present production capacity by about 1.5 times due to the replacement of the No.1 Kyushu Plant and the installment of the latest technology to meet all our customer's needs.

In our European operations, our fully owned subsidiaries, F.P. Natural Ingredients S.A.S. in France and F.P.N.I. BELGIUM N.V. in Belgium, have invested 43 million euro in construction of the plants for manufacturing and sales of natural soup, which are scheduled to start their operations soon.

Concerning our operations in China, against the background of the rapidly expanding seasonings business in China, our Chinese subsidiary (Qingdao Ariake Foodstuff Co., Ltd.) decided to invest approximately 80 million yuan in construction of a new plant, in addition to its current plant, which is scheduled to start its operations in the near future.

In the U.S., the U.S. subsidiary (ARIAKE U.S.A., Inc.) has steadily expanded both demand and earnings, and, in response to the future business plans, has started construction of a new plant at a total construction cost of approximately 25 million dollars.

Although we faced a harsh environment in this fiscal year, as for Japan, we will aggressively develop markets close to consumers, and for overseas, such as the launch of operations in two plants in Europe will ensure a long-term growth trajectory.

To show our gratitude to our shareholders for the support, we plan to pay a year-end dividend of 30 yen per share as initially planned, in the hope of receiving the continuous support.

We look forward to receiving your continued guidance and encouragement.

ARIAKE JAPAN Co., Ltd. ARIAKE JAPAN Co., Ltd.

# SPECIAL ISSUE GLOBAL NETWORK

# **JAPAN**

by about 50%. With this new production base, Ariake Japan is better able to meet customers' needs as well as cut production expenses by using state-of-theart equipment.

# **EUROPE**



Status of new construction and expansion at No.2 Kyushu Plant EUROPE

F.P.N.I.BELGIUM N.V.

CHINA ( **JAPAN** 

TAIWAN

F.P.Natural Ingredients S.A.S.

# U.S.A.

# CHINA/TAIWAN

China's market for seasonings is growing rapidly. In response, Ariake Japan's Chinese subsidiary QINGDAO ARIAKE FOODSTUFF Co., Ltd. is investing about 80 million yuan to build a second factory. Work on this factory is nearing completion. To benefit from strong growth of the seasoning market in China and Southeast Asia, Taiwan Ariake Foods Co., Ltd. has been established as a new business base in Taiwan, in order to expand the business in Chinese and Southeast Asian markets.



Taiwan Ariake Foods Co., Ltd.



ARIAKE U.S.A., Inc.

QINGDAO ARIAKE FOODSTUFF Co., Ltd. No.1 Plant QINGDAO ARIAKE FOODSTUFF Co., Ltd. No.2 Plan



# TOPICS

# Ariake Japan Participates in European Food Exhibition

Sirest\*1, a large exhibition for the foodservice industry, was held in Paris, France from March 30 to April 2, 2008. Ariake Japan participated by setting up a display within the booth of Metro\*2, a large European foodservice company. Our demonstrations using the Super Bouillon series and other Ariake products received high acclaim from restaurant chefs, catering cooks and culinary journalists

During Sirest, Ariake Japan consultant Joel Robuchon as well as many other prominent individuals, including three-star chef Frederic Anton, visited our display.

- \*1 Sirest is the largest foodservice exhibition held in France.
- \*2 Metro is a major foodservice company with worldwide annual sales equivalent to approximately 10 trillion yen.



The Sirest foodservice exhibition in Paris



Super Bouillon Chicken, which will be available in Europe soon

# **Ariake Products**

# FINAL SONE MELLES AND MILLOUIS AND MILLOUIS

# Demiglace Sauce GS

Ariake Japan has created a richly flavored demiglace sauce that makes the most of the beef flavors that are at the heart of any demiglace sauce. Ingredients also include carefully selected onions and tomato paste, which are sautéed long enough to bring out all their flavors. We use an exclusive brown roux to achieve a thickness that makes the sauce easy to use. Additionally, we kept the amount of seasonings to the minimum. Suitable for a broad range of applications, this demiglace sauce is ideal for quickly making many types of original sauces. The sauce is sold in retort pouches, which permit storage at room temperature while requiring absolutely no preservatives.

#### Gourmet Royal Aseptic Series

This series offers a simple and easy way to enjoy the flavorful taste of Chicken Bouillon, Sauce Demiglace, Fonds de Veau and Sauce Americaine. With the aseptic series (with sterilized packaging), contents are briefly heated to a high temperature for sterilization before being packed in aseptic containers. As a result, damage caused by heating the sauce is less than one-tenth than with conventional packaging. By using this approach, aseptic products taste at least as good as frozen sauces. Furthermore, there is no need to use costly freezer space because these products can be stored at room temperature. Since aseptic products require much less energy for both storage and transportation, they are friendlier to the environment.

# Opening of Large Organic Vegetable Farm





Aerial view of the expansive organic vegetable fields of Ariake Farm

Ariake Japan affiliate Ariake Farm Co., Ltd. started a large agricultural operation on reclaimed land along Isahaya Bay in Nagasaki in April 2008. The facility will help provide us with a reliable supply of safe, secure and low-cost organic vegetables.

Ariake Farm will grow vegetables on a site of about 60 hectares, which is approximately 10% of the reclaimed land in this area, to grow vegetables without the use of agricultural chemicals or chemical fertilizers. This is the largest organic agricultural operation in Japan.

Ariake Farm will directly produce a large volume of Japanese-grown organic vegetables with complete traceability. With these vegetables, Ariake Japan plans to make its soup products and to develop healthy products made primarily from vegetables. Furthermore, we believe that these vegetables will be superior to imported vegetables in terms of both their safety and prices.

Ariake Farm completed its first planting of ginger in April and followed this by planting fields to grow green onions, onions and other vegetables. Plans call for producing about 2,500 tons of vegetables annually.

After processing these organic vegetables to produce bouillon, we will use biotechnology to recycle the remnants of the vegetables as compost. This will make our operations even more environmentally responsible by contributing to recycling.

# Ariake Distributes Gift Sets of Original Products to Shareholders

Shareholders of record on March 31, 2008 who have held at least 100 shares of Ariake Japan stock for at least one year will receive a selection of the company's original retort-pouch products. These items have been developed specifically for the purpose of giving shareholders the opportunity to try Ariake Japan food products. Each gift set contains a box of beef curry, chicken curry and beef stew.

At least one unit (100 shares) but no more than ten units (1,000 shares)

**3,000** yen value (6,000 yen equivalent/year)

More than ten units (1,000 shares)

**4,000** yen value (8,000 yen equivalent/year)





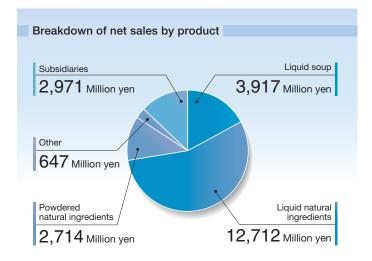


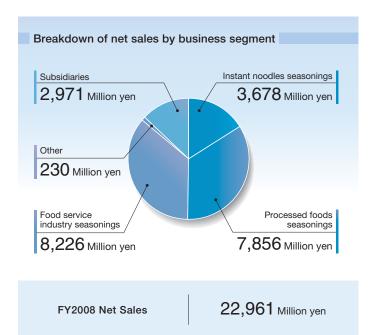


The retort pouch gift set

ARIAKE JAPAN Co., Ltd.

# CONSOLIDATED OPERATING RESULTS





Consolidated net sales increased by 2.3% (512 million yen) year on year, to 22,961 million yen. Non-consolidated sales increased by 1.2% (237 million yen) year on year, to 19,990 million yen.

In Japan, Ariake Japan Co., Ltd., had to confront various negative issues including increasing consumers' concerns about food as a result of a series of food-related scandals, a fall-off in demand as food prices rose following hikes in the price of raw materials, and fiercer competition in the food industry. However, as a result of aggressive sales efforts, the Company was able to record year-on-year growth in sales. In particular, in the processed food sector, the Group actively expanded its operations into the areas of prepared foods and daily dishes, and sales rose slightly over the previous year. On the other hand, the Group has been successful in broadly expanding its restaurant industry-related operations and expanded sales. However, for the instant noodle sector, there was a slight contraction in sales

Therefore, sales in the processed food sector rose 1.8% year on year, those in the restaurant industry increased 2.0%, but those in the instant noodle sector fell 1.1% year on year

As for sales for consolidated subsidiaries, overseas subsidiaries implemented a strategy to increase sales to processed food and instant noodle manufacturers, which resulted in sales increase of 10.2% year on year.



Consolidated operating income decreased by 1,392 million yen year on year, to 4,074 million yen.

The Company made aggressive capital investments with an eye on the future and strengthened its foundation for producing products that provide strong customer satisfaction in the long term.

Earnings were affected by numerous factors including an increase in depreciation expenses (1,134 million yen) as a result of the expansion of the No. 2 Kyushu Plant, greater energy costs due to hikes in oil prices, an increase in office expenses related to the opening of new offices overseas (approximately 171 million yen). Therefore, non-consolidated operating income fell 25.0% year on year, to 3,757 million yen.

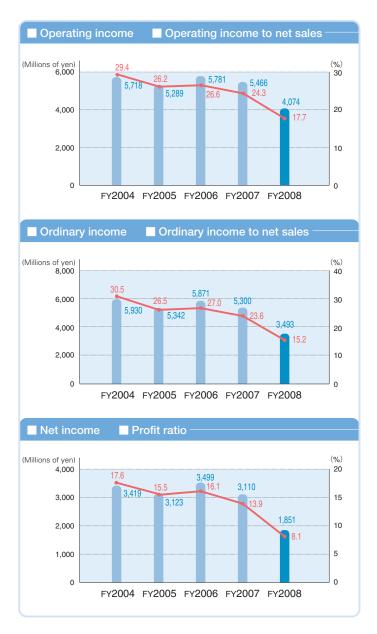
In addition, although overseas consolidated subsidiaries aggressively expanded sales, the effect of higher raw material prices and up-front expenses to launch operations at the European subsidiaries (approximately 617 million yen) dramatically affected consolidated earnings. Consolidated operating income shrank 25.5% year on year, to 4,074 million yen, and the Group recorded a consolidated operating income to net sales ratio of 17.7%.

Consolidated ordinary income was 3,493 million yen (decrease by 1,806 million yen year on year).

Although strong efforts were made to reduce costs, ordinary income fell proportionally to the decline in operating income. Nonconsolidated ordinary income fell 23.3% (1,150 million yen) year on year, to 3,795 million yen.

As for consolidated ordinary income, the decline in the Company's ordinary income and up-front expenses for the European subsidiaries to launch operations (approximately 617 million yen) resulted in consolidated ordinary income falling 34.1% (1,806 million yen) year on year, to 3,493 million yen. The ordinary income to net sales ratio was 15.2%.

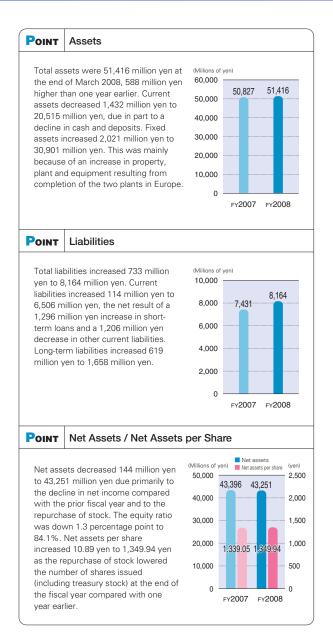
Ariake Japan Co., Ltd. recorded subsidies of 200 million ven related to the building and expansion of factories as extraordinary gains but also recorded an increase in past allowance for retirement benefits for directors of approximately 246 million yen as an extraordinary loss. As a result, consolidated net income declined 1,259 million yen, to 1,851 million yen, and nonconsolidated net income decreased 666 million yen, to 2,205 million yen.



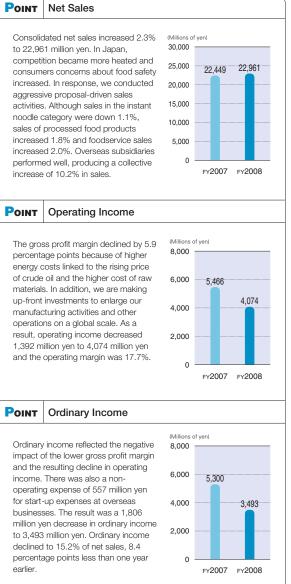
ARIAKE JAPAN Co., Ltd.

# CONSOLIDATED FINANCIAL STATEMENTS

Consolidated Balance Sheet	(Millions of yen)	
	FY2007 As of March 31, 2007	FY2008 As of March 31, 2008
Assets	A3 01 Walci 31, 2007	As 01 Malch 01, 2000
Current assets	21,947	20,515
Fixed assets	28,879	30,901
Tangible fixed assets	25,004	27,218
Intangible fixed assets	139	116
Investments and other assets	3,735	3,565
Total assets	50,827	51,416
Liabilities		
Current liabilities	6,392	6,506
Long-term liabilities	1,038	1,658
Total liabilities	7,431	8,164
Net Assets		
Shareholders' equity	42,126	42,239
Unrealized gains and adjustments	1,075	730
Minority interest	194	282
Total net assets	43,396	43,251
Total liabilities and net assets	50,827	51,416



Consolidated Statements of Ir	ncome			
	FY2007	FY2008		
	From April 1, 2006 to March 31, 2007	From April 1, 2007 to March 31, 2008		
Net sales	22,449	22,961		
Cost of sales	13,104	14,765		
Gross profit	9,344	8,196		
Selling, general and administrative expenses	3,878	4,122		
Operating income	5,466	4,074		
Non-operating income	163	200		
Non-operating expenses	329	781		
Ordinary income	5,300	3,493		
Extraordinary gains	29	235		
Extraordinary losses	69	308		
Income before income taxes	5,260	3,421		
Income, inhabitant and business taxes	2,089	1,608		
Adjustments for income and other taxes	34	(53)		
Minority interest in net income	(subtraction) 25	(subtraction) 14		
Net income	3,110	1,851		

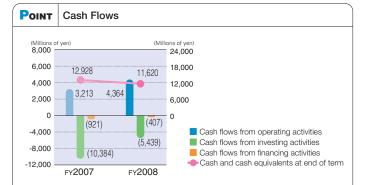


Note: Amounts presented are rounded down to the nearest million yen.

# CONSOLIDATED FINANCIAL STATEMENTS

Consolidated Statements of Cash Flows (Millions of yen)										
FY2007	FY2008									
From April 1, 2006 to March 31, 2007	From April 1, 2007 to March 31, 2008									
3,213	4,364									
(10,384)	(5,439)									
(921)	(407)									
685	174									
(7,407)	(1,308)									
20,335	12,928									
12,928	11,620									
	FY2007 From April 1, 2006 to March 31, 2007 3,213 (10,384) (921) 685 (7,407) 20,335									

Note: Amounts presented are rounded down to the nearest million yen.



Cash flows from operating activities are 4,364 million yen (year on year increase of 1,151 million yen).

Cash flows from investing activities:

For the current fiscal year, there was net outflow of 5,439 million yen (year on year decrease of 4,944 million) as a result of an outlay of 5,506 million yen for capital investments and an inflow of 296 million in subsidies.

Cash flows from financing activities:

For the current fiscal year, there was net outflow of 407 million yen (year on year decrease of 514 million yen) as a result of an outflow of 965 million yen for dividends, an outlay of 772 million for the acquisition of treasury stocks, and an increase in loans payable of 1,270 million yen.

Consolidated Statem	ents of C	Changes	in Shar	eholder	s' Equity	(From April 1	, 2007 to Marc	ch 31, 2008)		(Mill	ions of yen)
		Sha	reholders' e	quity		Unrealized gains and adjustments					
	Common stock	Capital surplus	Retained earnings	Treasury stock	Total shareholder's equity	Unrealized gains on other securities		Adjustment account for foreign currency exchange		Minority interest	Total net assets
Balance as of March 31, 2007	7,095	7,833	28,481	(1,284)	42,126	217	280	577	1,075	194	43,396
Amount of fluctuation during the consolidated fiscal year											
Dividend from retained earnings			(966)		(966)				_		(966)
Net income			1,851		1,851				-		1,851
Acquisition of treasury stock				(772)	(772)				_		(772)
Disposal of treasury stock			(0)	0	0				_		0
Amount of fluctuation of items other than shareholders' equity during the consolidated fiscal year (net)						(227)	(504)	385	(345)	88	(257)
Total amount of fluctuation during the consolidated fiscal year	-	-	884	(771)	113	(227)	(504)	385	(345)	88	(144)
Balance as of March 31, 2008	7,095	7,833	29,366	(2,055)	42,239	(9)	(224)	963	730	282	43,251

Note: Amounts presented are rounded down to the nearest million yen.

# NON-CONSOLIDATED FINANCIAL STATEMENTS

Non-consolidated Bala	(Millions of yen)	
<u> </u>	FY2007	FY2008
	As of March 31, 2007	As of March 31, 2008
Assets		
Current assets	20,543	18,336
Fixed assets	27,087	28,246
Tangible fixed assets	17,832	16,572
Intangible fixed assets	22	20
Investments and other assets	9,232	11,652
Total assets	47,630	46,583
Liabilities		
Current liabilities	4,530	3,210
Long-term liabilities	703	1,239
Total liabilities	5,234	4,450
Net assets		
Shareholders' equity	41,898	42,365
Unrealized gains and adjustments	498	(233)
Total net assets	42,396	42,132
Total liabilities and net assets	47,630	46,583

te: Amounts	presented	are rounded	d down to	the n	earest i	million y	en.

7,095 7,833 7,833

Balance as of March 31, 2008

Non-consolidated State	ments of Incom	e (Millions of yen					
<u>.</u>	FY2007						
	From April 1, 2006 to March 31, 2007	From April 1, 2007 to March 31, 2008					
Net sales	19,752	19,990					
Cost of sales	11,547	12,903					
Gross profit	8,204	7,086					
Selling, general and administrative expenses	3,192	3,329					
Operating income	5,012	3,757					
Non-operating income	157	175					
Non-operating expenses	223	136					
Ordinary income	4,945	3,795					
Extraordinary gains	28	200					
Extraordinary losses	68	276					
Income before income taxes	4,905	3,719					
Income, inhabitant and business taxes	2,014	1,580					
Adjustments for income and other taxes	19	(66)					
Net income	2,872	2,205					

Note: Amounts presented are rounded down to the nearest million yen

	Non-consolida	ited Sta	atemer	its of C	hanges	s in Sha	arehold	lers' Ec	<b>quity</b> (Fro						ns of yen)
	Shareholders' equity											Unrealized			
		_	Capital	surplus		Ret	tained earn	ings		_	Total	Unrealized	Deferred	Total	Total net
		Common	Capital reserve	Total capital surplus	Legal reserve of retained earnings	Other Reserve for special depreciation	retained ea Special reserve fund	arnings Earned surplus carried forward	Total retained earnings	Treasury stock	shareholder's equity	gains on other securities	gains on hedges	unrealized gains and adjustments	assets
3alance	as of March 31, 2007	7,095	7,833	7,833	441	71	7,820	19,920	28,253	(1,284)	41,898	217	280	498	42,396
Amount of	fluctuation during the fiscal year														
Allowance	of reserve for special amortization					47		(47)	-		-				_
Withdrawa	al of reserve for special amortization					(20)		20	-		-				_
Dividen	d from retained earnings							(966)	(966)		(966)				(966)
Net inc	ome							2,205	2,205		2,205				2,205
Acquisi	tion of treasury stock									(772)	(772)				(772)
Dispos	al of treasury stock							(0)	(0)	0	0				0
	uctuation of items other than shareholders' the consolidated fiscal year (net)											(227)	(504)	(731)	(731)
Total amount	t of fluctuation during the fiscal year					27		1,212	1,239	(771)	467	(227)	(504)	(731)	(263)

98 7,820 21,132 29,492 (2,055) 42,365

Note: Amounts presented are rounded down to the nearest million yen.

Headquarters building

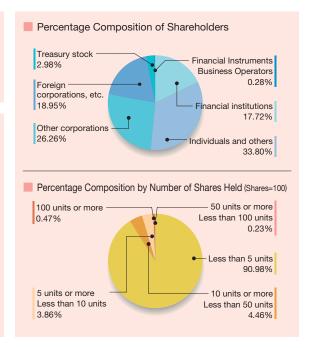
# INVESTOR INFORMATION

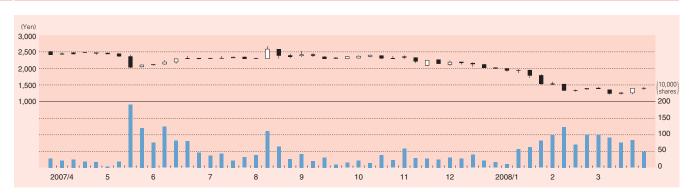
# Stock Data (As of March 31, 2008)

Total number of shares authorized to be issued 130,000,000 shares
Total issues and outstanding shares
Number of shareholders
Stock exchange listing Tokyo Stock Exchange, First Section
Securities code number

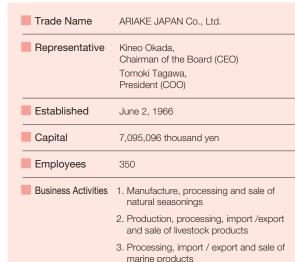
## Major Shareholders (Top 10)

Name of Shareholders	Thousand Shares	Percentage
Japan Food Business Co., Ltd.	5,338	16.27
Kineo Okada	4,217	12.85
State Street Bank and Trust Company	3,508	10.69
Kineo Okada Scholarship Foundation	2,196	6.69
National Mutual Insurance Federation of Agricultural Cooperatives	1,502	4.57
Naoki Okada	1,439	4.38
JPMorgan Chase Bank, N.A. 380055	1,063	3.24
Japan Trustee Service Bank, Ltd. (Trust Account)	1,016	3.09
The Master Trust Bank of Japan, Ltd. (Trust Account)	897	2.73
Ohsho Food Service Corp.	784	2.39





# Company Profile (As of June 19, 2008)



3-11-20, Sakae, Naka-ku, Nagoya 460-0008

#### Osaka Branch

1-3-5, Kyomachibori, Nishi-ku, Osaka 550-0003 TEL: 06-6459-3771

· Central Research Laboratory R&D Center

TEL: 092-475-2990

Chuo-ku, Sapporo 064-0821

HSG Building 5F, 4-7, Kitame-machi, Aoba-ku, Sendai 980-0023

# 4. Production, import / export and sale of non-pharmaceutical products 5. Restaurant management 6. Technical guidance concerning the above activities 7. Operations incidental to above activities Bank Sumitomo Mitsui Banking Corp. The Bank of Tokvo-Mitsubishi UFJ, Ltd. Affiliated Companies ARIAKE U.S.A., Inc. QINGDAO ARIAKE FOODSTUFF Co., Ltd. Taiwan Ariake Foods Co., Ltd. F.P.Natural Ingredients S.A.S. F.P.N.I.BELGIUM N.V. Dear, SOUP Co., Ltd. A.C.C. Co., Ltd.

# Office Location Headquarters 3-2-17, Ebisu-Minami, Shibuya-ku, Tokyo 150-0022 TEL: 03-3791-3301 TEL: 03-3791-3350 (Marketing Department) TEL: 03-3791-3302 (General Affairs Department)

#### · No.1 Kvushu Plant · No.2 Kyushu Plant

# Packing Center

1572-21, Kouramen Aza Kourahama, Saza-cho, Kita-Matsuura-gun, Nagasaki 857-0361 TEL: 0956-63-5500

# Nagoya Branch

Kyushu Plant

TEL: 052-238-7700

# Fukuoka Branch

3-15-19. Hakataekimae, Hakata-ku, Fukuoka 812-0011

# Sapporo Sales Office

Annex Omotesando 2F, 20-1-25, Kita Ichijo Nishi, TEL: 011-611-2590

## Sendai Sales Office

TEL: 022-225-3590

ARIAKE JAPAN Co., Ltd. ARIAKE JAPAN Co., Ltd. | 14