

# Annual Report 2016 (Fiscal year ended 31st March, 2016)



## seventeen ice

## <u>Contents</u>

Five-Year Summary	1
Message from the President	2
Operating Results and Financial Status	3
Management Policies	7
Consolidated Financial Statements	9
Corporate Information	51

## Five-Year Summary

## Consolidated

			Millions of yen			Thousands of U.S. dollars
	2016	2015	2014	2013	2012	2016
Net sales	338,437	319,393	315,399	293,002	289,980	3,003,531
Income before income taxes and non-controlling interests	20,962	31,113	17,370	5,027	4,677	186,036
Net income attributable to owners of parent	13,903	21,068	11,033	3,287	242	123,385
			Yen			
Per share of common stock:						
Net income *	212.00	321.35	178.19	28.91	2.13	1.88
Cash dividends	40.00	35.00	15.00	15.00	15.00	0.35
			Millions			
			of yen			
Balance sheet data:						
Shareholders' equity	163,968	153,198	132,700	109,211	107,473	1,455,166
Total assets	274,974	275,302	243,244	219,363	207,292	2,440,311

\* Ezaki Glico Corporation implemented a share consolidation on its common stock with a ratio of two shares to one share on October 1, 2014. Net income per share is calculated based on the assumption that consolidation of shares had been carried out at the beginning of the April 1, 2015.

\* Fractions of one million yen and thousands of U.S. dollars are rounded off

(The change in policy has been applied retrospectively to the Consolidated Financial Statements for the past fiscal year.)

#### **Message from the President**

In the consolidated fiscal year under review, it was reported that the Japanese economy was back on course for mild recovery, with an upward trend in corporate earnings as well as improvements in employment and income. However, the slowdown in emerging economies including the Chinese economy, combined with the effects of US financial policy, led to concerns for a downturn in the Japanese economy. This caused continued uncertainty over the course of the economy. The food industry continued to face increasing challenges, with the weaker yen leading to soaring prices of raw materials.

In light of this situation, our corporate group has proactively implemented various measures. These include expanding the sales of our mainstay products and launching new products and products of affiliates. In addition, we have implemented aggressive sales promotion strategies at mass merchandisers and convenience stores. These efforts, based on Glico Group Action Guidelines, reflect our commitment to business operations that continuously earn the trust and respect of stakeholders. To further sharpen our competitive edge, Ezaki Glico Co., Ltd. merged with Glico Dairy Products Co., Ltd., its fully owned subsidiary, on October 1, 2015.

Although our food products posted decreased sales from the previous fiscal year, our confectioneries, ice cream, milk and dairy products, food ingredients and other segments recorded increased sales. Consequently, consolidated net sales amounted to \$338,437 million, an increase of 6.0% from the \$319,393 million total of the previous fiscal year.

Regarding earnings, our overall cost-to-sales ratio decreased, with changes in our product portfolio and increased sales revenue resulting in a decrease in our fixed cost-to-sales ratio. As for selling, general and administrative (SG&A) expenses, however, there was a rise in the ratio of transportation and storage costs against sales, caused by an increase in products in stock and changes in the product portfolio. Sales promotion and advertising expenses also grew due to the implementation of sales promotion measures at the storefront of mass merchandisers and placement of TV commercials.

As a result, operating income amounted to \$17,110 million, an increase of \$2,863 million from the previous fiscal year (\$14,247 million). Ordinary income was \$19,229 million, an increase of \$1,618 million from the previous fiscal year (\$17,610 million). Net income attributable to owners of the parent was \$13,903 million, a decrease of \$7,165 million from the previous fiscal year (\$21,068 million). During the previous fiscal year, a gain on the sale of fixed assets resulting from the transfer of our old factory site in Tokyo was posted as extraordinary income.

Although we expect increasing difficulties in our business environment, we will unite the efforts of all Group companies to improve performance and meet the expectations of our shareholders.

Your continuing support will be deeply appreciated.

June 2016

+2 43 AZ 2

Katsuhisa Ezaki, President and CEO

## **1. Operating Results and Financial Status**

#### (1) Operating Results

Results by segment

	(Unit: millions of yen, %)							
		Net Sales		Operating Income				
Segment	Fiscal year under review	vs. Previous fiscal year	YoY (%)	Fiscal year under review	vs. Previous fiscal year	YoY (%)		
Confectioneries	121,157	7,400	106.5	9,206	1,036	112.7		
Ice Cream	81,004	7,195	109.7	5,478	2,438	180.2		
Food Products	20,183	(2,130)	90.5	112	(556)	16.9		
Milk and Dairy Products	97,821	3,431	103.6	4,516	2,215	196.3		
Food Ingredients	10,242	778	108.2	492	224	184.0		
Other	8,029	2,369	141.9	(41)	(305)	-		
Adjustment	-	-	-	(2,654)	(2,189)	_		
Total	338,437	19,044	106.0	17,110	2,863	120.1		

 $(\mathbf{T} \mathbf{T}_{11}; \mathbf{t}_{12}; \dots; \mathbf{11}; \dots; \mathbf{C}_{n-1}; \mathbf{0})$ 

#### [Confectioneries Division]

In Japan, sales of 'Bisco,' the 'Pocky' group, 'Van Houten Chocolate' and 'Kobe Roasted Chocolat' increased from the previous fiscal year. Outside Japan, the Chinese subsidiary marked significant growth in sales revenue. As a result, divisional sales amounted to \$121,157 million, a 6.5% increase over the previous fiscal year (\$113,757 million).

As for divisional profits, operating income was \$9,206 million, an increase of \$1,036 million from the previous fiscal year (\$8,170 million). This was mainly caused by increased sales revenue in Japan and the improvement of overall cost-to-sales ratio. These were more than enough to absorb the increase in sales promotion expenses incurred at subsidiaries.

#### [Ice Cream Division]

Sales of mainstay products, including 'Papico,' 'Ice no Mi' and 'Giant Cone' increased from the previous fiscal year. Moreover, wholesales subsidiaries posted sales increases. As a result, divisional sales totaled ¥81,004 million, a 9.7% increase from the previous fiscal year (¥73,808 million).

As for divisional profits, despite the increase in transportation and storage costs-to-sales ratio, increased sales revenue and changes in the product portfolio resulted in a lower cost-to-sales ratio. Consequently, operating income was \$5,478 million, an increase of \$2,438 million from the previous fiscal year (\$3,039 million).

#### [Food Products Division]

While 'Aunt Claire's Stew' sales increased from the previous fiscal year, 'Juku Curry' and 'Curry Shokunin' posted sales decreases. As a result, divisional sales totaled \$20,183 million, a 9.5% decrease from the previous fiscal year (\$22,313 million).

As for divisional profits, efforts were concentrated on increasing the efficiency of rebate implementation. However, changes in the product portfolio pushed up the cost-to-sales ratio and there was an increase in advertising expenses. As a result, operating income amounted to \$112 million, a \$556 million decrease from the previous fiscal year (\$669 million).

#### [Milk and Dairy Products Division]

'Breakfast BifiX Yogurt' and 'Pucchin Pudding' enjoyed sales increases over the previous fiscal year, as did 'Tropicana Essentials' available from Kirin Beverage Co., Ltd. 'Powdered Milk' also marked impressive sales growth based on demand from inbound travelers. As a result, divisional sales totaled ¥97,821 million, a 3.6% increase from the previous fiscal year (¥94,389 million).

As for divisional profits, despite the increased sales promotion expenses, the increased sales revenue caused the cost-to-sales ratio to decline and there also was a decrease in advertising expenses. As a result, operating income was ¥4,516 million, an increase of ¥2,215 million over the previous fiscal year (¥2,300 million).

#### [Food Ingredients Division]

'A-glu' and fine chemicals enjoyed sales increases over the previous fiscal year.

As a result, divisional sales were \$10,242 million, an 8.2% increase from the previous fiscal year (\$9,463 million).

As for divisional profits, although the transportation and storage costs-to-sales ratio increased, a revision of sales prices caused an improvement of the cost-to-sales ratio, and there was a decline in general expenses. As a result, operating income was ¥492 million, an increase of ¥224 million over the previous fiscal year (¥267 million).

#### [Other]

Office Glico and Health Division (including former Sports Foods Division) both enjoyed sales increases from the previous fiscal year. As a result, sales in this segment totaled ¥8,029 million, a 41.9% increase over the previous fiscal year (¥5,659 million).

As for profits, the increased cost-to-sales ratio caused by changes in the product portfolio and an increase in sales promotion expenses related to the release of new products in the health category resulted in an operating loss of \$41 million, a decrease of \$305 million from the operating income of \$264 million recorded in the previous fiscal year.

#### <u>General consolidated performance forecasts including production, sales, profits and losses for</u> <u>the next fiscal year</u>

As for the outlook for the next fiscal year, the future of the Japanese economy is projected to remain uncertain, due to concerns about adverse effects of the Kumamoto Earthquake that occurred in April 2016. The consumption tax hike planned for April of 2017 is also projected to have a negative impact. Moreover, the downturn of economies in the U.S. and China is a risk factor that may drag down the Japanese economy. For the food industry, changes in raw material prices and fluctuations in exchange rates are expected to have a negative impact on corporate performance. Moreover, the application of a reduced tax rate for food products accompanying the scheduled increase in the consumption tax is also expected to be an increasing burden, causing the environment surrounding the food industry to continuously face challenges.

To cope with these difficulties, our corporate group will quickly respond to revisions of the legislative system. We will also stay abreast of consumer trends as we strive to nurture current mainstay products and develop new higher value-added products. Furthermore, effective sales strategies will be implemented to suit individual distribution methods, along with aggressive promotion of international businesses.

By adopting these measures, we aim to achieve net sales of \$370,000 million in the next fiscal year, a 9.3% increase from the fiscal year under review. Our profit targets are: an operating income of \$20,000 million (up 16.9% from the fiscal year under review), ordinary income of \$21,000 million (up 9.2%) and a net income attributable to the owners of the parent of \$14,000 million.

#### Divisional consolidated sales forecasts for the next fiscal year

Divisional sales projections are as follows: Confectioneries Division sales of \$129,500 million (up 6.9% from the fiscal year under review), Ice Cream Division sales of \$90,400 million (up 11.6%), Food Products Division sales of \$20,500 million (up 1.6%), Milk and Dairy Products Division sales of \$104,800 million (up 7.1%), Food Ingredients Division sales of \$11,800 million (up 15.2%), and other segment sales of \$13,000 million (up 61.9%).

## (2) Financial Conditions

#### Assets, liabilities and net assets

As of March 31, 2016, total assets were \$274,974 million, a decrease of \$328 million compared to the end of the previous fiscal year. Current assets were \$131,335 million, a decrease of \$987 million from the end of the previous fiscal year. The main component of this decrease was a decrease in investments in securities. Fixed assets were \$143,639 million, an increase of \$659 million from the end of the previous fiscal year. The main contributor to this increase was an increase in construction in progress.

Total liabilities were \$95,822 million, a decrease of \$4,641 million compared to the end of the previous fiscal year. The main components of this decrease were decreases in current portion of long-term debt and accrued income taxes.

Net assets were \$179,151 million, an increase of \$4,313 million compared to the end of the previous fiscal year. Main contributors to this increase included an increase in retained earnings. Consequently, net worth ratio was 63.1%, up 1.6 percentage points from the end of the previous fiscal year.

#### Cash flows for the fiscal year under review

(Unit: millions of yen)							
	Previous fiscal year (consolidated)	Fiscal year under review (consolidated)	Increase (Decrease)				
Cash flow – operating activities	24,520	17,658	(6,862)				
Cash flow – investing activities	(7,876)	(13,773)	(5,896)				
Cash flow – financing activities	(13,202)	(10,061)	3,141				
Balance of cash and cash equivalents at beginning of term	54,225	59,406	5,180				
Balance of cash and cash equivalents at end of term	59,406	52,010	(7,395)				

Free cash flow during the fiscal year under review, calculated by subtracting net cash used for investing activities from net cash provided by operating activities, totaled \$3,884 million, a decrease of \$12,758 million from the free cash flow of \$16,643 million posted during the previous fiscal year. This decrease was mainly due to the decrease in proceeds from sale of property, plants and equipment.

Net cash used in financing activities was \$10,061 million, a decrease of \$3,141 million from the previous fiscal year, due to the repayment of a short-term debt.

As a result, the balance of cash and cash equivalents at the end of the fiscal year under review totaled \$52,010 million, a decrease of \$7,395 million from the \$59,406 million at the end of the previous fiscal year.

#### **Cash flow indicator trends**

	Mar. 2014	Mar. 2015	Mar. 2016
Net worth ratio (%)	58.1	61.5	63.1
Net worth ratio on market value basis (%)	73.7	115.8	137.6
Debt coverage ratio (years)	1.0	0.5	0.4
Interest coverage ratio (times)	76.7	90.7	101.8

Notes:

Net worth ratio: Net worth / Total assets

Net worth ratio on market value basis: Market capitalization / Total assets

Debt coverage ratio: Interest-bearing liabilities / Amount of cash provided by operating activities Interest coverage ratio: Amount of cash provided by operating activities / Interest paid

\* All indicator values shown above were calculated from financial results on a consolidated basis.

- \* Market capitalization was calculated by multiplying the closing stock price at the end of the fiscal year by the total number of shares issued and outstanding at the end of the fiscal year (after deducting treasury stock).
- \* Cash flow—operating activities in the consolidated cash flow statements are used for the above equation. Interest-bearing liabilities refer to all liabilities for which the Company pays interest from among those recorded in the consolidated balance sheet. The amount of interest paid recorded in the consolidated cash flow statement is also included.

## (3) Basic Policy for the Distribution of Profits, and Dividends for the Current and Next Fiscal Years

Considering returns of earnings to our shareholders as one of our most important management objectives, our corporate group's basic policy prioritizes achieving a stable dividend level while at the same time making sure to secure internal capital resources necessary for strengthening the corporate structure and assuring aggressive business development. In the future, from a medium- to long-term perspective we intend to continue with our efforts to maintain sustained growth, improve corporate value and augment shareholder value through the proactive investment of management resources into business fields with high growth potential.

At the meeting of the Company's Board of Directors held on May 13, 2016, we resolved to pay a year-end dividend of \$20 per share. In addition to an interim dividend of \$20 per share already paid out on December 10, 2015, this will add up to a full-year dividend of \$40 per share. As of today, our plan is to pay a full-year dividend of \$40 per share for the next fiscal year.

## 2. Management Policies

#### (1) Group Management Basic Policy

Our corporate philosophy is to offer "a wholesome life in the best of taste." Based on this corporate philosophy, we strive to offer high value-added products and services that meet the needs of our customers in all markets throughout the world. By so doing, we aim to contribute to society through the development of the food business. It is our hope that this policy will lead to stable growth and will meet shareholder expectations. We will also continue to share our prosperity with all our stakeholders, including customers, business partners, employees and local communities.

#### (2) Targeted Performance Indicators

Target (1): Secure a stable return on sales (ROS) both inside and outside of Japan.

Japan: ROS of 5% or higher, Overseas: ROS of 10% or higher

Target (2): Continuously achieve return on equity (ROE) of 10% or higher (excluding extraordinary income and loss).

#### (3) Medium- and Long-term Corporate Strategies and Future Challenges

As the social situations and economic environment surrounding our business change at an amazing pace on a global scale, and a further rise is predicted for energy resource and raw material costs, our corporate group is determined to boost our corporate value, while flexibly responding to these environmental changes.

The key requirements for attaining our medium- to long-term goals are: 1) creation of powerful product categories and development of new health-related business; 2) promotion of global business, with focus on Asia; and 3) enhancement of competitive strength through concentration of management resources. As we specify these three main objectives, we will implement specific action plans.

#### 1) Creation of powerful product categories and development of new health-related business

We will concentrate our corporate resources on product categories to be strengthened, in order to build a strong brand that is highly competitive in the global market. At the same time, we will seek to lay the foundation for our health-related business.

#### 2) Promotion of global business, with focus on Asia

Our investment of corporate resources will be focused in Vietnam, Indonesia and other Asian regions in addition to China and Thailand, our current mainstay markets. We will also seek to expand our confectionery business globally with 'Pocky' as the core product line. At the same time, we will work on building a foundation for the global development of new non-confectionery business areas, such as sales of ice cream products.

#### 3) Enhancement of competitive strength through concentration of management resources

We will strive to enhance governance functions through unified group operations, while also reinforcing our competitive strengths by concentrating our total group resources. We will also work to address compliance and environmental issues, promote development and proper deployment of human resources, and facilitate interactions among the research, development, production and sales departments, in order to put our group's unified comprehensive strengths to full use.

#### 3. Basic Policy for Selection of Accounting Standards

As a basic policy for the time being, our corporate group will prepare our consolidated financial statements in accordance with Japanese accounting standards based on the consideration of the comparability between accounting periods and between entities. As for the application of the International Financial Reporting Standards (IFRS), we will handle the matter appropriately by taking into account the situations inside and outside of Japan.

#### 4. Significant Subsequent Events

None applicable.

### 5. Others

#### (1) Change of Executives (as of June 29, 2016)

#### 1) Change of representative directors

A. A candidate for new representative director (additional appointment) Senior Managing Executive Officer and Representative Director Etsuro Ezaki (currently Senior Managing Executive Officer and Director)

#### 2) Changes of other directors

**A. A candidate for new director** Director Akira Onuki (currently Executive Officer)

#### **B.** Retiring director

Director Masahiro Azumi (to be appointed corporate advisor)

Note: The appointment of a new representative director listed above was already announced in the press release of May 13, 2016 entitled "Notice regarding Change of Representative Directors (Additional Appointment)."

## **Consolidated Financial Statements**

Ezaki Glico Co., Ltd. and Consolidated Subsidiaries

Fiscal years ended 31st March, 2016 and 2015

## Consolidated Balance Sheets

## 31st March, 2016 and 2015

	2016	2015	2016
	(Millions of yen)		(Thousands of U.S. dollars) (Note 1)
Assets Current assets:			(Note 1)
Cash and deposits (Note 4,5)	¥ 50,941	¥ 37,110	\$ 452,094
Marketable securities ( <i>Note5</i> ,6) Notes and accounts receivable ( <i>Note 5</i> )	11,395 35,113	29,248 33,078	101,135 311,617
Inventories (Note 7)	26,895	25,065	238,692
Deferred income taxes ( <i>Note 17</i> ) Other current assets	2,563 4,478	2,246 5,651	22,751 39,748
Less allowance for doubtful accounts	(54)	(78)	(479)
Total current assets	131,335	132,322	1,165,559
Property, plant and equipment ( <i>Note 9, 19</i> ): Land	15,711	13,933	139,430
Buildings and structures	61,765	69,042	548,153
Machinery and vehicles	102,204	128,512	907,036
Tools, furniture and fixtures Lease	23,660 1,180	23,732 1,089	209,979 10,476
Construction in progress	12,025	3,771	106,719
Less accumulated depreciation	216,547 (133,970)	240,081 (167,373)	1,921,795 (1,188,943)
Property, plant and equipment, net	82,577	72,707	732,851
Investments and other assets: Investments in unconsolidated subsidiaries and affiliates	2,971	3,202	26,367
Investments in securities ( <i>Note 5,6</i> )	34,951	44,332	310,180
Long-term loans receivable	1,142	334	10,139
Deferred income taxes ( <i>Note 17</i> ) Asset for retirement benefits ( <i>Note 11</i> )	406 1,963	810 2,746	3,611 17,426
Real estate for investment (Notes 19)	12,402	12,402	110,067
Software Software in progress	2,365 989	1,939 397	20,990 8,781
Other assets (Notes 9)	3,920	4,163	34,796
Less allowance for doubtful accounts Total investments and other assets	(52) 61,061	(57)	(461) 541,900
Total investments and other assets	01,001	10,212	
Total assets	¥ 274,974	¥ 275,302	\$ 2,440,311
		1 2,0,002	÷ =,,

See accompanying notes to the consolidated financial statements.

,

	2016 2015		2016
	(Millior	(Thousands of U.S. dollars) (Note 1)	
Liabilities and Net Assets			, , , , , , , , , , , , , , , , , , ,
Current liabilities: Notes and accounts payable ( <i>Note 5</i> ) Short-term loans ( <i>Note 5,10</i> ) Current portion of long-term debts ( <i>Note 5,10</i> ) Accrued expenses Accrued income taxes ( <i>Note 17</i> )	¥ 28,396 5,218 501 25,107 2,179	¥ 29,564 7,621 4,000 22,121 5,401	\$ 252,005 46,314 4,446 222,825 19,340
Provision for directors and corporate auditors bonuses	41	44	367
Provision for sales promotion Provision for stock payments of board	1,675	1,509	14,865
incentive plan( <i>Note 3</i> ) Provision for employee stock	56	-	497
ownership plan( <i>Note 3</i> ) Other current liabilities	1,366 12,253	8,468	12,122 108,749
Total current liabilities	76,795	78,729	681,534
Long-term liabilities: Long-term debts ( <i>Note 10</i> ) Liability for retirement benefits ( <i>Note 11</i> ) Provision for business structure improvement Deferred tax liabilities ( <i>Note 17</i> ) Other long-term liabilities Total long-term liabilities	501 10,927 - 3,104 4,494 - 19,027	$ \begin{array}{r} 1,343\\ 10,281\\ 105\\ 5,176\\ 4,828\\ \hline 21,734 \end{array} $	4,446 96,980 - 27,549 39,884 168,859
Net assets: Shareholders' equity ( <i>Note 12</i> ): Common stock: Authorized – 270,000,000 shares in 2016 and 2015 Issued – 69,430,069 shares in 2016 and 2015 Capital surplus Retained earnings ( <i>Notes 12, 22</i> ) Treasury stock, at cost – 3,836,000 shares in	7,773 7,816 155,190	7,773 7,484 144,566	68,989 69,364 1,377,263
2016, and 3,860,644 shares in 2015	(6,811)	(6,626)	(60,450)
Total shareholders' equity	163,968	153,198	1,455,166
Other comprehensive income: Net unrealized holding gain on securities Translation adjustments Retirement benefits liability adjustments	7,949 2,646 (973)	$ \begin{array}{r} 11,875 \\ 4,281 \\ (42) \\ 16,114 \end{array} $	70,550 23,489 (8,638)
Total other comprehensive income Non-controlling interests	<u>9,623</u> 5,560	<u> </u>	<u> </u>
Total net assets	179,151	174,838	1,589,917
Total liabilities and net assets	¥ 274,974	¥ 275,302	\$ 2,440,311

See accompanying notes to the consolidated financial statements.

## Consolidated Statements of Income and Comprehensive Income

### Fiscal years ended 31st March, 2016 and 2015

	2016	2015	2016
	(Millions of yen)		(Thousands of U.S. dollars) (Note 1)
Net sales	¥ 338,437	¥ 319,393	\$ 3,003,531
Cost of sales	183,904	177,782	1,632,095
Gross profit	154,533	141,610	1,371,436
Selling, general and administrative expenses			
(Note 16)	137,422	127,363	1,219,585
Operating income	17,110	14,247	151,850
Other income (expenses):			
Interest and dividend income	2,137	1,054	18,969
Interest expense	(170)	(240)	(1,513)
Loss on disposal of property, plant and equipment Gain on sales of property, plant and	(259)	(234)	(2,301)
equipment (Note 8)	-	11,948	-
Loss on impairment of fixed assets (Note 9)	(83)	(15)	(738)
Gain on sales of investment in securities	1,414	1,052	12,549
Gain on redemption of investment securities	402	425	3,570
Real estate rent	476	181	4,226
Gain from foreign exchange	-	1,435	-
Loss from foreign exchange	(653)	-	(5,798)
Other, net Income before income taxes and	588	1,257	5,220
non-controlling interests	20,962	31,113	186,036
Income taxes (Note 17):			
Current	6,272	7,312	55,665
Deferred	325	1,825	2,892
-	6,598	9,137	58,557
Net income	14,364	21,975	127,478
Total Net income attributable to:			
Owners of parent	13,903	21,068	123,385
Non-controlling interests	461	907	4,092

	2016		20	15	2016		
	(1	(Millions of yen)			U.S	usands of 5. dollars) Note 1)	
Other comprehensive income( <i>Note 18</i> ) Net unrealized holding gain(loss) on securities	(3	,925)		4,397		(34,839)	
Translation adjustments		,736)		2,604		(15,413)	
Remeasurements of defined benefit plans, net of tax	(	(930)		780		(8,256)	
Share of other comprehensive income of entities accounted for using equity method		(308)		212		(2,739)	
Total other comprehensive income	(6	,901)		7,993		(61,249)	
Comprehensive Income	¥ 7	,462	¥ 2	29,969	\$	66,228	
Total comprehensive income attributable to:	N/	7 41 1	v	<b>n</b> o 400	¢		
Owners of parent Non-controlling interests	¥7 ¥	7,411 50	¥2 ¥	28,488 1,480	\$ \$	65,777 450	
Non-controlling interests	Ŧ	30	Ŧ	1,400	φ	430	

## Consolidated Statements of Changes in Net Assets

Fiscal years ended 31st March, 2016 and 2015

	Millions of yen				Thousands of U.S. dollars (Note 1)		
		2016		2015		2016	
Shareholders' equity:							
Common stock Balance at beginning of year	¥	7 773	¥	7 773	\$	68,989	
Balance at end of year	¥-	<u>7,773</u> 7,773	¥	7,773	ф \$	68,989	
Datance at end of year	<b>-</b>	1,115	т –	1,115	Ψ	00,707	
Capital surplus							
Balance at beginning of year ······	¥	7,484	¥	7,413	\$	66,419	
Disposition of treasury stock ······		118		70	Ŧ	1,048	
Transfer of treasury stock to trust		213		_		1,895	
Balance at end of year	¥	7,816	¥	7,484	\$	69,364	
Retained earnings			•••				
Balance at beginning of year	¥	144,566	¥	124,123	\$	1,282,984	
Cumulative effects of changes in accounting				117			
policies		-		115		-	
Restated balance····· Cash dividends·····	-	144,566	· –	124,239		1,282,984	
Interim cash dividends		(1,967)		(1,311)		(17,457)	
Net income		(1,312) 13,903		(656)		(11,648) 123,385	
Change of scope of equity method ••••••		15,905		21,068 1,225		125,585	
Balance at end of year	¥	155,190	¥	144,566	\$	1,377,263	
Balance at end of year	± -	155,170	÷ -	144,300	φ	1,377,203	
Treasury stock ·····							
Balance at beginning of year	¥	(6,626)	¥	(6,610)	\$	(58,806)	
Acquisition of treasury stock		(19)		(77)		(173)	
Disposition of treasury stock		47		61		424	
Transfer of treasury stock to trust		81		-		722	
Transfer of treasury stock from trust		(295)		-		(2,618)	
Balance at end of year · · · · · · · · · · · · · · · · · · ·	¥	(6,811)	¥	(6,626)	\$	(60,450)	
Other comprehensive income: Net unrealized holding gain on securities · · · · ·							
Balance at beginning of year	¥	11,875	¥	7,478	\$	105,390	
Net changes during the year	_	(3,925)		4,397		(34,840)	
Balance at end of year.	¥_	7,949	¥_	11,875	\$	70,550	
Translation adjustments							
Balance at beginning of year	¥	4,281	¥	2,087	\$	37,997	
Net changes during the year	-	(1,634)		2,194	Ŷ	(14,508)	
Balance at end of year	¥	2,646	¥	4,281	\$	23,489	
	-	,		7 -	•	,	

	Millions of yen			Thousands of U.S. dollars (Note 1)		
		2016		2015		2016
Retirement benefits liability adjustments						
Balance at beginning of year	¥	(42)	¥	(824)	\$	(379)
Net changes during the year		(930)		782		(8,259)
Balance at end of year	¥_	(973)	¥	(42)	\$ _	(8,638)
Non-controlling interests:						
Balance at beginning of year · · · · · · · · · · · · · · · · · · ·	¥	5,526	¥	4,062	\$	49,044
Cumulative effects of changes in accounting policies		-		0		-
Restated balance		5,526		4,062		49,044
Net changes during the year		34	. –	1,463		305
Balance at end of year	¥	5,560	¥	5,526	\$	49,349

## Consolidated Statements of Cash Flows

## Fiscal years ended 31st March, 2016 and 2015

	2016	2015	2016	
-	(Millions	s of yen)	(Thousands of U.S. dollars) (Note 1)	
Cash flows from operating activities:	V 20.062	V 21 112	¢ 196 036	
Income before income taxes and non-controlling interests Depreciation and amortization	¥ 20,962 10,795	¥ 31,113 11,017	\$ 186,036 95,806	
Loss on impairment of fixed assets	83	15	738	
Decrease in provision for business structure improvement	(105)	-	(931)	
Increase (decrease) in net defined benefit asset and liability	90	(541)	799	
Increase (decrease) in provision for directors and corporate auditors bonuses	(2)	(0)	(23)	
Increase (decrease) in provision for sales promotion	166	(75)	1,473	
Increase in provision for stock payments of board incentive plan	56	-	497	
Increase in provision for employee stock ownership plan	1,366	_	12,122	
Decrease in provision for doubtful accounts	(27)	(129)	(246)	
Interest and dividend income	(2,137)	(1,054)	(18,969)	
Interest expense	170	240	1,513	
Exchange loss (gain)	865	(1,242)	7,679	
Gain on sales of property, plant and equipment Loss on disposal of property, plant and equipment	(10) 259	(11,975) 234	(91) 2,301	
Gain on sales of investment securities	(1,414)	(1,052)	(12,549)	
Gain on redemption of investment securities	(402)	(425)	(3,570)	
Decrease (increase) in notes and accounts receivable	(2,490)	(1,637)	(22,106)	
Increase in inventories	(1,963)	(4,450)	(17,429)	
Increase (decrease) in notes and accounts payable	(971)	3,368	(8,622)	
Other	1,887	5,086	16,748	
Subtotal Income taxes paid	27,175 (9,517)	28,490 (3,969)	241,177 (84,465)	
Net cash provided by operating activities	17,658	24,520	156,712	
Cash flows from investing activities:	17,000	21,320	100,712	
Increase in time deposits	(8,395)	(4,528)	(74,508)	
Decrease in time deposits	4,049	3,261	35,941	
Purchases of marketable securities	(2,900)	(3,107)	(25,736)	
Proceeds from sales of marketable securities	4,811	507	42,702	
Purchase of trust beneficiary right	(2,000)	(2,075)	(17,749)	
Proceeds from redemption of trust beneficiary right Purchases of investments in securities	3,075	1,000	27,289	
Proceeds from sales and redemption of investments in	(11)	(511)	(100)	
securities	4,313	3,568	38,284	
Purchases of property, plant and equipment	(16,605)	(10,210)	(147,372)	
Proceeds from sales of property, plant and equipment	31	12,836	280	
Purchases of intangible assets	(1,847)	(833)	(16,393)	
Proceeds from sales of real estate for investment Purchase of real estate for investment	-	1,126 (10,115)	-	
Proceeds from rental of real estate for investment	413	(10,115)	3,669	
Increase in loans receivable	(951)	(1,035)	(8,442)	
Collection of loans receivable	125	1,073	1,117	
Interest and dividends received	2,188	1,069	19,420	
Other	(71)	97	(638)	
Net cash used in investing activities	(13,773)	(7,876)	(122,235)	
Cash flows from financing activities:	(2,260)		(81 610)	
Increase (decrease) in short-term loans, net	(2,368) (4,150)	(650)	(21,019) (36,010)	
Repayment of long-term loans payable Interest and dividends paid	(4,159) (3,453)	(10,129) (2,236)	(36,910) (30,645)	
Cash dividends paid to non-controlling interests	(16)	(16)	(144)	
	()	()	()	

See accompanying notes to the consolidated financial statements.

	2016	2015	2016
	(Millions	of yen)	(Thousands of
			U.S. dollars)
			(Note $1$ )
Acquisition of treasury stock	(19)	(77)	(173)
Proceeds from sales of treasury stock	166	131	1,473
Other	(210)	(224)	(1,872)
Net cash provided (used in) by financing activities	(10,061)	(13,202)	(89,291)
Effect of exchange rate changes on cash and cash equivalents	(1,218)	1,740	(10,817)
Net increase (decrease) in cash and cash equivalents	(7,395)	5,180	(65,631)
Cash and cash equivalents at beginning of the year	59,406	54,225	527,210
Cash and cash equivalents at end of the year (Note 4)	¥ 52,010	¥ 59,406	\$461,579

## Notes to Consolidated Financial Statements

#### 31st March, 2016

#### **1.** Basis of Presentation

Ezaki Glico Co., Ltd. (the "Company") and its domestic subsidiaries maintain their books of account in conformity with accounting principles generally accepted in Japan, and its overseas subsidiaries maintain their books of account in conformity with those of their respective countries of domicile.

The accompanying consolidated financial statements are prepared on the basis of accounting principles generally accepted in Japan, which are different in certain respects as to the application and disclosure requirements of International Financial Reporting Standards, and have been compiled from the consolidated financial statements prepared by the Company as required by the Financial Instruments and Exchange Law of Japan.

Certain reclassifications of previously reported amounts have been made to the consolidated financial statements for the fiscal year ended 31st March, 2015 to conform them to the 2016 presentation. Such reclassifications had no effect on consolidated net income or net assets.

Amounts in U.S. dollars are included solely for the convenience of the reader. The rate of \$112.68 = U.S. \$1.00, the approximate rate of exchange in effect prevailing on 31st March, 2016, has been utilized. The inclusion of such amounts is not intended to imply that yen amounts have been or could be readily converted, realized or settled in U.S. dollars at that or any other rate.

Fractions of one million yen and thousands of U.S. dollars are rounded off. The change in policy has been applied retrospectively to the Consolidated Financial Statements for the past fiscal year.

#### 2. Summary of Significant Accounting Policies

## (a) Principles of consolidation and accounting for investments in unconsolidated subsidiaries and affiliates

The accompanying consolidated financial statements include the accounts of the Company and any significant companies which it controls directly or indirectly. All significant intercompany balances and transactions have been eliminated in consolidation.

Investments in subsidiaries and affiliates which are not consolidated or accounted for by the equity method are carried at cost.

Differences between the cost and the underlying net equity at fair value of investments in consolidated subsidiaries have been amortized principally by the straight-line method over 5 years. Minor differences are charged or credited to income in the year of acquisition.

The balance sheet date of the overseas consolidated subsidiaries is 31st December. Any significant differences in intercompany accounts and transactions arising from intervening intercompany transactions during the period from 1st January through 31st March have been adjusted, if necessary.

#### (b) Foreign currency translation

Revenue and expense items arising from transactions denominated in foreign currencies are generally translated into yen at the rates in effect at the respective transaction dates. Gain or loss on foreign exchange is credited or charged to income in the period in which the gain or loss is recognized for financial reporting purposes.

All monetary assets and liabilities denominated in foreign currencies are translated into yen at the rates of exchange in effect at the balance sheet date and gain or loss on each translation is credited or charged to income.

The financial statements of the overseas consolidated subsidiaries are translated into yen at the rates of exchange in effect at the balance sheet date except that the components of shareholders' equity are translated at their historical exchange rates. Translation adjustments are presented as a component of net assets in the accompanying consolidated balance sheets.

#### 2. Summary of Significant Accounting Policies (continued)

#### (c) Cash and cash equivalents

For purposes of the consolidated statements of cash flows, cash and cash equivalents consist of cash on hand, deposits with banks withdrawable on demand, and short-term investments which are readily convertible to cash subject to an insignificant risk of any changes in value and which were purchased with an original maturity of three months or less.

#### (d) Allowance for doubtful accounts

The allowance for doubtful accounts is calculated based on the actual historical ratio of bad debts and an estimate of certain uncollectible amounts determined after an analysis of specific individual receivables.

#### (e) Marketable securities and investments in securities

The accounting standard applicable to financial instruments requires that securities be classified into three categories: trading securities, held-to-maturity debt securities or other securities. Trading securities are carried at fair value, and gain or loss, both realized and unrealized, is credited or charged to income. Held-to-maturity debt securities are carried at amortized cost. Marketable securities classified as other securities are carried at fair value with any changes in unrealized holding gain or loss, net of the applicable income taxes, reported as a separate component of net assets. Non-marketable securities classified as other securities sold is principally determined by the moving average method. Compound financial instruments inclusive of derivative components are in aggregate carried at fair value.

#### (f) Inventories

Inventories are stated at the lower of cost, determined principally by the weighted-average method, or market. Inventories with lower profitability are written down to the amount of its net selling value and differential would be charged to income.

#### (g) Property, plant and equipment and real estate for investment (except for leases)

Property, plant and equipment and real estate for investment are stated at cost. Depreciation is principally determined by the declining-balance method at rates based on the estimated useful lives of the respective assets, except for buildings (excluding structures attached to the buildings) acquired on or after 1st April, 1998 to which the straight-line method is applied.

#### (h) Computer software (except for leases)

Expenditures relating to the cost of computer software intended for internal use are charged to income as incurred, except if these are deemed to contribute to the generation of future income or cost savings. Such expenditures are capitalized and amortized by the straight-line method over an estimated useful life of 5 years.

#### 2. Summary of Significant Accounting Policies (continued)

#### (i) Leases

Leases are depreciated by the straight-line method over serviceable life with residual value zero.

#### (j) Provision for directors and corporate auditors bonuses

Accrued bonuses for directors and corporate auditors are provided at the estimated amount of bonuses to be paid.

#### (k) Provision for stock payments of board incentive plan

Accrued expense for stock payments of board incentive plan are provided at the estimated amounts of stocks to be paid based on stock payment rule.

#### (l) Provision for employee stock ownership plan

Accrued expense for employee stock ownership plan are provided at the estimated amounts of distribution when employee stock ownership plan ends.

#### (m) Liability for retirement benefits

Liability for retirement benefits have been provided mainly at an amount calculated based on the retirement benefit obligation and the fair value of the pension plan assets as of the balance sheet date. The retirement benefit obligation is attributed to each period by the straight-line method over the estimated remaining years of service of the eligible employees.

Prior service cost is amortized in the year in which the gain or loss is recognized primarily by the straight-line method over a period of 5 years, which is within the estimated average remaining years of service of the eligible employees.

Net unrecognized actuarial gain or loss is amortized commencing the year following the year in which the gain or loss is recognized primarily by the straight-line method over a period of 5 years, which is within the estimated average remaining years of service of the eligible employees.

#### (n) Provision for sales promotion

Accrued sales promotion costs are provided at the estimated amount of sales promotion costs to be paid.

#### 2. Summary of Significant Accounting Policies (continued)

#### (o) Derivative financial instruments and hedging activities

All derivatives are stated at fair value with any changes in fair value included in net income or loss for the period in which they arise, except for derivatives which meet the criteria for deferral hedge accounting under which realized gain or loss is deferred as a component of net assets. Receivables and payables hedged by forward exchange contracts which meet certain conditions are translated at their contracted rates. Interest-rate swaps which meet certain conditions are accounted for as if the interest rates applied to the swaps had originally applied to the underlying debt and investment assets.

#### **3.** Additional Information (Application of accounting standards related to business combination)

The Company and its domestic subsidiaries adopted "Revised Accounting Standard for Business Combinations" (Accounting Standards Board of Japan("ASBJ") Statement No. 21 of September 13, 2013) "Revised Accounting Standard for Consolidated Financial Statements" (ASBJ Statement No.22 of September 13, 2013) "Revised Accounting Standard for Business Divestitures" (ASBJ Statement No.7 of September 13, 2013) and other standards. These revised accounting standards are applied from the fiscal year ended March 31 2016. Accordingly, differences resulting from changes in ownership interest in subsidiaries when control over the subsidiaries is retained are recognized under capital surplus, and acquisition-related costs are recorded as expenses for the period in which they arise. For business combinations conducted on or after the beginning of the year ended March 31, 2016, the accounting method has been changed to reflect adjustments of the allocation of acquisition costs on the finalization of provisional accounting treatments in the consolidated financial statements for the year in which the business combination occurs. In addition, the presentation method of net income was amended, and "minority interests" were changed to "non-controlling interests". Certain reclassifications were made to the previous year's consolidated financial statements to reflect these changes in presentation.

From April 1, 2015, these revised standards are applied prospectively in accordance with the transitional treatment provided in Article 58-2(4) of ASBJ Statement No.21, Article 44-5(4) of ASBJ Statement No.22 and Article 57-4(4) of ASBJ Statement No.7 is applied from the beginning of the year ended March 31,2016.

This change had no impact on Consolidated Financial Statements.

#### (Transactions to transfer the Company shares to the employees through the trust)

The Company has introduced the "Employee Stock Ownership Plan (ESOP) Trust" (the "Plan"), in order to provide the Company group's employees with incentives to promote the benefit and welfare of the employees of the Company group and others and to increase the enterprise value of the Company.

#### (a) Outline of the transactions

The Plan is an incentive plan, in which all employees of the Company group who are members of the "Ezaki Glico Share Holding Association" ("Share Holding Association") may participate. The Company creates a trust with those of the employee member of the Share Holding Association who meet certain requirements as its beneficiaries, and during a predetermined period, the trust acquires the number of Ezaki Glico's shares that the Association is expected to acquire over the next five years. Afterwards, the trust sells off our stocks to the Share Holding Association in accordance with certain plan. The remaining funds will be distributed according to employee's contribution ratio when there are the trust earnings resulting from an upward swing in stock price when the trust ends. There is no additional burden on the employee as we will pay back the loan based our guarantee clause of the loan agreement when a loss is caused by a drop on stock prices.

- (b) Although the Company applied Practical Solution on Transactions of Delivering the Company's Own Stock to Employees etc. through Trusts (ASBJ Practical Issues Task Force (PITF) No. 30, issued on 26th March, 2015), the accounting for those transactions has been conducted according to the conventional method.
- (c) The items relating to the Company shares owned by the Trust
  - Book value of the Company shares owned by the Trust As of 31st March, 2016: ¥482 million As of 31st March, 2015: ¥513 million
  - 2. The Company shares owned by the Trust are accounted for as treasury stock.

3. Number of the Company shares owned by the Trust at the end of the last fiscal year and the average number of shares owned by the Trust Number of the Company shares owned by the Trust at the end of the fiscal year As of 31st March, 2016: 271 thousand shares

As of 31st March, 2015: 299 thousand shares\*

Average number of shares owned by the Trust

As of 31st March, 2016: 284 thousand shares

As of 31st March, 2015: 314 thousand shares\*

\*Ezaki Glico Corporation implemented a share consolidation on its common stock with a ratio of two shares to one share on October 1, 2014. These are calculated based on the assumption that consolidation of shares had been carried out at the beginning of the previous fiscal year.

4. The number of the Company shares mentioned in part 3. was included in the treasury stock to be deducted in terms of calculating relevant per share indicators.

#### (Performance-based remunerations)

The company has introduced the Board Incentive Plan (BIP) for Board Directors (excluding External Board Directors), Executive Officers ("Board Directors, etc."),in order to raise motivation to contribute to improvement of financial results and aim to share common interest with our shareholders.

#### (a)Outline of the BIP

The BIP adopts the structure used for the Board Incentive Plan Trust (the "Trust"). The Trust is also a stock-based officer remuneration plan that offers Board Directors, etc. payment of the Company's shares according to their individual rank and the level of attainment of performance targets. The Plan will be for the three fiscal years starting from the fiscal year that ends on March 31,2016 up to the fiscal year that ends on March 31, 2018

(b)Number and book value of the Company Shares owned by the Trust at the end of the fiscal year

As of 31<sup>st</sup> March,2016:47 thousand shares, ¥295million

The Company recorded the book value of the company shares owned by the trust as the book value in the trust.

#### 4. Cash and Cash Equivalents

The balances of cash and deposits reflected in the consolidated balance sheets at 31st March, 2016 and 2015 are reconciled to the balances of cash and cash equivalents as presented in the consolidated statements of cash flows for the fiscal years then ended as follows:

	2016	2015	2016
	(Million	s of yen)	(Thousands of U.S. dollars)
Cash and deposits	¥ 50,941	¥ 37,110	\$452,094
Time deposits with original maturities in excess of three months included in cash			
and deposits	(7,426)	(3,080)	(65,907)
Short-term investments which mature within three months of the dates of acquisition included in marketable			
securities	8,495	25,376	75,392
Cash and cash equivalents	¥ 52,010	¥ 59,406	\$461,579

#### **5.** Financial Instruments

For the fiscal year ended 31st March, 2016 and 2015

•Overview

a) Action policy for financial instruments

The Group raise funds mainly through bank borrowings and bond issue according to capital investments plan and other long-term capital needs. The Group raises the short-term operating funds through bank borrowings. The Group manages cash surpluses through liquid, highly stable financial instruments and stocks of other companies with which the Group has business relationships. Derivative financial instruments are utilized to reduce risk and the Group does not hold or issue derivative financial instruments for speculative trading purposes.

b) Contents of financial instruments and related risk

Operating receivables such as notes and accounts receivable are exposed to credit risk of customers. Marketable securities and investments in securities are bonds except held-to-maturity debt securities and the stocks; and those securities are exposed to credit risk, market fluctuation risk and interest rate risk.

Business liabilities such as notes and accounts payable are, mostly due within six months. Among debt payable, short-term loans are related with business, and the long-term debts are taken out mainly for the purpose of making capital investments. Among these, the floating rate loan is exposed to interest rate risk.

As for derivative financial instruments, forward exchange contracts and currency swap transactions are used for the purpose of reducing exchange rate risk of foreign currency bond and debt, and interest rate swap transactions are utilized for the purpose of reducing interest rate risk in a future market of investment in securities.

c) Risk management for financial instruments

(1) Monitoring of credit risk (the risk that customers or counterparties may default)

The Group manages, according to the credit management official rules of each company, the due date and the balance of operating receivables from business partners, and regularly monitors the status of major counterparties to quickly identify and reduce concerns of repayment resulting from the weakening of the counterparties' financial situation. In addition, the Group utilizes business credit insurance for some operating receivables.

Because the securities and investment in securities are limited to the financial institutions with high credit ratings, the Group assumes that the credit risk is insignificant.

The Group deals with only highly rated financial institutions to reduce counterparty risk in conducting derivative transactions.

#### **5.** Financial Instruments (continued)

(2) Monitoring of market risk (the risks arising from fluctuations in foreign exchange rates or interest rates)

For securities and investments in securities, the Group periodically reviews the fair values of such financial instruments and the financial position or the ratings of the issuers. In addition, the Group regularly evaluates whether securities should be maintained taking into account their fair values and relationships with the issuers.

In conducting derivative transactions, the division in charge of each derivative transaction follows the internal policies, which set forth delegation of authority. Reports including actual transaction data are submitted to top management for their review.

(3) Monitoring of liquidity risk (the risk that the Company cannot meet its obligations on scheduled due dates)

The Company introduces a cash management system for the main domestic companies in the Group. Based on the business plan of the Group companies, accounting department makes a fund raising plan and updates the plan timely while taking the results into consideration.

d) Supplementary explanation of the estimated fair value of financial instruments

The fair value of financial instruments is based on their quoted market price, if available. When there is no quoted market price available, fair value is reasonably estimated. Since various assumptions and factors are reflected in estimating the fair value, different assumptions and factors could result in different fair value. In addition, the notional amounts of derivatives in Note.14 Derivatives are not necessarily indicative of the actual market risk involved in derivative transactions.

•Estimated fair value of financial instruments

Carrying value of financial instruments on the consolidated balance sheet as of 31st March, 2016, 2015 and estimated fair value are as follows. Financial instruments for which it is extremely difficult to determine the fair value are not included (please refer to Note.2 below).

		2016			2015	
	Carrying Estimated		Carrying Estimated			
	Value	fair value	Difference	Value	fair value	Difference
	(1	Millions of ye	n)	(	Millions of ye	en)
Assets:						
Cash and deposits	¥ 50,941	¥ 50,941	_	¥ 37,110	¥ 37,110	—
Notes and accounts receivable	35,113	35,113	-	33,078	33,078	—
Marketable securities and investments in securities	45,195	45,195	_	72,431	72,431	_
Total assets	131,250	131,250	_	142,620	142,620	_
Liabilities:						
Notes and accounts payable	¥28,396	¥28,396	_	¥29,564	¥29,564	—
Short-term loans and current portion of long-term debt	5,719	5,719	_	11,621	11,621	_
Long-term debt	501	498	(2)	1,343	1,369	26
Total liabilities	34,616	34,614	(2)	42,529	42,555	26
Derivatives*		_	_	_	_	_

## Ezaki Glico Co., Ltd. and Consolidated Subsidiaries **5. Financial Instruments (continued)**

		2016	
	Carrying	Estimated	
	Value	fair value	Difference
	(Thous	ands of U.S. a	lollars)
Assets:			
Cash and deposits	\$ 452,094	\$ 452,094	—
Notes and accounts receivable	311,617	311,617	—
Marketable securities and investments in securities	401,096	401,096	_
Total assets	1,164,807	1,164,807	
Liabilities:			
Notes and accounts payable	\$252,005	\$252,005	—
Short-term loans and current portion of long-term debt	50,760	50,760	_
Long-term debt	4,446	4,428	(17)
Total liabilities	307,211	307,193	(17)
Derivatives*	_	_	—

\*The value of assets and liabilities arising from derivative transactions is shown at net value, and with the amount in parentheses representing net liability portion.

## Ezaki Glico Co., Ltd. and Consolidated Subsidiaries **5. Financial Instruments (continued)**

notes:

1. The methods to determine the estimated fair value of financial instruments and the matters about securities and derivative financial instruments

#### Assets

Cash and deposits, Notes and accounts receivable

Because these items are settled in a short term, their carrying value approximates the fair value.

Marketable securities and investments in securities

The fair value of stocks is based on quoted market prices. The fair value of debt securities is based on either quoted market prices or prices provided by the financial institutions making markets in these securities. In addition, please refer to Note.6 "Marketable Securities and Investments in Securities" for the matter about the possession purpose of securities.

#### **Liabilities**

Notes and accounts payable, Short-term loans and current portion of long-term debt Because these items are settled in a short term, their carrying value approximates the fair value.

#### Long-term debt

The fair value of long-term debt is determined by discounting the sum of principal and interest by the rate which is expected to be applied if same debt were newly financed.

#### Derivatives

Please refer to Note.14 "Derivatives"

2. Financial instruments for which it is extremely difficult to determine the fair value

	2016	2015	2016
	(Millions of	(Millions of	(Thousands of
	yen)	yen)	U.S. dollars)
Unlisted stocks	¥4,122	¥4,352	\$36,587

Because no quoted market price is available and it is extremely difficult to determine the fair value, the above financial instruments are not included in the above table.

## **5.** Financial Instruments (continued)

3. The redemption schedule at 31st March, 2016 for receivables and marketable securities with maturity dates is summarized as follows:

	(Millions of yen)				
	Due in one year or less	Due after one year through five years	Due after five years through ten years	Due after ten years	
Deposits	¥ 50,846	—	—	_	
Notes and accounts receivable	35,113	_	_	_	
Bonds	2,900	1,600	—	800	
Other securities	3,150	320	20	—	
		(Thousands og	f U.S. dollars)		
	Due in one year or less	(Thousands of Due after one year through five years	f U.S. dollars) Due after five years through ten years	Due after ten years	
Deposits		Due after one year through	Due after five years through		
Deposits Notes and accounts receivable	year or less	Due after one year through	Due after five years through		
Notes and accounts	year or less \$ 451,249	Due after one year through	Due after five years through		

#### 6. Marketable Securities and Investments in Securities

a) Marketable securities classified as held-to-maturity debt securities and other securities at 31st March, 2016 and 2015 are summarized as follows:

#### Held-to-maturity debt securities:

The Company and consolidated subsidiaries had no marketable securities classified as held-to-maturity debt securities at 31st March, 2016 and 2015.

## 6. Marketable Securities and Investments in Securities (continued)

#### Other securities:

		2016			2015	
	Acquisition cost	Carrying value	Unrealized holding gain (loss)	Acquisition cost	Carrying value	Unrealized holding gain (loss)
			(Million	ns of yen)		
Securities whose carrying value exceeds their acquisition cost:						
Stocks	¥ 16,457	¥27,290	¥10,832	¥ 20,655	¥36,758	¥ 16,103
Bonds	2,913	3,377	464	4,211	5,001	789
Other	1,573	1,602	29	1,562	1,571	9
Subtotal	20,944	32,270	11,325	26,428	43,331	16,902
Securities whose acquisition cost exceeds their carrying value:						
Stocks	2,868	2,469	(399)	627	503	(124)
Bonds	1,900	1,884	(15)	2,601	2,600	(1)
Other	8,572	8,571	(1)	26,026	25,996	(30)
Subtotal	13,340	12,925	(415)	29,255	29,100	(155)
Total	¥ 34,285	¥ 45,195	¥ 10,909	¥ 55,684	¥72,431	¥ 16,746

	2016			
	Acquisition cost	Carrying value	Unrealized holding gain (loss)	
	(Thousa	nds of U.S.	dollars)	
Securities whose				
carrying value exceeds				
their acquisition cost:				
Stocks	\$ 146,058	\$242,193	\$ 96,134	
Bonds	25,858	29,976	4,118	
Other	13,959	14,220	260	
Subtotal	185,876	286,390	100,514	
Securities whose				
acquisition cost exceeds				
their carrying value:				
Stocks	25,459	21,912	(3,547)	
Bonds	16,861	16,728	(134)	
Other	76,075	76,065	(10)	
Subtotal	118,396	114,705	(3,691)	
Total	\$ 304,273	\$401,096	\$ 96,822	

#### 6. Marketable Securities and Investments in Securities (continued)

b) Sales of securities classified as other securities for the fiscal years ended 31st March, 2016 and 2015 are summarized as follows:

	2016	2015	2016
	(Millio	ns of yen)	(Thousands of U.S. dollars)
Proceeds from sales	¥ 3,380	¥ 2,713	\$ 29,997
Gain on sales	1,414	1,052	12,549
Loss on sales		—	-

c) The carrying value of investments in non-marketable securities at 31st March, 2016 and 2015 was as follows:

	2016	2015	2016	
	(Millions of yen)		(Thousands of U.S. dollars)	
Other securities:				
Free financial funds	¥ —	¥ —	<b>\$</b> —	
Commercial paper	_	_	—	
Bonds	—	—	—	
Unlisted equity securities (except for shares traded on	4 1 2 2	4.252	26 595	
the over-the-counter market)	4,122	4,352	36,587	
Convertible bonds	—			
Other				

d) The securities which was impaired

Loss on devaluation of investment in securities have been recorded  $\pm 0$  million ( $\pm 0$  thousand) for the fiscal year ended 31st March, 2016.

In case the fair value in the end of the term falls more than 50% in comparison with historical cost, the asset would be impaired, and in case that falls around 30-50% the asset would be impaired with considering recovery possibility.

#### 7. Inventories

Inventories at 31st March, 2016 and 2015 consisted of the following:

	2016	2015	2016
	(Million	s of yen)	(Thousands of U.S. dollars)
Finished goods and Commercial goods Work in process	¥12,451 865	¥11,060 859	\$ 110,500 7,683
Raw materials and Supplies	13,578	13,144	120,508
-	¥26,895	¥25,065	\$238,692

The amount of inventory at the end of period is the amount which has been written down to the amount of its net selling value on inventories with lower profitability. The amount of loss from evaluation is  $\pm 621$  million (\$5,512 thousand).

#### 8. Gain on sales of property, plant and equipment

The breakdown of gain on sales of property, plant and equipment for the fiscal year ended 31st March, 2016 and 2015 are as follows:

	2016	2015	2016
	(Millions of yen)		(Thousands of
			U.S. dollars)
Land	¥ —	¥ 11,948	\$ -

#### 9. Loss on Impairment of Fixed Assets

Fixed assets of the Company and its domestic consolidated subsidiaries are grouped at each unit which has decision-making authority for investing activities. Idle assets of the Company and its domestic consolidated subsidiaries are also grouped by asset. Consequently, concerning business assets with continuing decreased profitability and facilities with no prospects for use, the Company and its domestic consolidated subsidiaries have written them down to their respective net recoverable value. The related loss on impairment of fixed assets of ¥83 million (\$739 thousand) has been recorded in the consolidated statement of income for the fiscal year ended 31st March, 2016. The details of the loss on impairment are as follows:

2016	2016 (Thousands of	
(Millions of yen)		
	U.S. dollars)	
¥ 73	\$ 655	
9	83	
¥ 83	\$ 738	
	(Millions of yen) ¥ 73 9	

#### 10. Short-Term Loans and Long-Term Debts

Short-term loans principally represent notes issued by the domestic consolidated subsidiaries. The average interest rates on these borrowings were 1.64% and 1.70% at 31st March, 2016 and 2015, respectively.

Long-term debts at 31st March, 2016 and 2015 consisted of the following:

	2016	2015	2016	
	(Millions of yen)		(Thousands of U.S. dollars)	
Secured:				
Loans from banks or other	¥ –	¥ –	\$ -	
Unsecured:				
Loans from banks	1,002	5,343	8,892	
Lease Obligation	524	585	4,657	
C C	1,526	5,928	13,549	
Less current portion:	,	,	,	
Loans from banks	(501)	(4,000)	(4,446)	
Lease Obligation	(205)	(212)	(1,819)	
-	(706)	(4,212)	(6,265)	
	¥ 820	¥ 1,715	\$ 7,283	

The aggregate annual maturities of long-term debts and lease obligation subsequent to 31st March, 2016 are summarized below:

	long-term debts		lease obligation	
	(Millions of yen)	(Thousands of U.S. dollars)	(Millions of yen)	(Thousands of U.S. dollars)
Fiscal year ending				
31st March,				
2017	¥ 501	\$ 4,446	¥ 205	\$ 1,819
2018	501	4,446	149	1,323
2019	_	_	93	832
2020	_	_	48	429
2021	_	_	22	201
2022 and thereafter	_	_	5	50
	¥ 1,002	\$ 8,992	¥ 524	\$4,654

### **11. Liability for retirement benefits**

For the fiscal year ended March 31st, 2016 and 2015

- (a) The Company and certain of its domestic consolidated subsidiaries (Glico Nutrition Co., Ltd., and Glico Information System Co., Ltd.) have defined benefit plans, i.e., corporate pension fund plans in addition to lump-sum payment plans. Other domestic consolidated subsidiaries have lump-sum payment plans.
  One consolidation subsidiary has adopted a jointly-established employee pension fund plan (multi-employer plan), and record required contribution amounts as retirement benefit expenses.
- (b) The adjustments of defined benefit plans are as follows:

	2016	2015	2016
	(Millions of yen)		(Thousands of U.S. dollars)
Retirement benefit obligation at the beginning of the period Cumulative effects of changes in	¥ 25,118	¥ 24,996	\$ 222,923
accounting policies	_	(180)	_
Restated balance	25,118	24,816	222,923
Service cost	1,119	1,092	9,937
Interest cost	210	274	1,865
Actuarial loss	1,213	342	10,765
Benefits paid	(1,494)	(1,426)	(13,259)
Others	(19)	19	(173)
Retirement benefit obligation at the end of the period	¥ 26,148	¥ 25,118	\$ 232,058

(c) The adjustments of Plan assets at fair value are as follows:

	2016	2015	2016
	(Million	es of yen)	(Thousands of
Plan assets at fair value at the			U.S. dollars)
beginning of the period	¥ 17,584	¥ 15,816	\$ 156,054
Expected return on plan assets	439	395	3,901
Actuarial gain	(430)	1,266	(3,824)
Contributions by the employer	372	950	3,304
Retirement benefits paid	(781)	(844)	(6,931)
Others	_		
Plan assets at fair value at the end of the period	¥ 17,184	¥ 17,584	\$ 152,505

## **11.** Liability for retirement benefits (continued)

(d) The adjustments of related to Retirement benefit obligation and Plan assets at fair value at the end of the period and defined benefit liability and defined asset recorded on the consolidated balance sheets are as follows:

	2016	2015	2016
	(Millions of yen)	(Millions of yen)	(Thousands of U.S. dollars)
Retirement benefit obligations of			
the saving plan	¥ 17,126	¥ 16,446	\$ 151,993
Plan assets at fair value	(17,184)	(17,584)	(152,505)
	(57)	(1,137)	(511)
Retirement benefit obligations of the non-saving plan Net amount of liabilities and assets	9,021	8,672	80,065
recognized in the consolidated balance sheets	8,964	7,534	79,553
Liability for retirement benefits	10,927	10,281	96,980
Asset for retirement benefits	(1,963)	(2,746)	(17,426)
Net amount of liabilities and assets recognized in the consolidated	¥ 8,964	¥ 7,534	\$ 79,553
balance sheets	1 0,704	1 7,554	φ 17,000

(e) Retirement benefit expenses and their breakdown

		2016		2015		2016
	(Milli	ons of yen)	(Milli	ons of yen)	(Th	ousands of
					<i>U</i> .	S. dollars)
Service cost	¥	1,119	¥	1,092	\$	9,937
Interest cost		210		274		1,865
Expected return on plan assets		(439)		(395)		(3,901)
Amortization:						
Actuarial loss		286		268		2,541
Prior service cost		18		20		163
Others	_	28		50		255
Retirement benefit expenses	¥	1,223	¥	1,310	\$	10,862

#### 11. Liability for retirement benefits (continued)

(f) The breakdown of prior service cost and actuarial loss recognized in other comprehensive income before deduction of tax benefit is as follows:

		2016	2	015		2016
	(Milli	ons of yen)	(Millio	ns of yen)	`	ousands of S. dollars)
Prior service cost	¥	18	¥	18	\$	163
Actuarial loss Total	¥	(1,357) (1,339)	¥	1,194 1,212	\$	(12,048) (11,885)

(g) The breakdown of prior service cost and actuarial loss recognized in accumulated other comprehensive income before deduction of tax benefit is as follows:

		2016	2	2015		2016
	(Millions of yen)		(Millio	ons of yen)	,	ousands of . dollars)
Unrecognized prior service cost Unrecognized actuarial loss	¥	(9) (1,401)	¥	(27) (44)	\$	(81) 12,439)
Total	¥	(1,410)	¥	(71)		12,521)

(h) The breakdown of plan assets by major category is as follows:

	2016	2015
	(%)	(%)
Bonds	57	54
Equities	27	30
General accounts at life insurance companies	4	7
Other	12	9
Total	100	100

The expected long-term rate of return on plan assets is determined as a result of consideration of both the portfolio allocation at present and in the future, and long-term rate expected to earn the profit from multiple plan assets at present and in the future.

(i) The assumptions used in accounting for the above plans are as follows:

	2016	2015
Discount rate	0.2%~1.0%	1.2%~1.3%
Expected rates of return on plan assets	2.5%	2.5%
Future salary increase rate	6.0~8.0%	6.0~8.0%

### 11. Liability for retirement benefits (continued)

- (j) The contribution to the multi-employer plan is ¥25 million (\$233 thousand) and ¥24 million for the fiscal years ended 31st March, 2016 and 2015, respectively and is accounted for in the same manner as the contribution to the defined contribution plan.
  - 1. Accumulated funds for the plan

	2016	2015	2016
	(Millions of yen)	(Millions of yen)	(Thousands of U.S. dollars)
Plan Assets Total of amount of the pension obligation based on the calculation of pension financing in the scheme	¥571,380	¥512,488	\$5,070,824
and minimum reserve amount	561,736	522,289	4,985,234
Net amount	¥ 9,644	¥ (9,801)	\$ 85,589

- 2. Ratio of total salaries of the consolidated subsidiary to total funds of the plan are 0.17% and 0.15% for the fiscal years ended 31st March, 2016 and 2015, respectively.
- 3. Supplementary explanation

The main reasons behind the difference in amounts above 1 are due to unamortized prior service costs of \$40,107 million (\$355,940 thousand) and \$45,242 million for pension financing calculation purpose and surplus of \$49,751 million (\$441,530 thousand) and \$35,440 million for the fiscal years ended 31st March, 2016 and 2016, respectively.

Amortization of unamortized prior service costs was conducted using the equal repayment method and with an employer contribution of 1.55% and employee contribution of 0.15%. The residual period as of 31st March, 2015 was 7 years.

The ratio in the above 2. does not match with the ratio of the actual burden of the Company.

### 12. Shareholders' Equity

The Corporation Law of Japan provides that an amount equal to 10% of the amount to be disbursed as distributions of capital surplus (other than the capital reserve) and retained earnings (other than the legal reserve) be transferred to the capital reserve and the legal reserve, respectively, until the sum of the capital reserve and the legal reserve equals 25% of stated capital. Such distributions can be made at any time by resolution of the shareholders, or by the Board of Directors if certain conditions are met.

The legal reserve of the Company, which is included in retained earnings, amounted to \$1,943 million (\$17,247 thousand) and \$1,943 million at 31st March, 2016 and 2015, respectively.

Treasury stock

Movements in treasury stock during the fiscal year ended 31st March, 2016 and 2015 are summarized as follows:

		Number	of Shares			
		2016				
	31st March, 2015	Increase	Decrease	31st March, 2016		
Treasury Stock	3,860,644	3,221	27,865	3,836,000		

Increase in the number of treasury stock includes the acquisition of fractional stock of 3,221. Decrease in the number of treasury stock includes the sale of stock to employee stock ownership group of 27,700.

#### 13. Leases

Future minimum lease payments subsequent to 31st March, 2016 for operating leases are summarized as follows:

	(Millions of yen)	(Thousands of U.S. dollars)
Fiscal year ending 31st		
March,		
2017	¥ 267	\$ 2,372
2018 and thereafter	838	7,442
Total	¥ 1,105	\$ 9,814

## 14. Derivatives

Derivative financial instruments are utilized by the Group principally to reduce interest-rate and foreign exchange rate risk related to their accounts payable and financial investments, and consist of currency and interest-rate swaps. The Group also invests in compound instruments which incorporate derivatives to utilize surplus funds for higher yield. The Group does not hold or issue derivative financial instruments for speculative trading purposes.

The Group is exposed to certain market risk arising from its currency and interest-rate swap agreements and its forward exchange contracts. The Group utilizes currency swaps in order to prevent exchange rate fluctuation from impairing its financial investments denominated in foreign currencies. The Group utilizes interest-rate swaps up to the limit of the underlying financial investments and within certain established risk limits. The Group utilizes forward exchange contracts in order to prevent exchange rate fluctuation from impairing its trade receivables denominated in foreign currencies.

The Group is also exposed to the risk of credit loss in the event of nonperformance by the counterparties with respect to currency and interest-rate swap agreements. However, the Group does not anticipate nonperformance by any of these counterparties all of whom are financial institutions with high credit ratings.

Derivative transactions of the Group are carried out pursuant to its internal rules, approved by the Board of Directors, which stipulate the Group's management policies for derivative transactions, the main department for risk control, the intended purposes, the limits of usage, the criteria for the selection of counterparties, and the reporting system. No derivative transactions are entered into for purposes not prescribed in the internal rules. In addition, the Group carries out mutual supervision and monitoring of its derivative transactions.

### 15. Contingent Liabilities

The Company has no contingently liabilities at 31st March, 2016

### **16. Research and Development Expenses**

Research and development expenses included in selling, general and administrative expenses and manufacturing costs for the fiscal years ended 31st March, 2016 and 2015 totaled \$5,094 million (\$45,207 thousand) and \$4,471 million, respectively.

#### 17. Income Taxes

The Company and its domestic consolidated subsidiaries are subjected to several types of taxes: corporate taxes, local inhabitants taxes and enterprise taxes, which in aggregate resulted in a statutory tax rate of approximately 33.06% and 35.6% for the fiscal years ended 31st March, 2016 and 2015, respectively. Overseas subsidiaries are subject to the income and other taxes of the respective countries in which they operate.

The reasons of the difference between effective tax rates and the statutory tax rates for the fiscal years ended 31st March, 2016 and 2015 are as follows:

	2016	2015
Statutory tax rate Permanent non-deductible expenses Permanent non-taxable dividend income Inhabitants' per capita taxes Valuation allowance Tax deduction Effects of changes in Income tax rate Other	The note is omitted, because the difference between statutory tax rate and effective tax rate after adoption of tax-effect accounting is less	35.6% 0.9 (3.0) 0.3 (2.6) (1.3) 0.5 (1.0)
Effective tax rates	than 5% of statutory tax rate.	29.4%

The "Act for Partial Amendment of the Income Tax Act, etc." (Act No. 15 of 2016) and the "Act for Partial Amendment of the Local Tax Act, etc." (Act No. 13 of 2016) were promulgated on 29th March, 2016 and, the corporate tax rate etc. was reduced from the fiscal year after starting 1st April, 2016. As a result, the effective tax rate which the Company used for calculation of deferred tax assets and deferred tax liabilities for this period has been changed from 32.2% for the previous fiscal year to 30.8% for those which are expected to be recovered or paid from 1st April, 2016 to 31st March, 2018 and to 30.6% for those which are expected to be recovered or paid from 1st April, 2016 to 31st March, 2018, respectively.

As a result of this change, net deferred tax liabilities (after netting deferred tax assets) decreased by \$58 million (\$517 thousand), remeasurements of defined benefit plans decreased by \$20 million (\$185 thousand), income taxes – deferred increase by \$73 million (\$655 thousand) and valuation difference on available-for-sale securities increased by \$154 million (\$1,372 thousand) as of and for the fiscal year ended 31st March, 2016, respectively.

## **17. Income Taxes (continued)**

The significant components of deferred tax assets and liabilities of the Company and its consolidated subsidiaries at 31st March, 2016 and 2015 are summarized as follows:

	2016	2015	2016
	(Million	as of yen)	(Thousands of U.S. dollars)
Current portion Deferred tax assets: Accrued bonuses Accrued expenses Other	¥ 842 723 1,011	¥ 848 690 715	\$ 7,473 6,417 8,979
Gross deferred tax assets Less valuation allowance Net deferred tax liabilities	2,577 (13)	2,255 (8)	22,871 (120)
Total deferred tax assets – current Deferred tax liabilities:	¥ 2,563	¥ 2,246	\$ 22,751
Other Total deferred tax liabilities			
Net deferred tax assets Net deferred tax liabilities	¥ 2,563	¥ 2,246	\$ 22,751
Non-current portion Deferred tax assets: Net defined benefit liability Loss on impairment of fixed	¥ 2,811	¥ 2,686	\$ 24,951
assets Amortization of deferred assets Depreciation Other	1,823 15 451 2,610	1,925 17 448 3,649	16,180 139 4,004 23,165
Gross deferred tax assets Less valuation allowance Net deferred tax liabilities Total deferred tax assets	7,711 (4,245) (3,059)	8,726 (5,432) (2,484)	68,440 (37,679) (27,150)
– non-current	406	810	3,611
Deferred tax liabilities: Net unrealized holding gain on securities Reserve for special	(2,964)	(4,876)	(26,306)
depreciation included in retained earnings Reserve for deferred gain on property included in retained	(11)	(17)	(100)
earnings Other	(2,435) (752)	(2,572) (194) (7)((0))	(21,615) (6,677) (54,700)
Total deferred tax liabilities Net deferred tax assets	(6,163) ¥ 3,059	(7,660) ¥ 2,484	(54,700) \$ 27,150
Net deferred tax liabilities	(3,104)	(5,176)	(27,549)

## 18. Other Comprehensive Income

Each component of other comprehensive income for the fiscal year ended 31st March, 2016 and 2015 were the following:

	2016	2015	2016
	(Millions of ye	n)	(Thousands of U.S. dollars)
Net unrealized holding gain on securities			,
Gain arising during the year	(4,020)	7,428	(35,678)
Reclassification adjustments to profit or loss	(1,816)	(1,478)	(16,119)
Amount before income tax effect	(5,836)	5,949	(51,798)
Income tax effect	1,910	(1,552)	16,958
Total	(3,925)	4,397	(34,839)
Translation adjustments			
Adjustments arising during the year	(1,736)	2,604	(15,413)
Remeasurements of defined benefit plans, net of tax			
Gain arising during the year	(1,644)	923	(14,590)
Reclassification adjustments to profit or loss	304	289	2,704
Amount before income tax effect	(1,339)	1,212	(11,885)
Income tax effect	408	(432)	3,628
Total	(930)	780	(8,256)
Share of other comprehensive income of entities accounted for using equity method			
Adjustments arising during the year	(308)	212	(2,739)
Total other comprehensive	(6,901)	7,993	(61,249)

#### **19.** Investment and rental property

The Company and its consolidated subsidiaries own rental office building and rental commercial facilities etc. in Tokyo, Japan and other areas. Income/loss for these investment and rental property for the fiscal year ended 31st march, 2015 was ¥94 million (Income was included in other, net and loss was mainly included in other, net in consolidated statements of income). Income/loss for these investment and rental property for the fiscal year ended 31st march, 2016 was ¥365 million (\$3,247 thousand) (Income was included in other, net and loss was mainly included in other, net and loss was mainly included in other, net in consolidated statements of income).

The carrying amount, net changes and fair value of investment and rental property for the fiscal years ended 31st March, 2016 and 2015 are as follows:

	2016	2015	2016
	(Millions of yen)		(Thousands of U.S. dollars)
Carrying value			
At the beginning of current period	12,629	4,498	112,084
Net Change during the period	(79)	8,132	(708)
At the end of current period	12,549	12,630	111,375
Fair value at end of current period	14,621	14,390	129,759

Note 1. Carrying value represent the acquisition costs less accumulated depreciation and impairment losses.

- Note 2. Net change for the fiscal year ended 31st March, 2015 is mainly acquisition of property ¥10,113 and sales of property of ¥1,974 million and for the fiscal year ended 31st March, 2016 is mainly reallocation of unused real estate of ¥136 million (\$1,206 thousand).
- Note 3. Fair value of main property at March 31, 2016 was the value found in real estate appraisal or investigation by an outside real estate appraiser. However, if no significant fluctuations have occurred in a certain valuation or an index that is deemed to properly reflect the market price since the acquisition of the property from a third party or the most recent external valuation, the fair value is based on the valuation during the current fiscal year or the amount adjusted by using the index.

#### 20. Segment information

1. Summary of report segment

The reportable segments of the Group are components for which discrete financial information is available and whose operating results are regularly reviewed by the board of directors to make decisions about resource allocation and to assess performance.

The Group divides the businesses into five segments: Confectioneries Division / Ice Cream Division / Food Products Division / Milk and Dairy Products Division / Food Ingredients Division

Confectioneries Division mainly includes production and sale of chocolate, gum, cookie and snack etc.

Ice Cream Division mainly includes production and sale of ice cream.

Food Products Division mainly includes production and sale of roux curry and retort-packed food etc.

Milk and Dairy Products Division mainly includes production and sale of milk and dairy product etc.

Food Ingredients Division mainly includes production and sale of starch and food colors etc.

2. Calculating methods of amounts of sales, profit (loss) and assets etc of each reportable segment

The accounting policies of the segments are substantially the same as those described in the "Summary of Significant Accounting Policies (Note 2)" except for the evaluation standard of the inventory and the depreciation methods of fixed assets. Segment performance is evaluated based on operating income or loss.

## **20.** Segment information (continued)

## 3. Information of the amount of sales, profit (loss) and assets etc of each reportable segment 2016 (*Millions of yen*)

			2016 (Millia	ons of yen)		
		Reportable segments			Subtotal	
	Confectioneries Division	Ice Cream Division	Food Products Division	Milk and Dairy Products Division	Food Ingredients Division	
Sales Sales to third parties	121,157	81,004	20,183	97,821	10,242	330,408
Inter-segment sales and transfers	542	-	-	603	160	1,306
Net Sales	121,699	81,004	20,183	98,425	10,403	331,715
Segment income(loss)	9,206	5,478	112	4,516	492	19,806
Segment assets	59,514	33,007	6,088	27,347	5,026	130,984
Depreciation	4,364	2,456	252	1,625	84	8,783
Increase in property,						
plants and equipment/ intangible fixed assets	4,262	12,692	184	1,539	113	18,793
	Other	Total	Adjustments and eliminations	Consolidated		
Sales Sales to third parties	8,029	338,437	-	338,437		
Inter-segment sales and transfers	4,453	5,760	(5,760)	-		
Net Sales	12,482	344,198	(5,760)	338,437		
Segment income(loss)	(41)	19,765	(2,654)	17,110	_	
Segment assets	931	131,915	143,058	274,974		
Depreciation	143	8,927	1,868	10,795		
Increase in property,						
Plants and equipment/ intangible fixed assets	130	18,923	4,386	23,310		

Others are the following business segments that are not included in the reportable segments. Health division (including former Sports Foods Division), Office Glico (Sales of confectionery in the box placed in office) Division, System Maintenance and Development Division.

			2015 (Mi	illions of yer	1)	
	Reportable segments			Subtotal		
	Confectioneri es Division	Ice Cream Division	Food Products Division	Milk and Dairy Products Division	Food Ingredients Division	
Sales Sales to third parties	113,757	73,808	22,313	94,389	9,463	313,733
Inter-segment sales and transfers	498	-	-	240	141	880
Net Sales	114,255	73,808	22,313	94,630	9,605	314,614
Segment income(loss)	8,170	3,039	669	2,300	267	14,447
Segment assets	56,857	18,024	6,803	30,812	4,787	117,285
Depreciation	4,397	2,155	262	2,162	79	9,057
Increase in property, plants and equipment/ intangible fixed assets	4,221	3,081	102	3,233	114	10,752
	Other	Total	Adjustments and eliminations	Consolidated		
Sales Sales to third parties	5,659	319,393	-	319,393		
Inter-segment sales and transfers	3,390	4,271	(4,271)	-		
Net Sales	9,050	323,664	(4,271)	319,393		
Segment income(loss)	264	14,712	(465)	14,247		
Segment assets	859	118,145	157,157	275,302		
Depreciation	150	9,207	1,809	11,017		
Increase in property, Plants and equipment/ intangible fixed assets	78	10,831	928	11,760		

## Ezaki Glico Co., Ltd. and Consolidated Subsidiaries 20. Segment information (continued)

Others are the following business segments that are not included in the reportable segments. Sports Foods Division, Office Glico (Sales of confectionery in the boxplaced in office) Division, System Maintenance and Development Division

		2016	(Thousands	of U.S. dolla	urs)	
			portable segmen	v	/	
	Confectioneries Division	Ice Cream Division	Food Products Division	Milk and Dairy Products Division	Food Ingredients Division	Subtotal
Sales Sales to third parties	1,075,237	718,890	179,120	868,131	90,896	2,932,276
Inter-segment sales and transfers	4,810	-	-	5,360	1,427	11,598
Net Sales	1,080,048	718,890	179,120	873,491	92,323	2,943,875
Segment income(loss)	81,704	48,619	1,002	40,078	4,371	175,775
Segment assets	528,177	292,927	54,029	242,702	44,609	1,162,446
Depreciation	38,735	21,796	2,245	14,425	747	77,948
Increase in property, plants and equipment/ intangible fixed assets	37,826	112,644	1,640	13,665	1,007	166,783
	Other	Total	Adjustments and eliminations	Consolidated		
Sales Sales to third parties	71,255	3,003,531	-	3,003,531		
Inter-segment sales and transfers	39,521	51,119	(51,119)	-		
Net Sales	110,776	3,054,651	(51,119)	3,003,531		
Segment income(loss)	(366)	175,408	(23,557)	151,850		
Segment assets	8,265	1,170,712	1,269,599	2,440,311		
Depreciation	1,275	79,224	16,581	95,806		
Increase in property, plants and equipment/ intangible fixed assets	1,157	167,941	38,930	206,871		

# Ezaki Glico Co., Ltd. and Consolidated Subsidiaries **20. Segment information (continued)**

Others are the following business segments that are not included in the reportable segments. Health division (including former Sports Foods Division), Office Glico (Sales of confectionery in the box placed in office) Division, System Maintenance and Development Division.

# Ezaki Glico Co., Ltd. and Consolidated Subsidiaries **21.** Amounts per Share

Amounts per share at 31st March, 2016 and 2015 and for the fiscal years then ended were as follows:

	2016	2015	2016
	(	Yen)	(U.S. dollars)
Net income	¥ 212.00	¥ 321.35	<b>\$ 1.88</b>
Cash dividends	40.00	35.00	0.35
Net assets	2,646.45	2,582.19	23.49

Net income per share has been computed based on the net income available for distribution to shareholders of common stock and the weighted-average number of shares of common stock outstanding during each respective year. Amounts per share of net assets have been computed based on the net assets available for distribution to the shareholders of common stock and the number of shares of common stock outstanding at the fiscal year end.

Diluted net income per share for the fiscal years ended 31st March, 2016 and 2015 has not been disclosed because no potential for dilution existed at 31st March, 2016 and 2015.

Cash dividends per share represent the cash dividends proposed by the Board of Directors as applicable to the respective years together with the interim cash dividends paid.

The one for two share consolidation of common stocks was effective 1st October, 2014. Net assets per share and net income per share assuming that consolidation of shares had been carried out at the beginning of the fiscal year ended 1st April, 2014.

## Corporate Information

## Board of Directors and Statutory Auditors (as of 29th June, 2016)

President & CEO	Standing Corporate Auditors
Katsuhisa Ezaki	Toshiaki Yoshida
	Hiroshi Adachi
Senior Managing Executive Officer and	
Representative Director	
Etsuro Ezaki	Corporate Auditors
	Shintaro Iwai
Directors	Matao Miyamoto
Takashi Kuriki	Minoru Kudo
Akira Onuki	
Tetsuo Masuda	
Takatoshi Kato	
Kanoko Oishi	

## Corporate Data (as of 31st March, 2016)

Head Office	Number of Employee
6-5, Utajima, 4-chome,	1,472
Nishiyodogawa-ku, Osaka 555-8502, Japan	
Tel:(06)6477-8352	Stock Exchanges Listed
Fax:(06)6477-8250	Tokyo
Tokyo Branch	Transfer Agents
10-18, Takanawa, 4-chome, Minato-ku,	Sumitomo Mitsui Trust Bank, Limited.
Tokyo 108-0074, Japan	5-33, Kitahama, 4-chome, Chuo-ku,
	Osaka 541-0041, Japan
Capital Paid	
¥7,774 Million	Established
(U.S. \$68,989 Thousand)	1922