
First Quarter Consolidated Results Year Ending March 31, 2018

Itoham Yonekyu Holdings Inc.

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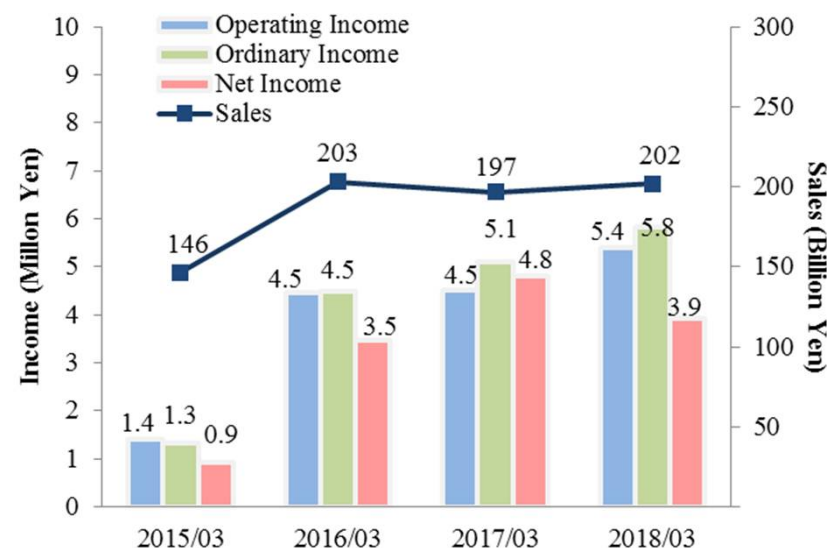
Consolidated Results First Quarter Year Ending March 31, 2018

Profit/Loss ①

Million Yen, %

	2015/03	2016/03	2017/03	2018/03	
	1Q	1Q	1 Q	1 Q	Change
Sales	146,477	202,973	196,532	201,879	5,347
COGS	122,768	173,851	166,405	170,299	3,894
Gross Profit	23,709	29,121	30,127	31,579	1,452
(% of sales)	16.2	14.3	15.3	15.6	0.3
S, G & A expenses	22,306	24,648	25,601	26,184	583
(% of sales)	15.2	12.1	13.0	13.0	0.0
Operating Income	1,402	4,472	4,526	5,394	868
(% of sales)	1.0	2.2	2.3	2.7	0.4
Non-operating Gain/Loss	-82	9	591	436	-154
Ordinary Income	1,321	4,481	5,116	5,830	714
(% of sales)	0.9	2.2	2.6	2.9	0.3
Extra-ordinary Gain/Loss	290	1,350	1,794	-34	-1,827
Income Before Taxes	1,612	5,831	6,910	5,796	-1,114
Net Income	914	3,456	4,810	3,936	-874
(% of sales)	0.6	1.7	2.4	1.9	-0.5

Net earning per share				13.24
Dividend per share (forecast, full year)				17.00



Sales

ANZCO Exchange rate fluctuation 1,869

Non-Operating P/L

Financing -75
Equity Method 290

Extra-Ordinary P/L

Sales of Securities 0

S, G & A Expenses

Amortization of Goodwill -347

※Fiscal year for Yonekyu ended Feb 2015 and March 2016. 2016/03 for Yonekyu was a 13 months fiscal year

※Financial results for 2015/03 and 2016/03 derived by simply adding the results for Itoham and Yonekyu

Profit/Loss ②

Itemized Sales

Million Yen

	2015/03	2016/03	2017/03	2018/03	
	1Q	1Q	1Q	1Q	Change
Sales	146,477	202,973	196,532	201,879	5,347
Ham/Sausage	35,769	39,931	40,677	41,822	1,145
Processed Food	15,283	27,323	28,283	29,680	1,397
Meat	86,220	132,627	123,829	126,444	2,615
Others	9,205	3,090	3,743	3,933	190

Year on Year Changes

%

	2018/03	
	1Q	
	Volume	Amount
Ham/Sausage	3.6	2.8
Processed Food	5.7	4.9
Meat	0.8	2.1
Beef	▲ 4.9	▲ 2.5
Pork	5.4	2.9
Chicken	1.9	15.6
Others	5.7	7.3

- For reference
Year on year changes excluding ANZCO

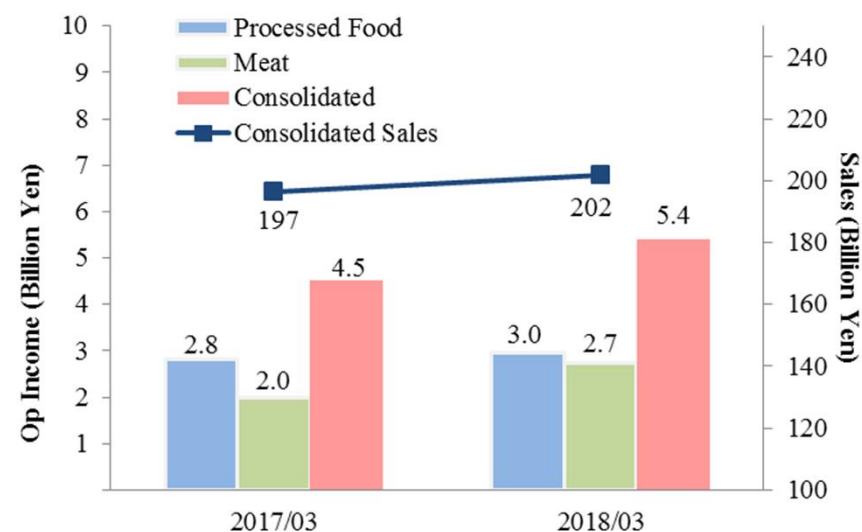
%

	2018/03	
	1Q	
	Volume	Amount
Ham/Sausage	3.5	2.6
Processed Food	6.0	4.9
Meat	4.8	5.2
Beef	7.9	3.4
Pork	5.4	2.9
Chicken	1.9	15.6
Others	6.7	9.5

※Fiscal year for Yonekyu ended Feb 2015 and March 2016. 2016/03 for Yonekyu was a 13 months fiscal year
 ※Financial results for 2015/03 and 2016/03 derived by simply adding the results for Itoham and Yonekyu
 ※Processed Food, Meat and Others were reclassified for 2017/03. For past data, only 2016/03 has been reclassified

Segment Information

		Million Yen, %		
		2017/03	2018/03	
		1Q	1Q	Change
Processed Food Division	Sales	64,783	67,172	2,389
	Op Income	2,818	2,964	146
	% Sales	4.3	4.4	0.1
Meat Division	Sales	130,699	133,677	2,978
	Op Income	1,990	2,727	737
	% Sales	1.5	2.0	0.5
Others	Sales	1,049	1,029	-20
	Op Income	62	66	4
Consolidation Adj	Op Income	-345	-364	-19
Consolidated	Sales	196,532	201,879	5,347
	Op Income	4,526	5,394	868
	% Sales	2.3	2.7	0.4



Forecast

		2017/03			2018/03 Forecast (Updated 05/11)					
		1-2Q	3-4Q	Year	1-2Q		3-4Q		Year	
					Forecast	vs 2017	Forecast	vs 2017	Forecast	vs 2017
Processed Food Division	Sales	137,430	143,974	281,404	146,500	9,070	154,500	10,526	301,000	19,596
	Op Income	6,065	5,471	11,536	6,150	85	5,650	179	11,800	264
	% Sales	4.4	3.8	4.1	4.2	-0.2	3.7	-0.1	3.9	-0.2
Meat Division	Sales	261,377	249,690	511,067	273,000	11,623	261,000	11,310	534,000	22,933
	Op Income	5,073	5,771	10,844	5,300	227	6,100	329	11,400	556
	% Sales	1.9	2.3	2.1	1.9	0.0	2.3	0.0	2.1	0.0
Others	Sales	70	23	93	2,500	2,430	2,500	2,477	5,000	4,907
	Op Income	76	26	102	150	74	250	224	400	298
Consolidation Adj	Op Income	-702	-325	-1,027	-600	102	-500	-175	-1,100	-73
Consolidated	Sales	398,878	393,686	792,564	422,000	23,122	418,000	24,314	840,000	47,436
	Op Income	10,512	10,943	21,455	11,000	488	11,500	557	22,500	1,045
	% Sales	2.6	2.8	2.7	2.6	0.0	2.8	-0.0	2.7	-0.0

※Sales for each segment are sales amount to outside customers.

※Segments were reclassified for 2018/03. 2017/03 has been reclassified

Segment Information Processed Food ①

		Million Yen, %		
		2017/03	2018/03	
		1Q	1Q	Change
Processed Food Division	Sales	64,783	67,172	2,389
	Op Income	2,818	2,964	146
	% Sales	4.3	4.4	0.1



- (Ham/Sausage) Consumer campaigns and TC commercials for flagship products “The Grand Alt Bayern”, “Asa-no Fresh series”, “Pork Bits” and “Gotenba Arabiki Pork” were utilized to strengthen brand images resulting in increased volume and sales amount.
- (Processed foods products) Emphasis was made on products that appealed to the consumers’ demand for convenience. Chicken products such as “Salad Chicken” had strong sales. Increase efforts to market pizza and one hand snacks, hamburg and chinese deli increased volume and sales amount.

Forecast

		Million Yen, %							
		2017/03			2018/03 Forecast (5/11)				
		1-2Q	3-4Q	Year	1-2Q		3-4Q		Year
					Forecast	vs 2017	Forecast	vs 2017	Forecast vs 2017
Processed Food Division	Sales	137,430	143,974	281,404	146,500	9,070	154,500	10,526	301,000 19,596
	Op Income	6,065	5,471	11,536	6,150	85	5,650	179	11,800 264
	% Sales	4.4	3.8	4.1	4.2	-0.2	3.7	-0.1	3.9 -0.2

※Sales for each segment are sales amount to outside customers.

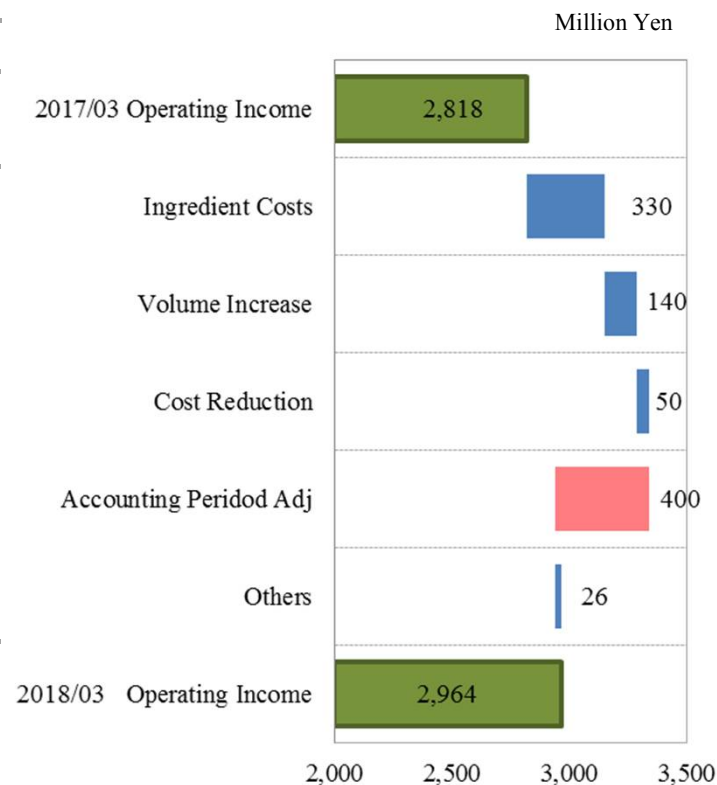
※Segments were reclassified for 2018/03. 2017/03 has been reclassified

Segment Information Processed Food ②

Operating Income Factors

		Million Yen			
	1 Q	1-2Q			Year
		Original	Rev 8/4	Change	Original
2017/03 Operating Income	2,818	6,065	6,065		11,536
Ingredient Costs	330	-10	-50	-40	-610
Volume Increase	140	460	500	40	1,210
Cost Reduction	50	125	125	0	250
Accounting Period Adj	-400	-400	-400	0	-400
Others	26	-90	-90	0	-186
2018/03 Operating Income	2,964	6,150	6,150	0	11,800
Change	146	85	85	0	264
Synergy Effect	400	500	500	0	1,000

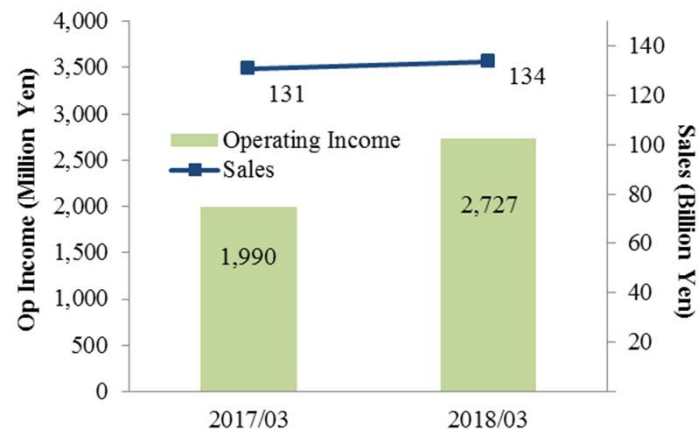
Graph



※Segments were reclassified for 2018/03. 2017/03 has been reclassified

Segment Information Meat ①

		Million Yen, %		
		2017/03	2018/03	
		1Q	1Q	Change
Meat Division	Sales	130,699	133,677	2,978
	Op Income	1,990	2,727	737
	% Sales	1.5	2.0	0.5



- (Japan) Imported meats - Increased volume in chilled beef and aggressive marketing of original pork along with high poultry market resulted in increase in volume and sales amount.
Domestic meats – with the steadying of the beef market, ties with producers were strengthened to increase volume. Rise in poultry market contributed to increased sales amount.
- (Overseas) Sales volume and amount declined at New Zealand's ANZCO FOODS with decreased cattle slaughter number within the country.

Forecast

		2017/03			2018/03 Forecast (5/11)						Million Yen, %
		1-2Q	3-4Q	Year	1-2Q		3-4Q		Year		
					Forecast	vs 2017	Forecast	vs 2017	Forecast	vs 2017	
Meat Division	Sales	261,377	249,690	511,067	273,000	11,623	261,000	11,310	534,000	22,933	
	Op Income	5,073	5,771	10,844	5,300	227	6,100	329	11,400	556	
	% Sales	1.9	2.3	2.1	1.9	0.0	2.3	0.0	2.1	0.0	

※Sales for each segment are sales amount to outside customers.

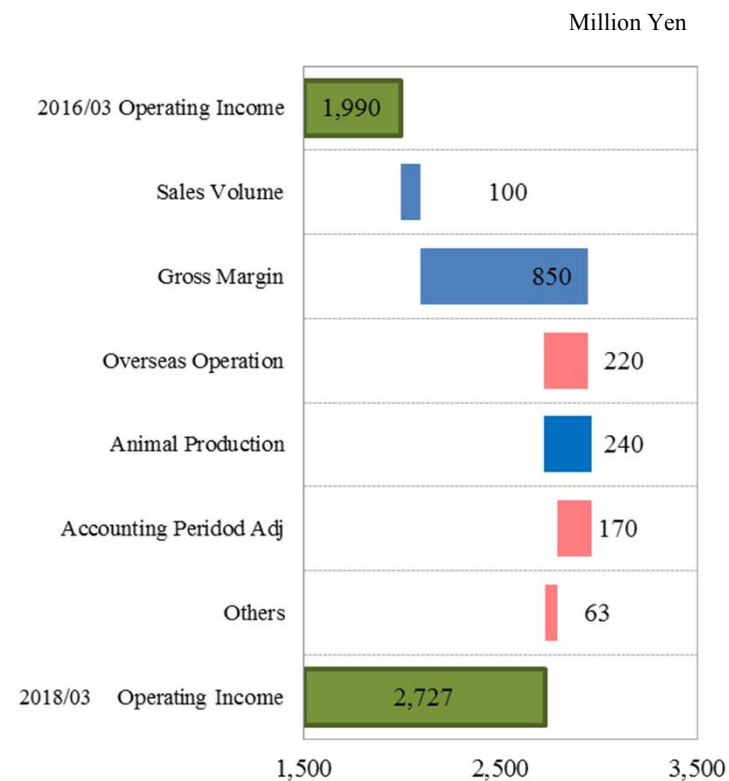
※Segments were reclassified for 2018/03. 2017/03 has been reclassified

Segment Information Meat ②

Operating Income Factors

		Million Yen			
	1 Q	1-2Q			Year
		Original	Rev 8/4	Change	Original
2016/03 Operating Income	1,990	5,073	5,073		10,844
Sales Volume	100	450	300	△150	800
Gross Margin	850	-350	250	600	-100
Overseas Operation	-220	350	-350	-700	250
Animal Production	240	50	300	250	-200
Accounting Period Adj	-170	-170	-170	0	-170
Others	-63	-103	-103	0	-24
2018/03 Operating Income	2,727	5,300	5,300	0	11,400
Change	737	227	227	0	556
Synergy Effect	150	100	150	50	350

Graph



※Segments were reclassified for 2018/03. 2017/03 has been reclassified

Forecast①

Forecast

Million Yen, %

	2017/03			2018/03 Forecast (5/11)								
	1-2Q	3-4Q	Year	1-2Q			3-4Q			Year		
				Original	Change%	Change	Original	Change%	Change	Original	Change%	Change
Sales	398,878	393,686	792,564	422,000	5.8	23,122	418,000	6.2	24,314	840,000	6.0	47,436
COGS	336,024	328,328	664,352	357,000	6.2	20,976	350,000	6.6	21,672	707,000	6.4	42,648
Gross Profit	62,854	65,358	128,212	65,000	3.4	2,146	68,000	4.0	2,642	133,000	3.7	4,788
(% of sales)	15.8	16.6	16.2	15.4	0.0	-0.4	16.3	0.0	-0.3	15.8	0.0	-0.4
S, G & A expenses	52,341	54,415	106,756	54,000	3.2	1,659	56,500	3.8	2,085	110,500	3.5	3,744
(% of sales)	13.1	13.8	13.5	12.8	0.0	-0.3	13.5	0.0	-0.3	13.2	0.0	-0.3
Operating Income	10,512	10,943	21,455	11,000	4.6	488	11,500	5.1	557	22,500	4.9	1,045
(% of sales)	2.6	2.8	2.7	2.6	0.0	0.0	2.8	0.0	-0.0	2.7	0.0	-0.0
Non-operating Gain/Loss	1,445	1,983	3,428	1,000	-30.8	-445	1,500	-24.4	-483	2,500	-27.1	-928
Ordinary Income	11,957	12,927	24,884	12,000	0.4	43	13,000	0.6	73	25,000	0.5	116
(% of sales)	3.0	3.3	3.1	2.8	0.0	-0.2	3.1	0.0	-0.2	3.0	0.0	-0.1
Extra-ordinary Gain/Loss	1,959	△817	1,142	0	0.0	-1,959	0	0.0	817	0	0.0	-1,142
Income Before Taxes	13,916	12,111	26,027	12,000	-13.8	-1,916	13,000	7.3	889	25,000	-3.9	-1,027
Net Income	9,526	8,512	18,038	7,500	-21.3	-2,026	9,000	5.7	488	16,500	-8.5	-1,538
(% of sales)	2.4	2.2	2.3	1.8	0.0	-0.6	2.2	0.0	-0.0	2.0	0.0	-0.3
Net Income per share	32.04	28.63	60.67	25.22			30.27			55.49		
Dividend per share	-	-	17.00	-			-			17.00		

Forecast②

Itemized Sales

Million Yen

	2017/03			2018/03 Forecast (5/11)								
	1-2Q	3-4Q	Year	1-2Q			3-4Q			Year		
				Original	Change%	Change	Original	Change%	Change	Original	Change%	Change
Sales	398,878	393,686	792,564	422,000	5.8	23,122	418,000	6.2	24,314	840,000	6.0	47,436
Ham/Sausage	85,381	87,480	172,861	89,200	4.5	3,819	93,800	7.2	6,320	183,000	5.9	10,139
Processed Food	58,765	63,092	121,857	62,500	6.4	3,735	67,000	6.2	3,908	129,500	6.3	7,643
Meat	249,914	233,909	483,823	265,000	6.0	15,086	248,000	6.0	14,091	513,000	6.0	29,177
Others	4,817	9,205	14,022	5,300	10.0	483	9,200	-0.1	-5	14,500	3.4	478

Year on Year Changes

• For reference
Year on year changes excluding ANZCO

%

	2018/03 Forecast (5/11)					
	1-2Q		3-4Q		Year	
	Volume	Amount	Volume	Amount	Volume	Amount
Ham/Sausage	4.9	4.5	6.5	7.2	5.7	5.9
Processed Food	7.3	6.4	6.4	6.2	6.8	6.3
Meat	6.5	6.0	4.8	6.0	5.7	6.0
Beef	9.9	6.0	7.8	7.5	9.0	6.7
Pork	5.3	3.2	3.0	2.2	4.1	2.7
Chicken	4.4	3.5	4.8	5.3	4.6	4.5
Others	1.4	21.3	1.5	16.2	1.4	19.2
Others		10.0		-0.1		3.4

%

	2018/03 Forecast (5/11)					
	1-2Q		3-4Q		Year	
	Volume	Amount	Volume	Amount	Volume	Amount
Ham/Sausage	5.5	4.8	6.1	6.8	5.8	5.8
Processed Food	7.1	5.9	7.5	6.6	7.3	6.2
Meat	4.8	2.9	4.0	3.0	4.4	2.9
Beef	4.1	2.2	4.2	2.4	4.2	2.3
Pork	5.3	3.2	3.0	2.2	4.1	2.7
Chicken	4.4	3.5	4.8	5.3	4.6	4.5
Others	14.1	16.8	29.9	32.6	21.5	24.2
Others		4.7		0.5		2.6

Additional Information

S,G & A Expenses / Non-operational Gain/Loss

S,G & A Expenses

	Million Yen, %		
	2017/03	2018/03	Change
	1Q	1Q	
Sales	196,532	201,879	5,347
S, G & A Expenses	25,601	26,184	583
% of Sales	13.0	13.0	0.0
Labor Expenses	9,021	9,254	233
Shipping / Handling	6,858	7,116	258
Advertisement	1,747	1,919	172
Sales Fees	1,085	1,033	-52
Packing	656	613	-43
Depreciation	376	398	22
Other Expenses	5,857	5,851	-6

Non-operational Gain/Loss

	Million Yen		
	2017/03	2018/03	Change
	1Q	1Q	
Equity Method	623	290	-333
Financing	-56	-75	-19
Others	23	221	198
Non-Operational G/L	590	436	-154

Balance Sheet

Million Yen

	2017/03 Year end	2018/03 1Q	Change		2017/03 Year end	2018/03 1Q	Change
Current Assets	215,349	209,991	-5,358	Total Liabilities	153,598	149,942	-3,656
Cash and Term Deposits	53,287	33,667	-19,620	Current Liabilities	121,294	119,143	-2,151
Receivables	78,559	87,401	8,842	Fixed Liabilities	32,304	30,798	-1,506
Inventories	75,955	81,004	5,049	Net Assets	220,033	216,626	-3,407
Other Current Assets	7,548	7,919	371	Shareholder's equity	207,300	205,725	-1,575
Fixed Assets	158,283	156,576	-1,707	Capital	30,000	30,003	3
Tangible Assets	86,079	85,536	-543	Capital Surplus	98,005	98,008	3
Intangible Assets	27,631	27,186	-445	Retained Earnings	79,300	78,182	-1,118
Investments & Other Assets	44,572	43,854	-718	Treasury Stock	-5	-469	-464
Total Assets	373,632	366,568	-7,064	Valuation Adjustments	5,218	3,776	-1,442
				Stock Acquisition Rights	220	214	-6
				Minority interests	7,293	6,909	-384
				Liability and Net Assets	373,632	366,568	-7,064

	2017/03 Year end	2017/03 1Q	Change
Debt with Interest	51,100	45,564	-5,536
D/E Ratio (%)	24.0	21.7	-2.3

Shareholder's equity	212,518	209,501	-3,017
Capital to Asset Ratio (%)	56.9	57.2	0.3

Assets

	Change/Million Yen
Receivables	: + 8,842
Inventories	: + 5,049
Tangible Assets	: - 543

Liability

	Change/Million Yen
Accounts Payables	: + 967
Short Term Debts	: - 3,630
Long Term Debts	: - 1,906

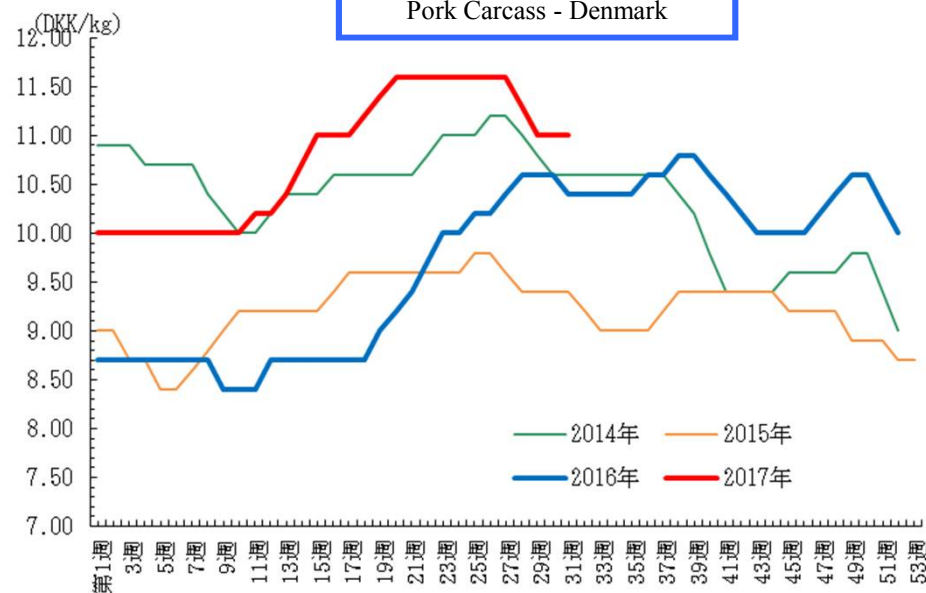
Net Assets

< Valuation/Conversion >	Change/Million Yen
Securities	: - 496
Derivative Instruments	: - 161
Foreign Currency	: - 768

Appendix (Market Data)

Overseas Markets

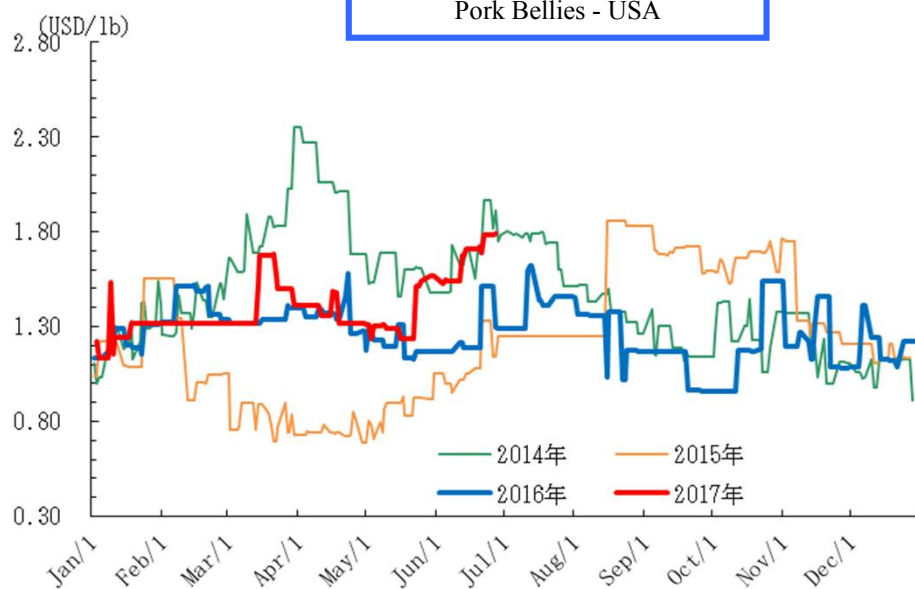
Pork Carcass - Denmark



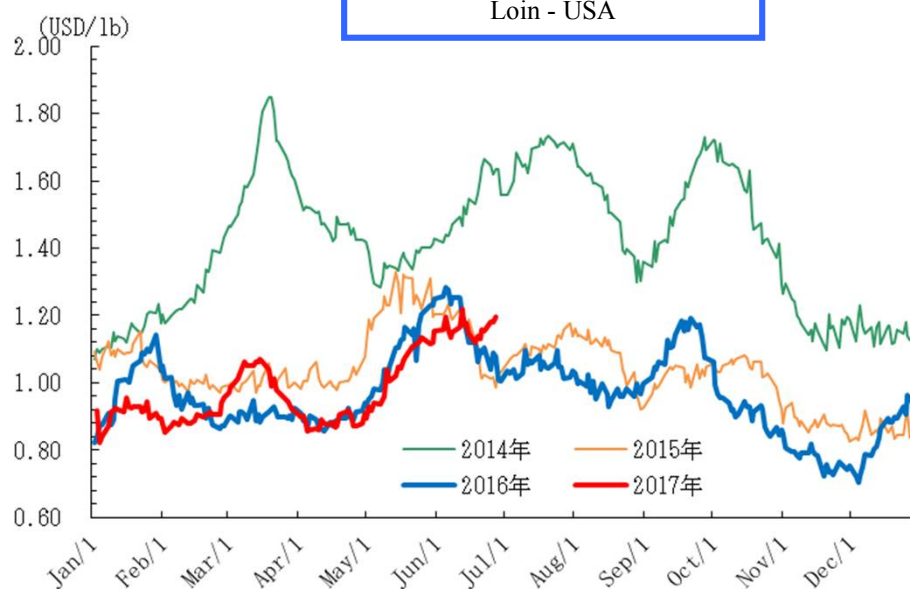
Picnic - USA



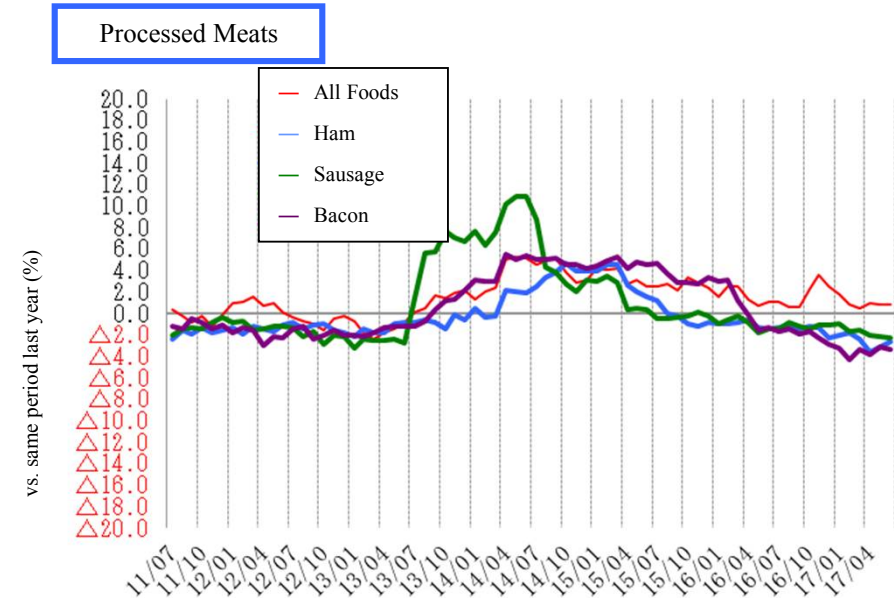
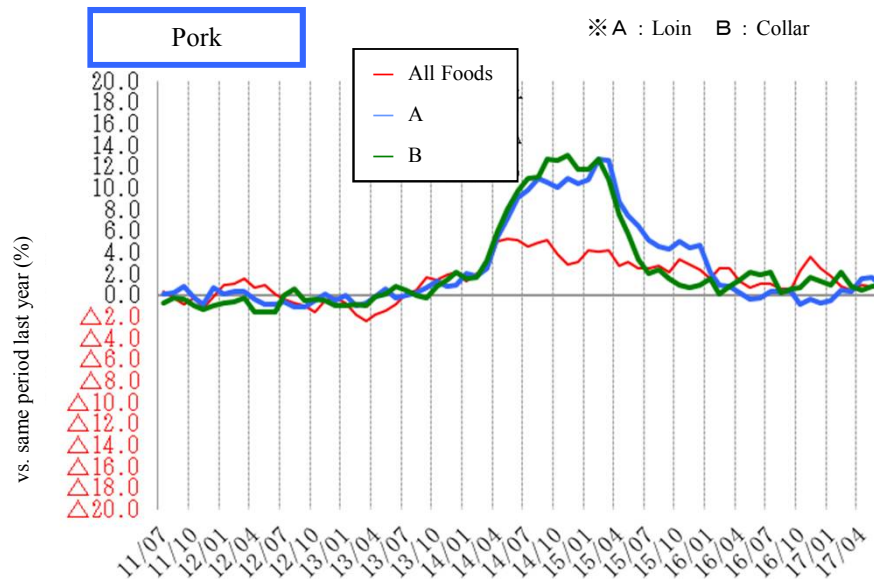
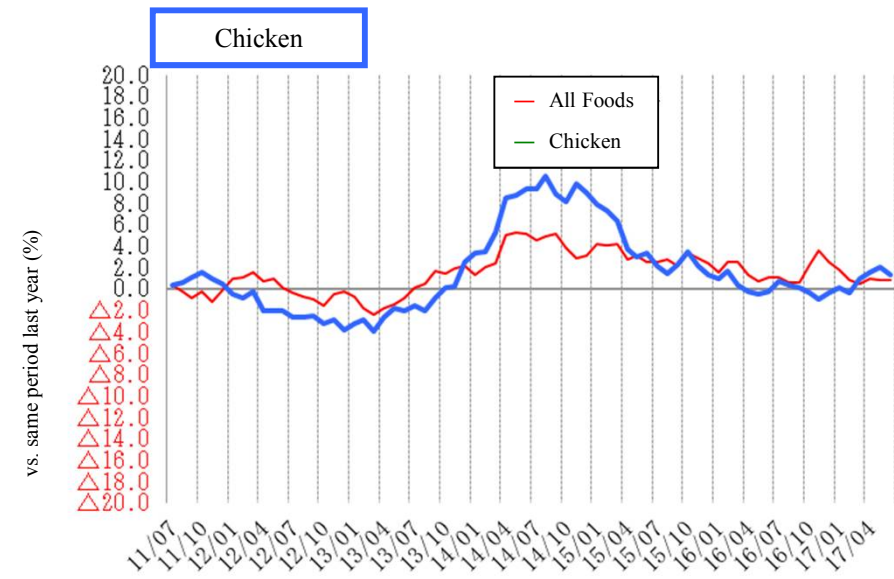
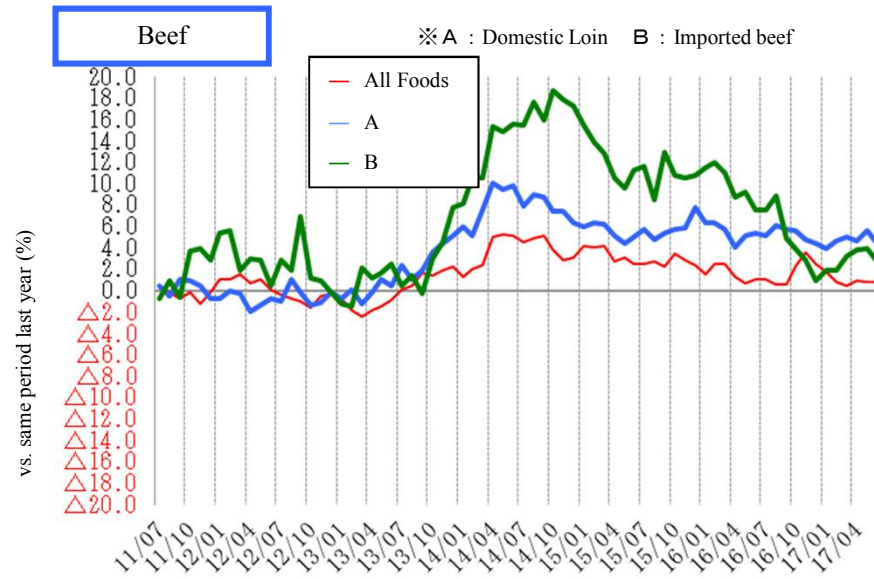
Pork Bellies - USA



Loin - USA

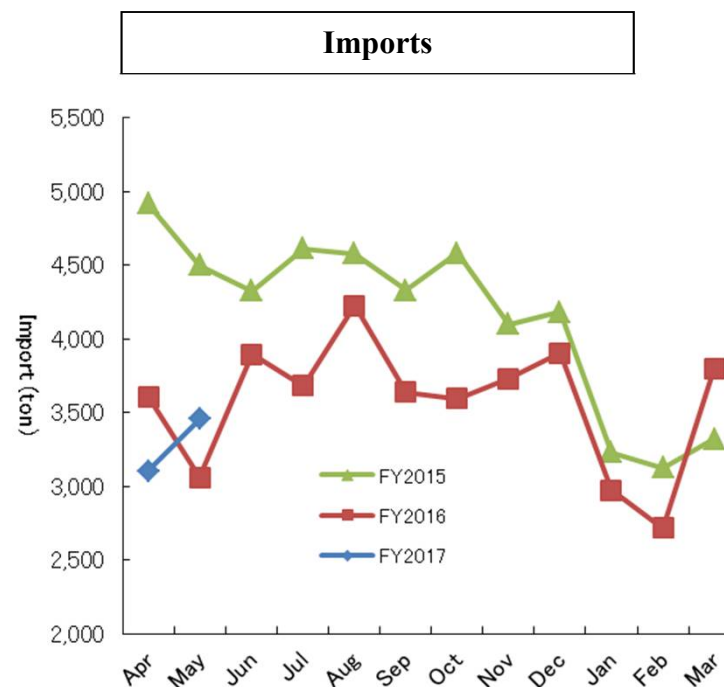
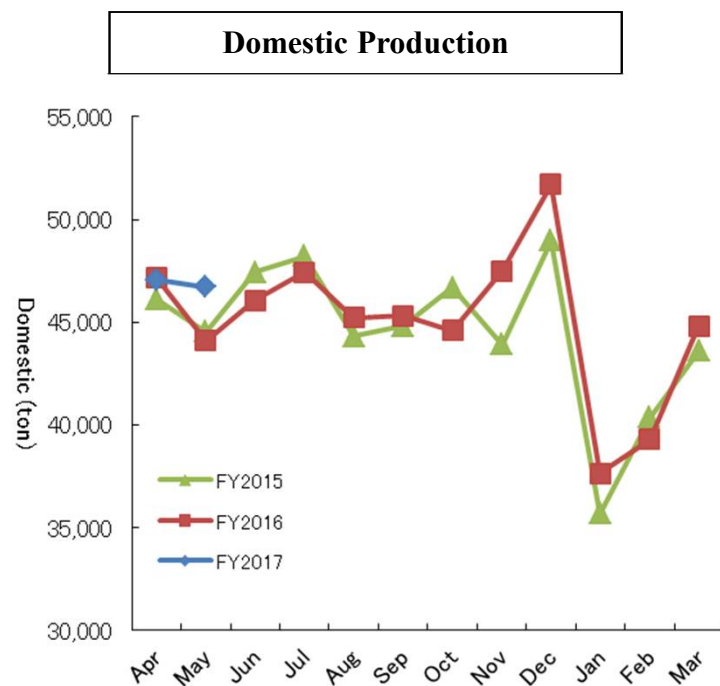


CPI



Source : Ministry of Internal Affairs and Communications

Ham & Sausage Supply

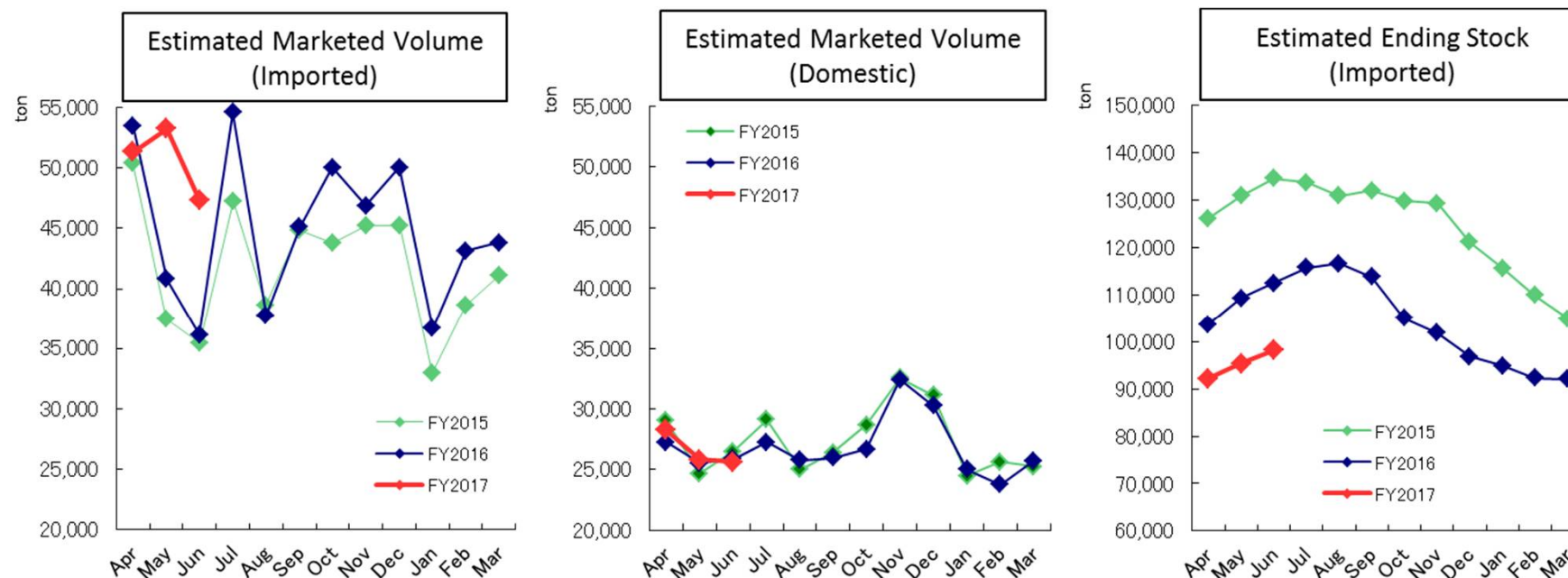


			Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Year
Domestic	FY2016	Volume	47,200	44,085	46,068	47,429	45,237	45,328	44,600	47,489	51,702	37,643	39,295	44,828	540,902
		(change%)	2.3%	-1.0%	-2.9%	-1.6%	2.0%	1.1%	-4.4%	8.1%	5.6%	5.4%	-2.7%	2.8%	1.2%
	FY2017	Volume	47,073	46,729											93,801
		(change%)	-0.3%	6.0%											2.8%
Import	FY2016	Volume	3,610	3,062	3,896	3,682	4,227	3,638	3,596	3,732	3,907	2,973	2,717	3,800	42,841
		(change%)	-26.6%	-32.0%	-9.9%	-20.2%	-7.6%	-16.0%	-21.5%	-9.0%	-6.6%	-7.9%	-13.1%	14.4%	-14.0%
	FY2017	Volume	3,107	3,456											6,563
		(change%)	-13.9%	12.9%											-1.6%
Total	FY2016	Volume	50,809	47,147	49,965	51,111	49,464	48,966	48,196	51,221	55,609	40,616	42,012	48,628	583,743
		(change%)	-0.5%	-3.8%	-3.5%	-3.2%	1.1%	-0.4%	-6.0%	6.7%	4.7%	4.3%	-3.4%	3.6%	-0.1%
	FY2017	Volume	50,180	50,185											100,365
		(change%)	-1.2%	6.4%											2.5%

ton

Source : JAPAN HAM&SAUSAGE PROCESSORS COOPERATIVE ASSOCIATION, MoF 「Trade Statistics」

Marketed Volume/Ending Inventory (Beef)



		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Year
【Estimated Marketed Volume】		Ton												
Total	FY2016	80,697	66,351	62,027	81,842	63,597	71,083	76,746	79,307	80,299	61,691	66,957	69,560	860,158
	FY2017	79,612	79,100	73,011										231,724
Imported	FY2016	53,449	40,791	36,165	54,587	37,804	45,111	50,042	46,894	50,045	36,692	43,168	43,818	538,565
	FY2017	51,362	53,266	47,358										151,986
Domestic	FY2016	27,248	25,560	25,862	27,255	25,793	25,973	26,704	32,413	30,255	24,999	23,790	25,742	321,594
	FY2017	28,250	25,834	25,654										79,738
【Estimated Ending Stocks】		Ton												
Total	FY2016	114,486	119,657	122,722	126,832	127,438	124,861	116,319	113,126	107,940	105,235	103,098	102,793	
	FY2017	102,782	105,338	108,356										
Imported	FY2016	103,619	109,227	112,445	115,719	116,632	113,821	105,028	101,814	96,849	94,862	92,294	92,020	
	FY2017	92,143	95,323	98,167										
Domestic	FY2016	10,849	10,430	10,277	11,113	10,806	11,040	11,291	11,312	11,091	10,373	10,804	10,773	
	FY2017	10,639	10,015	10,189										

● Marketed Volume (Apr – Jun)

Total +10.8%
Import +16.5%
Domestic +1.4%

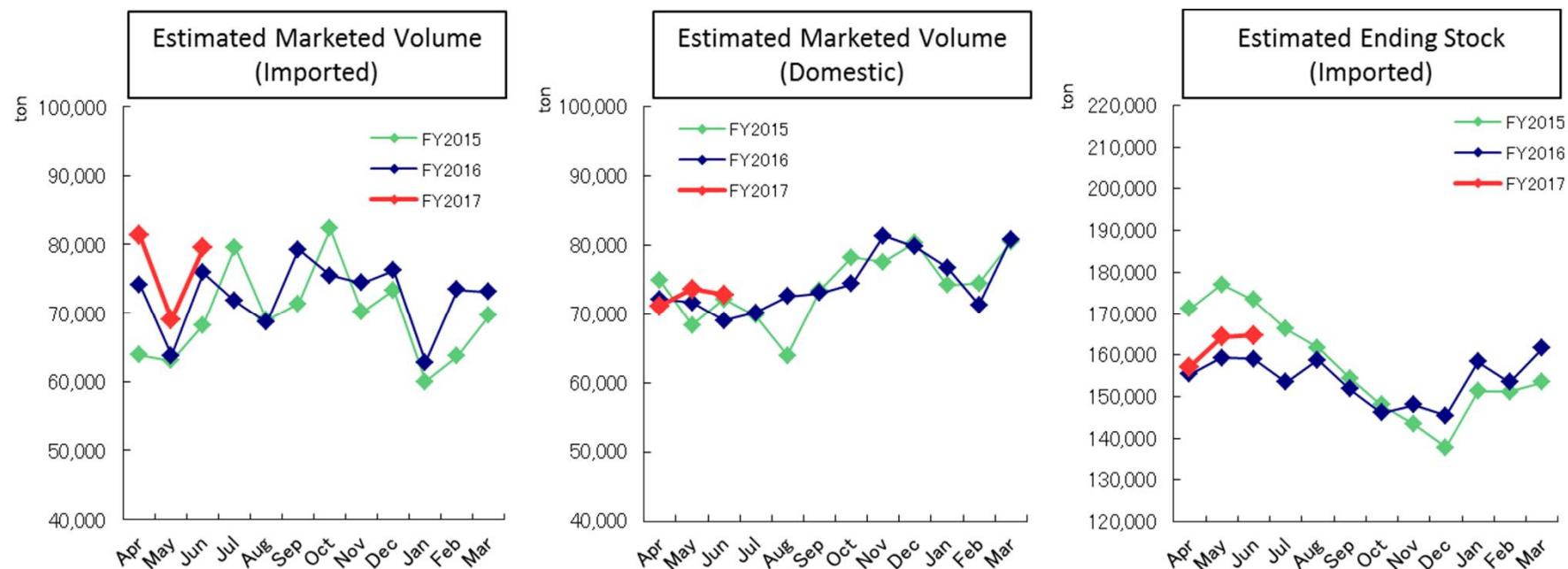
● Jun Ending inventory (Y on Y)

Import -11.3% (98,167t)

Data :

Ministry of Agriculture, Fishery and Forestry,
Ministry of Finance

Marketed Volume/Ending Inventory (Pork)



		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Year
【Estimated Marketed Volume】		Ton												
Total	FY2016	146,269	135,390	144,892	141,877	141,197	152,287	149,881	155,741	156,000	139,572	144,741	153,901	1,761,748
	FY2017	152,468	142,678	152,386										447,532
Imported	FY2016	74,160	63,778	75,873	71,736	68,633	79,259	75,472	74,376	76,207	62,799	73,397	73,075	868,766
	FY2017	81,346	69,019	79,560										229,924
Domestic	FY2016	72,109	71,613	69,018	70,141	72,563	73,029	74,376	81,365	79,793	76,722	71,344	80,827	892,900
	FY2017	71,123	73,659	72,826										217,608
【Estimated Ending Stocks】		Ton												
Total	FY2016	173,463	178,272	180,278	172,236	176,312	169,380	163,686	164,236	162,237	175,644	171,104	177,519	
	FY2017	174,020	182,202	181,216										
Imported	FY2016	155,373	159,394	159,126	153,531	158,779	151,802	146,126	148,069	145,437	158,359	153,501	161,669	
	FY2017	157,155	164,405	164,835										
Domestic	FY2016	18,090	18,878	21,152	18,705	17,533	17,578	17,560	16,167	16,800	17,285	17,603	15,850	
	FY2017	16,865	17,797	16,381										

● Marketed Volume (Apr – Jun)

Total +4.9%
Import +7.5%
Domestic +2.3%

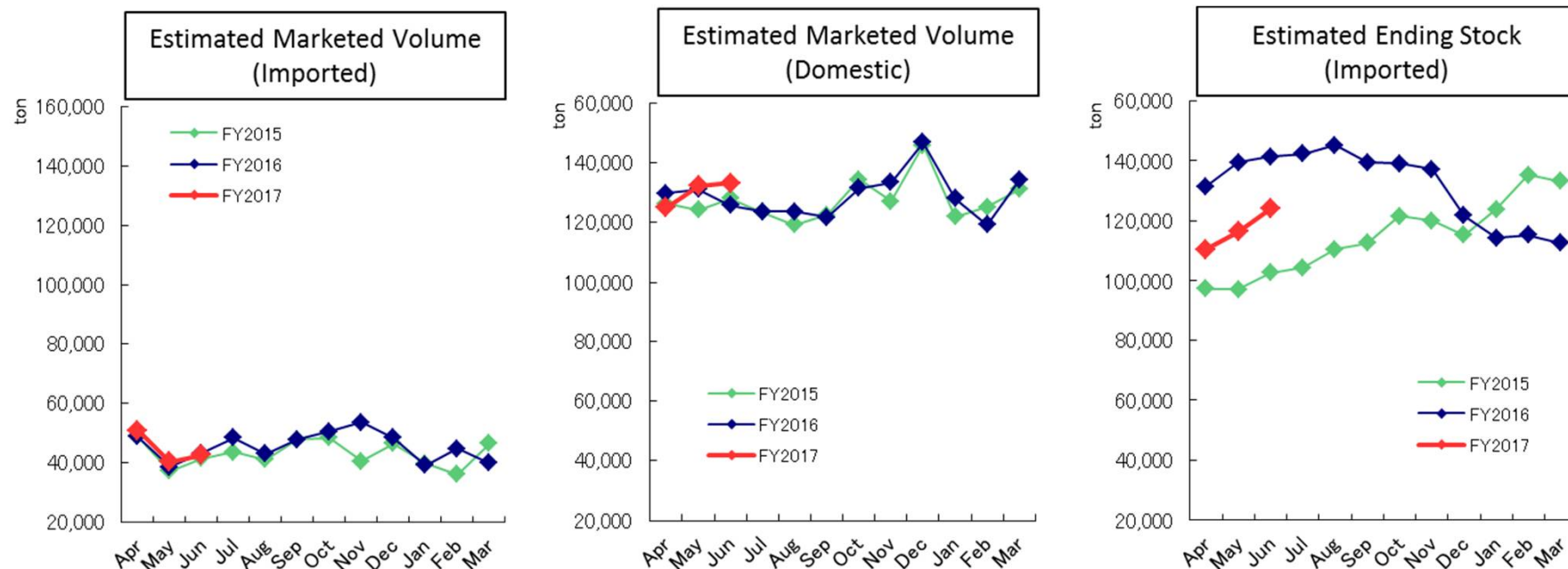
● Jun Ending inventory (Y on Y)

Import +2.6% (164,835t)

Data :

Ministry of Agriculture, Fishery and Forestry,
 Ministry of Finance

Marketed Volume/Ending Inventory (Chicken)



		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Year
【Estimated Marketed Volume】		Ton												
Total	FY2016	178,708	169,813	169,050	172,051	166,805	169,654	182,000	187,149	195,269	167,219	164,034	174,303	2,096,055
	FY2017	175,771	172,496	175,931										524,198
Imported	FY2016	48,844	38,597	43,207	48,307	43,095	47,786	50,516	53,599	48,428	39,172	44,796	40,015	546,362
	FY2017	50,806	40,222	42,573										133,601
Domestic	FY2016	129,864	131,216	125,843	123,744	123,710	121,868	131,484	133,550	146,841	128,047	119,238	134,288	1,549,693
	FY2017	124,965	132,274	133,358										390,597
【Estimated Ending Stocks】		Ton												
Total	FY2016	156,298	162,872	167,880	167,803	169,453	165,114	164,984	161,771	146,058	137,206	139,307	135,759	
	FY2017	135,777	142,376	151,028										
Imported	FY2016	131,594	139,518	141,448	142,403	145,293	139,505	139,078	137,216	121,819	114,386	115,379	112,675	
	FY2017	110,576	116,468	124,136										
Domestic	FY2016	24,704	23,354	26,432	25,400	24,160	25,609	25,906	24,555	24,239	22,820	23,948	23,084	
	FY2017	25,201	25,908	26,892										

● Marketed Volume (Apr – Jun)

Total +1.3%
Import +2.3%
Domestic +0.9%

● Jun Ending inventory (Y on Y)

Import -37.6% (124,136t)

Data :

Ministry of Agriculture, Fishery and Forestry,
 Ministry of Finance

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