

# **Q. P. CORPORATION**

## **Supplementary Data for The Brief Note of The Account** **for The Interim Period Ended May 31, 2005**

(Notes)

Figures less than units indicated are rounded off, except for section 6.

The estimate information in this data is reported based on available information and uncertain factors which may have an effect on the future operating results.

As a result, the estimate of operating results may differ significantly from the actual operating results due to uncertain various factors.

## 1. Sales - Results And Estimates

(Consolidation)

(Billions of yen)

	1 <sup>st</sup> Half of FY2003	1 <sup>st</sup> Half of FY2004	1 <sup>st</sup> Half of FY2005	FY2004	FY2005 Estimate
Mayonnaise and dressings	55.9	56.3	57.8	111.6	115.6
Mayonnaise	30.0	29.1	28.9	56.6	57.5
Dressings	25.9	27.2	28.9	55.0	58.1
Fruit applications and cooked foods	26.3	25.4	25.0	50.7	50.3
Egg products	41.5	33.8	45.9	76.2	91.1
Egg material products	26.7	19.6	32.3	47.5	62.3
Processed egg products	9.5	9.4	9.0	18.0	18.5
Fine chemical	2.6	2.7	2.9	5.8	6.0
Other	2.7	2.1	1.7	4.9	4.3
Healthcare products	6.3	7.8	6.8	14.3	15.2
Baby foods	2.6	2.4	2.5	5.0	5.2
Health foods	2.9	3.3	2.9	6.2	6.3
Nursing care foods	0.2	0.1	0.3	0.5	0.7
Other	0.6	2.0	1.1	2.6	3.0
Vegetables and salads	48.5	42.1	46.8	88.0	96.6
Prepared food and salads	16.2	14.7	13.6	29.1	29.0
Cut vegetables	2.2	2.3	3.0	5.1	6.3
CVS vendors	10.2	11.4	16.6	25.7	34.5
Other	19.9	13.7	13.6	28.1	26.8
Distribution systems	39.4	40.4	43.0	83.0	86.2
Total	217.9	205.8	225.3	423.7	455.0

(Q. P. Corporation)

(Billions of yen)

	1 <sup>st</sup> Half of FY2003	1 <sup>st</sup> Half of FY2004	1 <sup>st</sup> Half of FY2005	FY2004	FY2005 Estimate
Mayonnaise and dressings	50.5	50.4	51.3	98.5	102.5
Fruit applications and cooked foods	26.0	24.4	23.5	47.5	46.2
Egg products	38.4	21.2	22.4	43.7	44.8
Healthcare products	6.3	7.8	6.8	14.3	15.2
Vegetables and salads	12.3	11.8	10.2	22.5	21.6
Rental of facilities	1.6	1.8	1.8	3.6	3.6
Total	135.1	117.3	115.8	230.1	233.9

### Mayonnaise and Dressings Sales Condition by Market Type (Q. P. Corporation)

		1 <sup>st</sup> Half of FY2003	1 <sup>st</sup> Half of FY2004	1 <sup>st</sup> Half of FY2005
Home-use	Volume (1000t)	66	66	65
	Amount (¥ bn)	33.3	33.3	33.6
Commercial-use	Volume (1000t)	45	44	44
	Amount (¥ bn)	15.2	15.0	15.6

## 2. Marginal Income \*1 - Results And Estimates

(Billions of yen)					
	1 <sup>st</sup> Half of FY2003	1 <sup>st</sup> Half of FY2004	1 <sup>st</sup> Half of FY2005	FY2004	FY2005 Estimate
Core business *2	14.7	14.2	14.3	25.9	26.7
Egg products	5.2	5.5	3.2	10.6	8.8
Healthcare products	1.0	1.0	1.0	2.2	2.3
Vegetables and salads	2.4	1.8	1.9	4.2	4.9
Distribution systems	3.1	3.3	3.2	7.0	6.4
Total	26.4	25.8	23.6	49.9	49.1

(Notes)

\*1. Marginal income is income after subtracting sales promotion expense, warehousing and carrying charge and other direct sales costs from gross profit on sales.

\*2. Core business consists of Mayonnaise and dressings and Fruit applications and cooked foods.

## 3. Administrative Expenses - Results And Estimates

(Consolidation)

(Billions of yen)					
	1 <sup>st</sup> Half of FY2003	1 <sup>st</sup> Half of FY2004	1 <sup>st</sup> Half of FY2005	FY2004	FY2005 Estimate
Sale promotion expense	10.6	11.3	10.4	22.4	21.4
Advertising expense	4.5	4.7	4.8	9.0	9.4
Warehousing and carrying charge	12.3	11.9	12.9	24.5	25.9
Labor expense	9.3	9.9	9.9	19.4	19.8
R&D expense	1.3	1.3	1.4	2.8	3.0

(Q. P. Corporation)

(Billions of yen)					
	1 <sup>st</sup> Half of FY2003	1 <sup>st</sup> Half of FY2004	1 <sup>st</sup> Half of FY2005	FY2004	FY2005 Estimate
Sale promotion expense	10.1	10.7	10.0	21.6	20.6
Advertising expense	4.5	4.6	4.7	8.6	9.0
Warehousing and carrying charge	8.8	6.0	6.0	11.9	12.3
Labor expense	6.0	5.9	5.8	11.2	11.6
R&D expense	1.2	1.0	1.1	2.2	2.4

#### 4. Changes in consolidated balance sheets

(Billions of yen)

	Nov. 30, 2004	May 31, 2005	Increase (Decrease)	Description of principal change	
<b>(Assets)</b>					
Current assets	104.2	103.9	(0.3)	Decrease in cash and deposits	(7.4)
				Increase in notes and accounts receivable	+5.5
				Increase in inventories	+2.0
<b>Fixed assets</b>					
Tangible and intangible fixed assets	121.4	120.1	(1.2)	Increase in purchase	+5.0
				Decrease in depreciation	(5.9)
<b>Investments and other assets</b>					
Investment in securities	20.3	21.6	+1.3	Rise in stock prices	+1.3
Other	14.5	18.0	+3.5	Increase in prepaid pension costs	+2.1
<b>(Liabilities)</b>					
Interest-bearing debt	42.8	43.0	+0.2		
Current liabilities (except for interest-bearing debt)	68.8	69.6	+0.8	Increase in accounts payable	+2.7
				Decrease in accrued payables	(1.7)
Long-term liabilities (except for interest-bearing debt)	7.2	7.5	+0.3	Decrease in reserve for directors' and corporate auditors' retirement pay	(0.6)
				Increase in reserve for retirement benefits	+0.4
<b>(Shareholders' equity)</b>					
	126.8	128.0	+1.2	Increase in earned surplus	+1.1
				Increase in valuation gain on other securities	+0.6
				Purchase of treasury stock	(0.2)

#### 5. Capital Investments And Depreciation Expense - Results And Estimates

(Consolidation)

(Billions of yen)

	1 <sup>st</sup> Half of FY2003	1 <sup>st</sup> Half of FY2004	1 <sup>st</sup> Half of FY2005	FY2004	FY2005 Estimate
Capital Investments	7.6	7.4	5.0	13.8	11.3
Depreciation Expense	6.1	6.0	5.9	12.6	12.4

## 6. Principal management index

(Consolidation)

		1 <sup>st</sup> Half of FY2003	1 <sup>st</sup> Half of FY2004	1 <sup>st</sup> Half of FY2005	FY2003	FY2004
Net sales	(millions of yen)	217,928	205,789	225,300	437,032	423,727
Year-to-year percentage change	(%)	2.1	(5.6)	9.5	0.6	(3.0)
Operating income	(millions of yen)	9,646	8,330	5,757	18,255	15,662
Year-to-year percentage change	(%)	1.0	(13.6)	(30.9)	(1.8)	(14.2)
Operating income to sales	(%)	4.4	4.0	2.6	4.2	3.7
Ordinary income	(millions of yen)	9,416	8,209	5,625	17,532	15,507
Ordinary income to sales	(%)	4.3	4.0	2.5	4.0	3.7
Net income	(millions of yen)	3,753	3,478	2,227	8,675	7,006
Net income ratio	(%)	1.7	1.7	1.0	2.0	1.7
Shareholders' equity	(millions of yen)	116,825	123,885	128,008	120,504	126,768
Total assets	(millions of yen)	269,210	260,734	265,125	269,559	262,122
Equity ratio	(%)	43.4	47.5	48.3	44.7	48.4
Shareholders' equity per share	(yen)	762.51	808.89	836.99	786.15	827.17
Net income per share-primary	(yen)	24.50	22.71	14.56	56.08	45.18
Net income per share-diluted	(yen)	22.56	20.93	13.54	51.53	41.63
Return on equity	(%)	3.3	2.8	1.7	7.4	5.7
Ordinary income on to total assets	(%)	3.5	3.1	2.1	6.5	5.8
Net cash provided by operating activities	(millions of yen)	5,026	7,383	1,012	18,550	17,377
Net cash used in investing activities	(millions of yen)	(7,350)	(4,965)	(6,764)	(13,419)	(12,806)
Net cash provided by or used in financing activities	(millions of yen)	832	(6,196)	(1,116)	(2,116)	(8,109)
Free cash flow	(millions of yen)	(2,324)	2,418	(5,751)	5,131	4,571
Free cash flow per share	(yen)	(15.18)	15.79	(37.60)	33.50	29.85
Cash and cash equivalents	(millions of yen)	15,440	16,130	9,560	19,868	16,451
Interest-bearing debt	(millions of yen)	52,031	44,627	42,977	49,910	42,787
Number of regular full-time employees and average number of temporary employees (in parentheses)		8,624 (8,651)	8,192 (7,832)	8,582 (8,275)	8,109 (7,913)	8,529 (8,483)

(Note)

Consumption taxes are not included in net sales.

## ( Q. P. Corporation )

		1 <sup>st</sup> Half of FY2003	1 <sup>st</sup> Half of FY2004	1 <sup>st</sup> Half of FY2005	FY2003	FY2004
Net sales	(millions of yen)	135,145	117,345	115,830	268,958	230,110
Year-to-year percentage change	(%)	0.6	(13.2)	(1.3)	(0.8)	(14.4)
Operating income	(millions of yen)	5,972	4,619	3,416	10,617	7,273
Year-to-year percentage change	(%)	(1.3)	(22.7)	(26.0)	1.5	(31.5)
Operating income to sales	(%)	4.4	4.0	2.9	4.0	3.1
Ordinary income	(millions of yen)	6,658	4,913	3,639	11,248	7,663
Ordinary income to sales	(%)	4.9	4.2	3.1	4.2	3.3
Net income	(millions of yen)	3,362	2,679	2,084	6,805	4,529
Net income ratio	(%)	2.5	2.3	1.8	2.5	1.9
Capital stock	(millions of yen)	24,104	24,104	24,104	24,104	24,104
Total number of outstanding shares		155,464,515	155,464,515	155,464,515	155,464,515	155,464,515
Shareholders' equity	(millions of yen)	108,481	114,202	116,331	111,395	115,012
Total assets	(millions of yen)	188,401	188,790	192,012	190,335	188,772
Equity ratio	(%)	57.6	60.5	60.6	58.5	60.9
Shareholders' equity per share	(yen)	708.05	745.43	760.39	726.74	750.44
Year dividend per share, and interim dividend per share	(yen)	6.00	6.00	6.50	12.00	13.00
Net income per share-primary	(yen)	21.95	17.49	13.62	44.08	29.27
Net income per share-diluted	(yen)	20.24	16.20	12.69	40.64	27.21
Return on equity	(%)	3.1	2.4	1.8	6.3	4.0
Ordinary income to total assets	(%)	3.6	2.6	1.9	6.0	4.0
Number of regular full-time employees and average number of temporary employees (in parentheses)		2,341 (820)	2,222 (930)	2,497 (983)	2,118 (921)	2,374 (1,110)
Stock price	(yen)	981	904	945	869	902

## (Notes)

1. Consumption taxes are not included in net sales.
2. The decrease in sales for the yearly or interim term ended November 2004 is principally attributable to the transfer of sales department of egg materials to a consolidated subsidiary Q.P. Egg Corporation.
3. The per-share dividend for the term ended November 2004 includes ¥ 1 special commemorative dividend in celebration of the 85th anniversary of the Company's establishment.