

# Consolidated Financial Results for the Third Quarter of FY2009

February 13, 2009

Listed company name: Ariake Japan Co., Ltd.

Code number: 2815

URL: <http://www.ariakejapan.com>

Listing exchange: Tokyo, 1st Section

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Date to submit the quarterly securities report: February 13, 2009

(Figures shown are rounded down to the nearest million yen.)

## 1. Consolidated Financial Results for the Third Quarter of FY2009 (April 1, 2008 – December 31, 2008)

### (1) Consolidated Business Results (cumulative)

(Percentage figures represent changes compared with the same period in the previous year.)

	Net sales		Operating income		Ordinary income		Net income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Third Quarter of FY2009	16,830	—	2,268	—	664	—	130	—
Third Quarter of FY2008	17,456	1.3	3,245	(27.0)	2,970	(32.0)	1,681	(36.2)

	Net income per share		Fully diluted net income per share	
	Yen		Yen	
Third Quarter of FY2009	4.10		—	
Third Quarter of FY2008	52.27		—	

### (2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
Third Quarter of FY2009	51,800	41,713	80.0	1,302.10
FY2008	51,416	43,251	84.1	1,349.94

(Reference) Equity capital: Third Quarter of FY2009: ¥41,445 million; FY2008: ¥42,969 million

### 2. Dividends

(Record date)	Dividends per share				
	First quarter	First half	Third quarter	Year-end	Annual
	Yen	Yen	Yen	Yen	Yen
FY2008	—	15.00	—	15.00	30.00
FY2009	—	20.00	—	—	—
FY2009 (Forecast)	—	—	—	20.00	40.00

(Note) Adjustment for the projected dividend in the current quarter: None

### 3. Forecast of the Consolidated Financial Results for the Year Ending March 31, 2009 (April 1, 2008 - March 31, 2009)

(Percentage figures represent changes from the previous year.)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full Year	23,358	1.7	3,205	(21.3)	2,707	(22.5)	1,246	(32.7)	39.14

(Note) The Company has not made revision to the above forecast in the current quarter.

### 4. Other Information

(1) Significant Changes in Subsidiaries during the Period (changes in specific subsidiaries resulting in changes in the scope of consolidation): None

(2) Application of Simplified Accounting Methods and Specified Accounting Methods for Preparation of Quarterly Consolidated Financial Statements: Yes

For details, please refer to “4. Others” of “Qualitative Information / Financial Statements” on Page 3.

(3) Changes in Accounting Principles, Procedures and the Display Method of Presentation Associated with Preparation of Quarterly Consolidated Financial Statements (matters to be included in the section, “Changes in the Basis for the Preparation of Quarterly Consolidated Financial Statements”)

1. Changes associated with revisions of accounting standards or the like: Yes

2. Change other than those included in 1: Yes

(Note) For details, please refer to “4. Others” of “Qualitative Information / Financial Statements” on Page 3.

(4) Number of shares outstanding (common stock)

1. Number of shares outstanding at period-end (including treasury stock): Q3 of FY09 32,808,683 shares; FY08 32,808,683 shares

2. Number of treasury stock at period end: Q3 of FY09 978,928 shares; FY08 977,950 shares

3. Average number of shares (quarterly consolidated cumulative period): Q3 of FY09 31,830,240 shares; Q3 of FY08 32,161,067 shares

### \* Explanation regarding the appropriate use of projected financial results and other special instructions

1. Descriptions regarding the future, including the financial outlook contained in this material, are based on certain information currently available to the Company and particular assumptions, which are, at the discretion of the Company, deemed reasonable, and actual business results may significantly vary due to various factors. For assumptions used in projecting financial results and instructions to use projected financial results, please see Section 3, “Qualitative Information on Forecast of the Consolidated Financial Results in “Qualitative Information / Financial Statements” on Page 3.

2. “Accounting Standard for Quarterly Financial Reporting” (ASBJ Statement No.12) and “Guidance on Accounting Standard for Quarterly Financial Reporting” (ASBJ Guidance No.14) are applied from the current consolidated fiscal year. In addition, the Company prepared quarterly consolidated financial statements in accordance with the “Regulations on Quarterly Consolidated Financial Statements.”

## [Qualitative Information / Financial Statements]

## 1. Qualitative Information on Consolidated Operating Results

Through the first three quarters of the current fiscal year (April 1, 2008 – December 31, 2008), there was a marked deterioration in the Japanese real economy as a result of global financial instability. In key industries, production fell sharply, employment declined, and capital expenditures contracted. The business environment was also strongly affected by dramatic volatility in the foreign exchange market.

In the food products industry, consumption fell dramatically as a result of the rapid economic slowdown, and companies are facing a multitude of serious business problems.

Under these conditions and as the leading manufacturer in the field of natural seasonings, the Ariake Group has maintained and expanded existing businesses, developed new businesses, and worked to raise profitability by anticipating customer needs and creating a comprehensive system related to “food safety” and “high quality”.

The Company (Ariake Japan Co., Ltd.) has moved forward with its expansion overseas for more than 20 years in order to develop a global food products business and expand from Japan, which lacks natural resources, to overseas, the location of natural resources. The Company has completed its “global six-pillar system” with production and sales bases centered in Japan but also in the U.S., China, Taiwan, Belgium, and France. The Company will establish an efficient business using “an optimal production system” based on these six pillars, precisely meet the needs of its customers, and develop a sales strategy that generates high customer satisfaction.

The Company has implemented fundamental business reforms so that it can pursue economies of scale and strive to create a business for the future, and it is expected these benefits will rapidly become evident.

As a result of the above measures, the following earnings were recorded for the first three quarters.

The Company recorded a fall in net sales of 2.9% year-on-year as sales, particularly in the instant noodle segment and food service industry segment, shrank due to declining consumption among customers as a result of the economic slowdown.

Consolidated net sales shrank 8.3% year-on-year because of the economic downturn in China and the U.S.

As a result, consolidated net sales for the first three quarters declined 3.6% (¥625 million) year-on-year to ¥16,830 million.

As for the Company, sales shrank 2.9% (¥447 million) year-on-year to ¥14,849 million.

Operating income for the Company fell 14.5% (¥432 million) year-on-year to ¥2,546 million because profits were squeezed following the decline in net sales and the cost of sales rose as a result of increases in both energy costs (around ¥124 million) accompanying hikes in crude oil prices and the cost of raw materials (around ¥330 million).

Consolidated operating income shrank 30.1% (¥976 million) year-on-year to ¥2,268 million for numerous reasons including a decline in operating income for the Company, a fall off in net sales at overseas subsidiaries, and increases in raw material costs.

The Company has concluded long-term foreign exchange contracts for ten years or so with the aim of hedging foreign exchange risk to stabilize prices of raw materials imported from overseas subsidiaries. Starting this fiscal year, as there were changes in accounting policies for recording gains and losses, the unrealized losses on these contracts resulted in the recording of around ¥1,353 million in losses on the valuation of derivatives under non-operating expenses.

Therefore, the Company recorded ¥1,215 million in ordinary income, a year-on-year decline of 59.6% (¥1,796 million).

Consolidated ordinary income for the first three quarters shrank 77.6% (¥2,305 million) to ¥664 million as a result of both a decline in ordinary income for the Company and an increase in start-up costs for European subsidiaries.

Non-consolidated net income for the first three quarters declined 61.4% (¥1,081 million) year-on-year to ¥681 million.

Furthermore, consolidated net income for the first three quarters fell 92.2% (¥1,550 million) to ¥130 million.

## 2. Qualitative Information on Financial Position

As for the financial position for the first three quarters, there was a net inflow of funds due to stable operating income as a series of major capital expenditures were completed, and the inflow of funds is increasing in real terms.

Total assets rose ¥384 million compared to the previous consolidated fiscal year to ¥51,800 million mainly due to the increase in accounts receivable and inventory assets.

Total liabilities increased ¥1,922 million compared to the previous consolidated fiscal year to ¥10,087 million primarily because of an increase in loans payable by the overseas subsidiaries.

In addition, total net assets declined ¥1,538 million compared to the previous consolidated fiscal year to ¥41,713 million. This was mainly because of the payment of dividends.

As for cash flows from operating activities, there was net inflow of ¥1,370 million, which was predominately because of net income and depreciation expenses.

Cash used for investing activities was ¥5,677 million, and this was mainly due to payments of ¥4,000 million into time deposits.

Cash used for financing activities was ¥247 million, due substantially to increase in loans payable by the overseas subsidiaries and payment of dividends.

As a result, the closing balance of cash and cash equivalents for the first three quarters was ¥7,467 million.

## 3. Qualitative Information on Forecast of the Consolidated Financial Results

Taking into consideration recent economic trends and recognizing the overall downward trend in consumption in the food industry, consolidated earnings forecast for the full fiscal year, which were released on May 14, 2008, were revised downward, and it is expected the Group will record ¥23,358 million in consolidated net sales and ¥2,707 million in ordinary income. The revisions were announced on November 11, 2008.

In addition, non-consolidated sales are projected to total ¥20,500 million and ordinary income to reach ¥3,410 million. These forecasts were also released on the same day.

#### 4. Others

(1) Significant Changes in Subsidiaries during the Period (changes in specific subsidiaries resulting in changes in the scope of consolidation)

There is no related information.

(2) Application of Simplified Accounting Methods and Specified Accounting Methods for Preparation of Quarterly Consolidated Financial Statements

1. Calculation method of the depreciation expenses for fixed assets

With respect to assets for which the declining balance method has been adopted, the method of calculation is based on a proportional division over the term of the depreciation expenses relating to the consolidated accounting period.

2. Inventory assets valuation method

With respect to the calculation of inventory levels at the end of the first three quarters of the consolidated accounting period, physical inventory is omitted and the method of calculation is based on a rational method on the foundation of levels of physical inventory at the end of the preceding consolidated accounting period.

Additionally, with respect to the depreciation of the book value of inventory assets, an estimate is made of the net sales price only of those goods which have clearly lost profitability and the method is based on undertaking a depreciation of book value.

3. Calculation of tax expenses

With respect to tax expenses, the effective tax rate after the application of tax effect accounting on current term pre-tax net profits of the consolidated accounting period, including the current third quarter consolidated accounting period were rationally estimated and tax expenses were calculated multiplying current term pre-tax net profits by said estimated effective tax rate.

Adjustments for income and other taxes are included in income taxes.

(3) Changes in Accounting Principles, Procedures and the Display Method of Presentation Associated with Preparation of Quarterly Consolidated Financial Statements

1. "Accounting Standard for Quarterly Financial Reporting" (ASBJ Statement No.12) and "Guidance on Accounting Standard for Quarterly Financial Reporting" (ASBJ Guidance No.14) are applied from the current consolidated fiscal year. In addition, the Company prepared quarterly consolidated financial statements in accordance with the "Regulations on Quarterly Consolidated Financial Statements."

2. Changes in the valuation standards and valuation method of important assets

Inventory assets

In the past the valuation of inventory assets held for the purpose of normal sales was based on the cost method, principally pursuant to the specific identification method, but from this first quarter consolidated accounting period the calculation will, accompanying the application of "Accounting Standards relating to the Valuation of Inventory Assets" (ASBJ Statement No. 9, July 5, 2006), be based on the cost method, principally pursuant to the specific identification method (with respect to the balance sheet amount, a method of depreciating book value based on a decline in profitability).

Therefore, operating income, ordinary income and income before taxes for the first three quarters have each decreased by ¥24,848 thousand.

3. Application of the "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements"

The "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements" (ASBJ PITF No. 18, May 17, 2006) is applied from the current first quarter consolidated accounting period to make modifications required for consolidated accounting.

Note that this has no impact on the financial statements.

4. Method of important hedge accounting

With respect to trading in foreign exchange contracts pertaining to foreign currency denominated claims and obligations meeting the requirements of hedge accounting, in the past deferred hedge processing was employed with respect to foreign exchange contracts pertaining to forecasted transactions and designated processing with respect to forward foreign exchange contracts meeting the requirements of designated processing. However, on the basis of a investigation into financial management systems, this has been changed from this first quarter consolidated accounting period to fundamental processing pursuant to the "Accounting Standards Relating to Financial Products" in order to more properly reflect the current state of derivative transactions and foreign currency denominated claims and obligations in the consolidated financial statements.

Therefore, ordinary income and income before taxes of the first three quarters of FY2009 have each decreased by ¥1,353,594 thousand.

(Additional information)

Change in the useful life of tangible fixed assets

The useful life of machinery, which had been 9 years, was changed to 10 years starting from the first quarter of the current fiscal year. The change was made in response to revisions to the "Ministerial Ordinance Concerning the Items Such as the Useful Life of Depreciable Assets."

Note that this application has just a minor impact on the Financial Statements.

5. Quarterly Consolidated Financial Statements  
 (1) Quarterly Consolidated Balance Sheets

	(Thousands of yen)	
	Third Quarter of FY2009 (As of December 31, 2008)	[Reference] FY2008 (As of March 31, 2008)
Assets		
Current assets		
Cash and time deposits	11,467,483	11,620,276
Notes and accounts receivable	5,964,644	4,637,999
Securities provided as collateral	105,110	126,949
Merchandise	91,971	79,424
Finished goods	1,443,656	1,560,219
Raw materials	1,524,140	1,031,260
Work in progress	382,787	485,944
Deferred tax assets	98,019	98,019
Consumption taxes receivable	-	342,645
Others	912,263	540,773
Allowance for doubtful accounts	(12,263)	(8,232)
Total current assets	21,977,814	20,515,281
Fixed assets		
Tangible fixed assets		
Buildings and structures	18,383,638	18,765,575
Accumulated depreciation	(6,489,040)	(6,043,107)
Buildings and structures (net)	11,894,598	12,722,468
Machines, devices, and delivery equipment	20,173,653	20,019,801
Accumulated depreciation	(12,843,349)	(12,050,484)
Machines, devices, and delivery equipment (net)	7,330,303	7,969,317
Land	4,544,548	4,577,379
Construction in progress	2,264,015	1,767,172
Others	858,570	892,950
Accumulated depreciation	(736,146)	(710,690)
Others (net)	122,423	182,259
Total tangible fixed assets	26,155,889	27,218,597
Intangible fixed assets	99,003	116,936
Investments and other assets		
Investment securities	2,065,095	1,765,954
Long-term loans receivable	88,154	97,222
Investments in real estates (net)	558,953	563,656
Deferred tax assets	267,613	487,612
Others	588,509	651,442
Allowance for doubtful accounts	(226)	(272)
Total investments and other assets	3,568,100	3,565,618
Total fixed assets	29,822,993	30,901,151
Total assets	51,800,807	51,416,433

	(Thousands of yen)	
	Third Quarter of FY2009 (As of December 31, 2008)	[Reference] FY2008 (As of March 31, 2008)
Liabilities		
Current liabilities		
Notes and accounts payable	1,992,486	1,924,413
Short-term loans payable	4,001,775	2,693,236
Income taxes payable	17,469	667,008
Allowance for employee bonuses	50,627	143,697
Allowance for directors' bonuses	—	59,700
Others	2,605,236	1,018,342
Total current liabilities	8,667,595	6,506,398
Fixed liabilities		
Allowance for employee retirement benefits	591,228	604,370
Allowance for directors' retirement benefits	276,021	263,019
Deferred tax liabilities	99,449	98,796
Others	453,046	691,931
Total fixed liabilities	1,419,745	1,658,118
Total liabilities	10,087,340	8,164,516
Net assets		
Shareholders' equity		
Common stock	7,095,096	7,095,096
Capital surplus	7,833,869	7,833,869
Retained earnings	28,382,734	29,366,388
Treasury stock	(2,057,429)	(2,055,864)
Total shareholders' equity	41,254,270	42,239,489
Unrealized gains and adjustments		
Unrealized gains on other securities	92,171	(9,228)
Deferred gain (loss) on hedges	—	(224,189)
Adjustment account for foreign currency exchange	98,993	963,503
Total unrealized gains and adjustments	191,165	730,085
Minority interests	268,030	282,342
Total net assets	41,713,466	43,251,917
Total liabilities and net assets	51,800,807	51,416,433

(2) Quarterly Consolidated Statements of Income  
[Third Quarter Consolidated Accounting Period (cumulative)]

(Thousands of yen)

	Third Quarter of FY2009 (April 1, 2008 to December 31, 2008)
Net sales	16,830,833
Cost of sales	11,502,507
Gross profit	5,328,326
Selling, general and administrative expenses	3,059,593
Operating income	2,268,732
Non-operating income	
Interest income	39,113
Dividend income	47,430
House-rent received	20,942
Gain on sales of securities	18,542
Others	119,224
Total non-operating income	245,253
Non-operating expenses	
Interest paid	82,182
Loss on foreign exchange	41,199
Loss on derivatives	1,353,594
Expenses for new overseas businesses	275,281
Others	96,946
Total non-operating expenses	1,849,204
Ordinary income	664,781
Extraordinary income	
Gain on sale of fixed assets	1,898
Total extraordinary income	1,898
Extraordinary loss	
Loss on valuation of investment securities	40,334
Total extraordinary loss	40,334
Income before income taxes	626,345
Income, inhabitant and business taxes	499,131
Minority interests	(3,193)
Net income	130,408

## (3) Third Quarter Consolidated Statements of Cash Flows

(Thousands of yen)

	Third Quarter of FY2009 (April 1, 2008 to December 31, 2008)
Cash flows from operating activities	
Income before income taxes	626,345
Depreciation and amortization	1,566,495
Amortization of goodwill	14,746
Increase (decrease) in allowance for doubtful accounts	3,985
Increase (decrease) in allowance for employee retirement benefits	(13,142)
Increase (decrease) in allowance for directors' retirement benefits	13,002
Increase (decrease) in allowance for employee bonuses	(93,069)
Increase (decrease) in allowance for directors' bonuses	(59,700)
Interest and dividends received	(86,543)
Interest paid	82,182
Loss (gain) on foreign exchange	56,290
Loss (gain) on sale of securities	(18,542)
Loss (gain) on write-down of securities	55,781
Loss (gain) on write-down of investment securities	40,334
Decrease (increase) in accounts receivable	(1,353,284)
Decrease (increase) in inventories	(315,252)
Increase (decrease) in accounts payable	51,221
Others	1,924,440
Subtotal	<u>2,495,290</u>
Interest and dividend income received	86,543
Interest expenses paid	(82,182)
Income tax and other taxes paid	<u>(1,129,295)</u>
Cash provided by operating activities	<u>1,370,356</u>
Cash flows from investing activities	
Payments into time deposits	(4,000,000)
Payments for acquisition of securities	(461,087)
Proceeds from sale of securities	309,574
Payments for purchase of tangible fixed assets	(1,390,189)
Proceeds from sale of tangible fixed assets	2,048
Payments for acquisition of investment securities	(137,806)
Payment for loans receivable	(2,781)
Proceeds from collection of loans receivable	7,046
Others	(4,013)
Cash used in investing activities	<u>(5,677,189)</u>
Cash flows from financing activities	
Net increase in short-term loans payable	1,324,110
Payments for acquisition of treasury stock	(1,785)
Dividends paid	(1,075,148)
Others	151
Cash used in financing activities	<u>247,328</u>
Exchange difference of cash and cash equivalents	<u>(93,287)</u>
Increase (decrease) in cash and cash equivalents	<u>(4,152,792)</u>
Cash and cash equivalents at beginning of term	<u>11,620,276</u>
Cash and cash equivalents at end of term	<u>7,467,483</u>

“Accounting Standard for Quarterly Financial Reporting” (ASBJ Statement No.12) and “Guidance on Accounting Standard for Quarterly Financial Reporting” (ASBJ Guidance No.14) are applied from the current consolidated fiscal year. In addition, the Company prepared quarterly consolidated financial statements in accordance with the “Regulations on Quarterly Consolidated Financial Statements.”

## (4) Notes on the Going Concern Assumption

There is no related information.

## (5) Information by Segment

[Information by Industry Segment]

Consolidated Accounting Period of the Third Quarter of FY2009 (October 1, 2008 – December 31, 2008) and Cumulative Consolidated Period of the Third Quarter of FY2009 (April 1, 2008 – December 31, 2008)

Information by industry segment has been omitted because net sales and operating income from the manufacturing and sales of natural seasonings account for more than 90% of total net sales and operating income.

[Information by Geographic Segment]

Third Quarter of FY2009 (April 1, 2008 – December 31, 2008)

	Japan	Other regions	Total	Elimination or corporate	Consolidated
Net sales					
(1) External sales	15,162,553	1,668,280	16,830,833	–	16,830,833
(2) Internal sales to other segments or transfers	12,474	1,168,099	1,180,573	(1,180,573)	–
Total	15,175,027	2,836,379	18,011,407	(1,180,573)	16,830,833
Operating income (loss)	2,640,312	(632,392)	2,007,920	260,812	2,268,732

(Notes) 1. Country and regional categories are based on similarities in economic activity.

2. Main countries and regions outside of Japan

Other regions: The U.S., People's Republic of China, Taiwan, France and Belgium

3. Changes in accounting method

(Accounting Standards Relating to the Valuation of Inventory Assets)

As listed in “Changes in the Basis for the Preparation of Quarterly Consolidated Financial Statements” (1), Accounting Standards Relating to the Valuation of Inventory Assets (ASBJ Statement No. 9; July 5, 2006) was applied starting with the first quarter of the current fiscal year. This change resulted in operating income declining ¥24,848 thousand for Japan compared to the figure calculated using the previous method.

[Overseas Sales]

Third Quarter of FY2009 (April 1, 2008 – December 31, 2008)

	North America	Asia	Total
I Overseas net sales	652,408	1,096,073	1,748,482
II Consolidated net sales	–	–	16,830,833
III Overseas sales /Total consolidated net sales (%)	3.9	6.5	10.4

(Notes) 1. The countries and regions are categorized based on geographical proximity.

2. The followings are the breakdown of the regions in the categories.

(1) North America: The U.S.

(2) Asia: People's Republic of China (including Hong Kong), Taiwan and South Korea

3. Overseas sales represent the sales of the Company and consolidated subsidiaries in the countries or regions except for home countries of these companies.

## (6) Notes on Significant Changes in the Amount of Shareholders' Equity

There is no related information.

## [Reference]

## Financial Statements for the Previous Third Quarter

## (1) Third Quarter Consolidated Statements of Income (cumulative)

(Thousands of yen)

Account	Third Quarter of FY2008 (April 1, 2007 to December 31, 2007)
	Amount
I Net sales	17,456,724
II Cost of sales	11,164,153
Gross profit on sales	6,292,571
III Selling, general and administrative expenses	3,046,856
Operating income	3,245,714
IV Non-operating income	130,375
(Of which, interest and dividends income	69,642)
V Non-operating expenses	405,933
(Of which, interest and discounts expense	86,938)
Ordinary income	2,970,156
VI Extraordinary income	233,375
VII Extraordinary losses	307,180
Income before income taxes	2,896,351
Income, inhabitant and business taxes	1,268,739
Adjustments for income and other taxes	(64,983)
Minority interests	(deduction) 11,581
Net income	1,681,014

## (2) Third Quarter Consolidated Statements of Cash Flows (cumulative, condensed)

(Thousands of yen)

	Third Quarter of FY2008 (April 1, 2007 to December 31, 2007)
	Amount
I Cash flows from operating activities	
Income before income taxes	2,896,351
Depreciation and amortization	1,571,174
Subsidy for promotion costs in corporate location	(200,000)
Increase (decrease) in allowance for directors' retirement benefits	261,572
Interest and dividends received	(69,642)
Interest paid	86,938
Decrease (increase) in accounts receivable	(959,434)
Decrease (increase) in inventories	(63,460)
Increase (decrease) in accounts payable	413,403
Directors' bonuses paid	(52,300)
Others	(3,922)
Subtotal	3,880,680
Interest and dividend income received	69,642
Interest expenses paid	(86,938)
Income and other taxes paid	(1,867,141)
Cash provided by operating activities	1,996,243
II Cash flows from investing activities	
Payments for purchase of tangible fixed assets	(4,885,722)
Payments for acquisition of investment securities	(30,928)
Purchase of investments in subsidiaries	—
Proceeds from collection of loans receivable	8,815
Subsidy income	238,067
Others	(74,106)
Cash used in investing activities	(4,743,874)
III Cash flows from financing activities	
Net increase (decrease) in short-term loans payable	3,140,595
Payments for acquisition of treasury stock	(253,702)
Dividends paid	(936,124)
Others	442
Cash used in financing activities	1,951,210
IV Exchange difference of cash and cash equivalents	31,737
V Increase (decrease) in cash and cash equivalents	(764,682)
VI Cash and cash equivalents at beginning of term	12,928,393
VII Cash and cash equivalents at end of term	12,163,710

## (3) Information by Segment

## [Information by Industry Segment]

Consolidated Accounting Period of the Third Quarter of FY2008 (October 1, 2007 – December 31, 2007) and Cumulative Consolidated Period of the Third Quarter of FY2008 (April 1, 2007 – December 31, 2007)

Information by industry segment has been omitted because net sales and operating income from the manufacturing and sales of natural seasonings account for more than 90% of total net sales and operating income.

## [Information by Geographic Segment]

Third Quarter of FY2008 (April 1, 2007 – December 31, 2007)

	(Thousands of yen)				
	Japan	Other regions	Total	Elimination or corporate	Consolidated
Net sales					
(1) External sales	15,659,999	1,796,725	17,456,724	—	17,456,724
(2) Internal sales to other segments or transfers	32,533	975,683	1,008,217	(1,008,217)	—
Total	15,692,533	2,772,409	18,464,942	(1,008,217)	17,456,724
Operating expenses	12,661,725	2,615,942	15,277,667	(1,066,657)	14,211,009
Operating income	3,030,807	156,466	3,187,274	58,440	3,245,714

(Notes) 1. Country and regional categories are based on similarities in economic activity.

2. Main countries and regions outside of Japan

Other regions: The U.S., People's Republic of China, Taiwan, France and Belgium