

# TOYO SUISAN

Annual Report

2002

Year ended March 31, 2002



## PROFILE

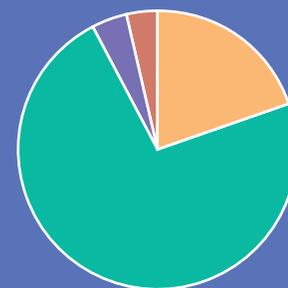
Toyo Suisan Kaisha, Ltd. ("the Company") was established in 1953 as an exporter, domestic buyer and distributor of marine products. The Company entered the cold-storage business in 1955 and began producing and selling such processed foods as fish sausage and various marine products in 1956. We have subsequently expanded into such other business fields as instant noodles, fresh noodles and frozen foods. In addition to consumer foods for home use, we also provide a diverse range of delicious, easy-preparation food products for the commercial food service industry, including restaurants, specialty stores and industrial food service.

Based on Toyo Suisan's corporate stance of "striving to deliver the most wholesome bounty of the earth to the dining table," the Company is undertaking efforts to create products that enhance the flavor of ingredients as well as to ensure careful selection of only the choicest foods. We are also striving to build the most functional logistics system, achieve consistent quality and sanitation controls and pursue new tastes through R&D efforts in response to next-generation needs. To share our delicious products with the rest of the world, Toyo Suisan established a local subsidiary in the United States in 1972, and thereafter began to produce and sell products to North American and Mexican markets. Since the launch of manufacturing and sales of instant noodles in China in 1995, we have made steady inroads into the market owing to the original, new taste of our products among Chinese consumers.

## Net Sales by Segment

For the fiscal year ended March 31, 2002

Total ¥326,334 million



|                 |       |
|-----------------|-------|
| Seafood         | 19.6% |
| Processed Foods | 72.7% |
| Cold-Storage    | 4.1%  |
| Other Business  | 3.6%  |



Since it was first developed in 1962, the *Maruchan* mark has become widely recognized as the symbol for Toyo Suisan products among every Japanese age group. As further evidenced by being selected as one of the official sponsor products available at venues of the 1984 Los Angeles Olympics, products featuring the *Maruchan* label are highly acclaimed for their flavor in particular, and have enjoyed considerable popularity among food lovers both domestically and abroad.

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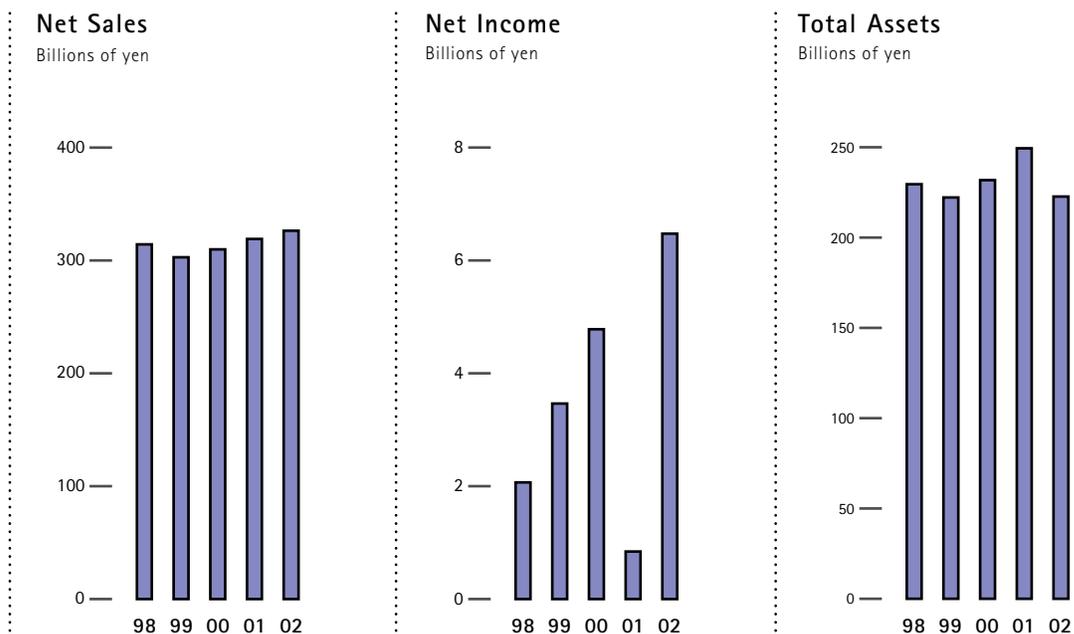
In this annual report, statements other than historical facts are forward-looking statements that reflect our plans and expectations. These forward-looking statements involve risks, uncertainties and other factors that may cause our actual results and achievements to differ materially from those anticipated in these statements.

**CONSOLIDATED FINANCIAL HIGHLIGHTS**

Years ended March 31, 2001 and 2002

|  | Millions of yen |           | Thousands of<br>U.S. dollars |
|--|-----------------|-----------|------------------------------|
|  | 2001            | 2002      | 2002                         |
| <b>For the year:</b>   |                 |           |                              |
| Net sales  | ¥ 319,036       | ¥ 326,334 | \$ 2,449,043                 |
| Operating income   | 16,296          | 16,498    | 123,816                      |
| Net income   | 842             | 6,474     | 48,587                       |
| <b>At year-end:</b>  |                 |           |                              |
| Total assets   | ¥ 249,431       | ¥ 222,713 | \$ 1,671,390                 |
| Shareholders' equity   | 91,898          | 97,621    | 732,613                      |
| <b>Per share of common stock</b><br>(in yen and U.S. dollars): |                 |           |                              |
| Net income   | ¥ 8.1           | ¥ 62.3    | \$ 0.467                     |
| Cash dividends   | 12.0            | 12.0      | 0.090                        |

Note: U.S. dollar amounts represent translation of Japanese yen, for convenience only,  
at the rate of ¥133.25=US\$1, the rate prevailing at March 29, 2002.



# To Our Shareholders



## Business Environment

In fiscal 2002, ended March 31, 2002, despite claims of visible signs of recovery near the end of the term, continued weak consumer spending, further exacerbated by falling stock prices and worsening employment conditions, along with a slowdown in IT-related demand, resulted in a lackluster performance of the Japanese economy as a whole.

Overseas, the U.S. economy was temporarily hampered by the impact of the September 11 terrorist attacks, but regained its momentum toward recovery owing to the success of the U.S. government's aggressive stimulus measures in preventing a continued economic slump.

In the Japanese food industry, prolonged stagnant consumer spending sparked off further price reductions and escalated sales competition to produce an increasingly challenging management environment. Furthermore, BSE (mad cow disease) concerns and the beef-mislabeling scandal have refocused public debate on the issue of social responsibility among corporations. Amid such environmental conditions, we aim to ensure product safety by reinforcing our quality controls and raising awareness of the importance of quality control among employees, as well as reduce costs and actively promote sales activities.

## Business Results

In fiscal 2002, net sales rose 2.3% to ¥326,334 million (US\$2,449.0 million) and operating income edged up 1.2% to ¥16,498 million (US\$123.8 million). In non-operating income, the transfer from allowance for doubtful accounts totaled ¥1,006 million (US\$7.6 million), while in non-operating expenses, write-down of investments in securities of ¥2,269 million (US\$17.0 million) and provision for loss on guarantees of ¥1,554 million (US\$11.7 million) were recorded. The absence of the unrecognized transition amount of ¥9,696 million (US\$72.8 million) in non-operating expenses, which was recorded in fiscal 2001, was the overriding factor contributing to a 668.6% rise in net income to ¥6,474 million (US\$48.6 million).

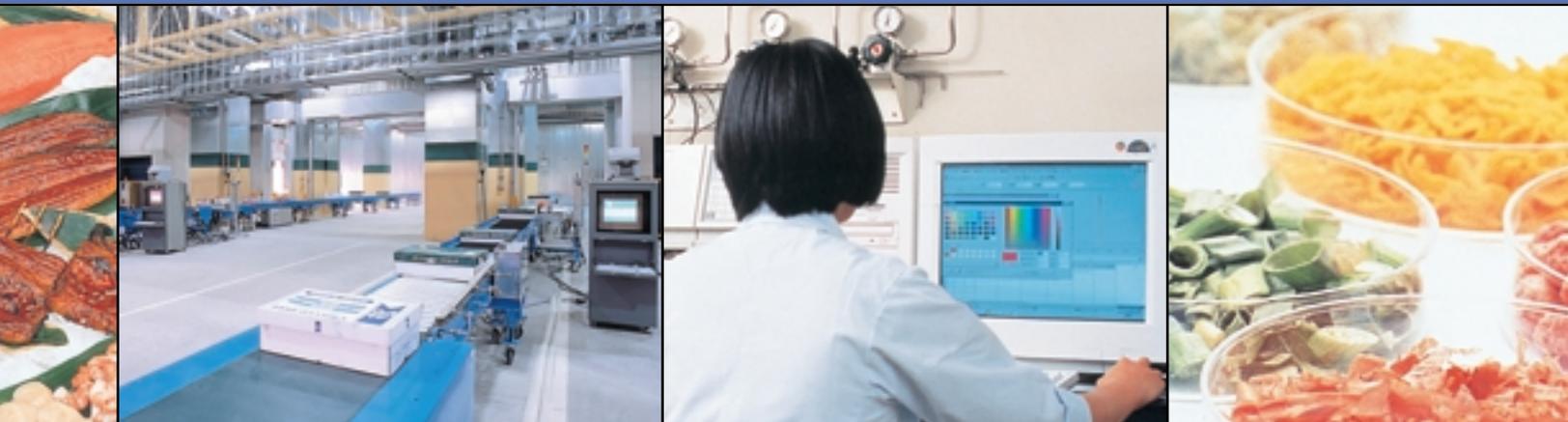
## Performance by Business Segment

### Seafood Division

The Company's focus on superior ingredients, together with a main emphasis on high value-added processed foods and enhancing operational efficiency through such measures as improved inventory management, were unable to counter the effects of falling fish prices fueled by sluggish consumer spending and deflationary pressures. As a result, net sales declined 7.4% to ¥64,059 million (US\$480.7 million).

### Processed Foods Division

Domestic sales were favorable for our Japanese cup instant noodle series, including such products as



*Akai-Kitsune, Midori-no-Tanuki, Kuroi-Buta-Curry* and *Shiroi-Chikara*. Further, in the instant noodle business, our *Men-Zukuri* non-fried noodles recorded a sharp increase in sales, while the fresh noodle business achieved steady growth through positive sales of various types of *yakisoba* and *udon* products. In the frozen food business, sales of frozen noodles and frozen ingredients increased. Overseas, instant noodles continued to perform well in the U.S. market. Accordingly, net sales rose 5.6% to ¥237,323 million (US\$1,781.0 million).

#### **Cold-Storage Division**

The trend among customers to reduce inventories continued unabated, however, further declines in per-unit fees were curtailed due to changes in the composition of goods handled. In addition, the launch of operations at the Higashi-Ogishima No. 3 Cold-Storage Facility during fiscal 2002 contributed to a 3.3% increase in net sales to ¥13,286 million (US\$99.7 million).

#### **Other Business Division**

This division handles such operations as the manufacture and sale of cosmetics and the leasing of real estate. Net sales declined 4.5% to ¥11,665 million (US\$87.5 million).

#### **Dividends**

Our fundamental policy is to provide stable returns on earnings to shareholders, while also increasing internal reserves for future business development and bolstering our financial position. In line with this policy, year-end

cash dividends remained unchanged at ¥12.00 (US\$0.09) per share.

#### **Outlook**

In the fiscal year ending March 31, 2003, despite growing signs of an economic recovery, consumer spending is expected to remain weak largely due to anxieties over employment prospects. In the food industry, continued downward pressures on domestic and overseas pricing will likely result in a protracted, harsh market environment.

Against this backdrop, Toyo Suisan aims to surpass the net sales performance recorded for fiscal 2002 by developing products tailored to consumer needs, maximizing the collective proficiencies of the entire Group and targeting expanded market share through enhancing brand strengths. Concurrently, the Company will pursue restructuring measures that will include a scrap-and-build strategy regarding plants, along with further reducing production costs and more efficient utilization of capital allocated for expenses.

As a result of the above efforts, we are forecasting net sales of ¥335.0 billion (US\$2,514.1 million), operating income of ¥17.0 billion (US\$127.6 million) and net income of ¥9.2 billion (US\$69.0 million) in fiscal 2003.

A handwritten signature in black ink, consisting of stylized, overlapping loops and lines.

Teruaki Hashimoto  
*President*

# MILESTONES

- 1953 Established as Yokosuka Suisan Kaisha, Ltd. in the Tsukiji Market (Tokyo Metropolitan Central Wholesale Market) (Capital: ¥3.5 million)  
Began export of frozen tuna and handling of domestic marine products
- 1955 Acquired cold-storage facility in Kawasaki, and entered the cold-storage business
- 1956 Started production of fish sausage  
Changed Company name to Toyo Suisan Kaisha, Ltd.
- 1957 Relocated head office to Konan, Minato-ku, Tokyo  
Started operations of canning plant and 1,500-ton cold-storage facility in Shinagawa-ku, Tokyo
- 1960 Merged with Tokyo Suisan Kogyo Co., Ltd.
- 1961 Started operations of fish sausage plant in Yaizu-shi, Shizuoka Prefecture
- 1962 Birth of *Maruchan* mark
- 1964 Started operations of *ramen* plant in Hidaka-shi, Saitama Prefecture  
Started operations of *ramen* plant in Sapporo
- 1965 Started operations of *ramen* plant in Isehara-shi, Kanagawa Prefecture
- 1967 Started operations of 1,000-ton cold-storage facility in Fukuoka
- 1970 Listed on the Second Section of the Tokyo Stock Exchange
- 1971 Acquired Date Shokuhin Co., Ltd. (currently Fukushima Foods Co., Ltd.)
- 1972 Listed on the Second Section of the Osaka Securities Exchange and Nagoya Stock Exchange  
Established Maruchan, Inc. in Irvine, CA (U.S.A.)
- 1973 Listed on the First Section of Tokyo, Osaka and Nagoya stock exchanges
- 1976 Entered capital participation in Yutaka Shoyu Co., Ltd. (currently Yutaka Foods Corporation)  
Started operations of *ramen* plant in Kobe
- 1977 Started operations of *ramen* plant at Maruchan, Inc.
- 1983 Entered capital participation in Shuetsu Co., Ltd.  
Completed construction of new head office
- 1984 Approved as official sponsor product for Los Angeles Olympic Games
- 1985 Net sales exceeded ¥100.0 billion (non-consolidated basis)  
Established Taiwan Tong Hsing Foods Co., Ltd.
- 1986 Introduced CI System (Established TS Mark)
- 1987 Started operations of 12,800-ton cold-storage facility in Nagoya
- 1988 Established Pac-Mar, Inc. in Seattle, WA (U.S.A.)  
Began sponsoring Toyo Suisan Ladies Hokkaido women's pro-golf tournament  
Established Hainan Dongyang Shuichan Co., Ltd. (Haikou, Hainan, China)
- 1989 Established Maruchan Virginia, Inc. in Richmond, VA (U.S.A.)
- 1990 Entered capital participation in Seafreeze Limited, Partnership in Seattle, WA (U.S.A.)
- 1991 Started operations of 21,000-ton cold-storage facility in Higashi-Ogishima, Kawasaki  
Established Zhanjiang Dongyang Shuichan Co., Ltd. (Zhanjiang, Guangdong, China)
- 1992 Started operations of 17,000-ton cold-storage facility in Jyonanjima, Ota-ku, Tokyo
- 1994 Started operations of 20,000-ton cold-storage facility in Otaru-shi, Hokkaido  
Started operations of Laguna Plant at Maruchan, Inc.
- 1995 Started operations of *ramen* plant at Hainan Dongyang Shuichan Co., Ltd.
- 1997 Started operations of 40,000-ton cold-storage facility in Higashi-Ogishima, Kawasaki  
Merged with Maruto Kosan Co., Ltd.
- 1998 Started operations of 43,000-ton cold-storage facility in Konohana-ku, Osaka  
Listing of Fukushima Foods Co., Ltd. on the over-the-counter market
- 1999 Merged with Toyo Reito Kaisha, Ltd. (Head Office: Shinagawa-ku, Tokyo)
- 2000 Listing of Yutaka Foods Corporation on the Second Section of the Tokyo Stock Exchange
- 2001 Started operations of Fukushima Foods Co., Ltd. plant for aseptic packaging of rice
- 2002 Started operations of 25,000-ton cold-storage facility in Otaru-shi, Hokkaido

## **F I N A N C I A L   S E C T I O N**

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**CONSOLIDATED BALANCE SHEETS**

As of March 31, 2001 and 2002

**ASSETS**

|  | Millions of yen |           | Thousands of<br>U.S. dollars<br>(Note 3) |
|--|-----------------|-----------|--|
|  | 2001            | 2002      | 2002                                     |
| <b>Current Assets:</b>                     |                 |           |  |
| Cash on hand and in banks                  | ¥ 48,011        | ¥ 20,679  | \$ 155,191                               |
| Marketable securities (Note 4)             | 129             | —         | —  |
| Notes and accounts receivable              |                 |           |  |
| Trade                                      | 45,507          | 44,428    | 333,418                                  |
| Unconsolidated subsidiaries and affiliates | 1,007           | 1,379     | 10,352                                   |
| Other                                      | 2,798           | 1,675     | 12,567                                   |
| Less: Allowance for doubtful accounts      | (1,157)         | (446)     | (3,349)                                  |
|  | 48,155          | 47,036    | 352,988                                  |
| Inventories                                | 20,961          | 21,291    | 159,787                                  |
| Deferred income tax assets                 | 1,463           | 1,597     | 11,984                                   |
| Other current assets                       | 1,598           | 1,152     | 8,644                                    |
| Total current assets                       | 120,317         | 91,755    | 688,594                                  |
| <b>Property, Plant and Equipment:</b>      |                 |           |  |
| Buildings and structures                   | 84,725          | 89,152    | 669,058                                  |
| Machinery and equipment                    | 73,929          | 75,748    | 568,465                                  |
|  | 158,654         | 164,900   | 1,237,523                                |
| Less: Accumulated depreciation             | (95,092)        | (98,309)  | (737,778)                                |
|  | 63,562          | 66,591    | 499,745                                  |
| Land                                       | 33,576          | 33,910    | 254,485                                  |
| Construction in progress                   | 1,207           | 3,087     | 23,167                                   |
| Total property, plant and equipment        | 98,345          | 103,588   | 777,397                                  |
| <b>Investments and Advances:</b>           |                 |           |  |
| Investments in and advances to             |                 |           |  |
| unconsolidated subsidiaries and affiliates | 4,254           | 3,326     | 24,963                                   |
| Investments in securities (Notes 4 and 6)  | 18,110          | 13,196    | 99,028                                   |
| Deferred income tax assets                 | 4,513           | 7,133     | 53,530                                   |
| Other investments and advances             | 1,852           | 1,374     | 10,314                                   |
| Less: Allowance for doubtful accounts      | (294)           | (1)       | (9)                                      |
| Total investments and advances             | 28,435          | 25,028    | 187,826                                  |
| <b>Deferred Charges and Other Assets</b>   | 2,334           | 2,342     | 17,573                                   |
| Total assets                               | ¥ 249,431       | ¥ 222,713 | \$ 1,671,390                             |

The accompanying notes are an integral part of the statements.

## LIABILITIES AND SHAREHOLDERS' EQUITY

|  | Millions of yen  |                  | Thousands of<br>U.S. dollars<br>(Note 3) |
|--|------------------|------------------|--|
|  | 2001             | 2002             | 2002                                     |
| <b>Current Liabilities:</b>                              |                  |                  |  |
| Short-term bank loans (Note 6)                           | ¥ 16,491         | ¥ 14,025         | \$ 105,255                               |
| Current maturities of long-term debt (Note 6)            | 31,069           | 1,643            | 12,326                                   |
| Accounts and notes payable                               |                  |                  |  |
| Trade  | 21,034           | 18,704           | 140,367                                  |
| Unconsolidated subsidiaries and affiliates               | 330              | 217              | 1,630                                    |
| Other  | 1,206            | 2,102            | 15,772                                   |
|  | <u>22,570</u>    | <u>21,023</u>    | <u>157,769</u>                           |
| Income taxes payable                                     | 2,906            | 2,548            | 19,124                                   |
| Accrued expenses   | 16,459           | 16,831           | 126,310                                  |
| Deferred income tax liabilities                          | 6                | —                | —  |
| Other current liabilities                                | 791              | 491              | 3,687                                    |
| Total current liabilities                                | <u>90,292</u>    | <u>56,561</u>    | <u>424,471</u>                           |
| <b>Long-Term Liabilities:</b>                            |                  |                  |  |
| Long-term debt (Note 6)                                  | 34,724           | 33,137           | 248,682                                  |
| Deferred income tax liabilities                          | 1,885            | 2,120            | 15,915                                   |
| Reserve for retirement benefits                          |                  |                  |  |
| — for employees  | 20,840           | 20,921           | 157,008                                  |
| — for officers   | 795              | 1,112            | 8,343                                    |
| Provision for loss on guarantees                         | —                | 1,554            | 11,662                                   |
| Other long-term liabilities                              | 12               | —                | —  |
| Total long-term liabilities                              | <u>58,256</u>    | <u>58,844</u>    | <u>441,610</u>                           |
| Total liabilities  | <u>148,548</u>   | <u>115,405</u>   | <u>866,081</u>                           |
| Contingent Liabilities (Note 8)                          |                  |                  |  |
| <b>Minority Interests in Consolidated Subsidiaries</b>   | <u>8,985</u>     | <u>9,686</u>     | <u>72,695</u>                            |
| <b>Shareholders' Equity:</b>                             |                  |                  |  |
| Common stock, par value ¥50 per share                    |                  |                  |  |
| Authorized: 427,000,000 shares as of                     |                  |                  |  |
| March 31, 2001 and 2002, respectively                    |                  |                  |  |
| Issued: 110,881,044 shares as of                         |                  |                  |  |
| March 31, 2001 and 2002, respectively                    | 18,969           | 18,969           | 142,360                                  |
| Additional paid-in capital                               | 20,155           | 20,155           | 151,262                                  |
| Retained earnings  | 57,156           | 62,268           | 467,302                                  |
| Adjustments on Foreign Currency Translation              | (89)             | 1,600            | 12,007                                   |
| Net unrealized holding loss on investments in securities | —                | (1,414)          | (10,612)                                 |
| Treasury Stock   | (1)              | (15)             | (116)                                    |
| Treasury Stock Owned by Consolidated Subsidiaries        | (4,292)          | (3,942)          | (29,590)                                 |
| Total shareholders' equity                               | <u>91,898</u>    | <u>97,621</u>    | <u>732,613</u>                           |
| Total liabilities and shareholders' equity               | <u>¥ 249,431</u> | <u>¥ 222,712</u> | <u>\$ 1,671,389</u>                      |

**CONSOLIDATED STATEMENTS OF INCOME AND RETAINED EARNINGS**

For the years ended March 31, 2001 and 2002

|   | Millions of yen |           | Thousands of<br>U.S. dollars<br>(Note 3) |
|---|-----------------|-----------|--|
|   | 2001            | 2002      | 2002                                     |
| <b>Net Sales</b> (Note 12)  | ¥ 319,036       | ¥ 326,334 | \$ 2,449,043                             |
| <b>Cost of Sales</b> (Note 12)  | 214,452         | 216,057   | 1,621,444                                |
| Gross profit  | 104,584         | 110,277   | 827,599                                  |
| <b>Selling, General and Administrative Expenses</b>   | 88,288          | 93,779    | 703,783                                  |
| Operating income  | 16,296          | 16,498    | 123,816                                  |
| <b>Non-Operating Income (Expenses):</b>   |                 |           |  |
| Interest and dividend income  | 517             | 425       | 3,189                                    |
| Interest expenses   | (1,994)         | (1,106)   | (8,304)                                  |
| Loss on sales or disposition of property  | (310)           | (366)     | (2,748)                                  |
| Gain on sales of investments in securities  | —               | 254       | 1,905                                    |
| Write-down of investments in securities   | (2,646)         | (2,269)   | (17,028)                                 |
| Exchange gain (loss)  | 1,146           | 311       | 2,336                                    |
| Unrecognized transition amount  | (9,696)         | —         | —  |
| Provision for doubtful accounts   | (1,259)         | —         | —  |
| Transfer from allowance for doubtful accounts   | —               | 1,006     | 7,550                                    |
| Provision for loss on guarantees  | —               | (1,554)   | (11,662)                                 |
| Plant closure expenses  | —               | (780)     | (5,852)                                  |
| Other, net  | (461)           | (387)     | (2,904)                                  |
|   | (14,703)        | (4,466)   | (33,518)                                 |
| Income before income taxes  | 1,593           | 12,032    | 90,298                                   |
| <b>Provision for Income Taxes</b>   | 438             | 4,801     | 36,034                                   |
|   | 1,155           | 7,231     | 54,264                                   |
| <b>Minority Interests in Earnings of Consolidated Subsidiaries</b>                              | (313)           | (757)     | (5,677)                                  |
| Net income  | 842             | 6,474     | 48,587                                   |
| <b>Retained Earnings:</b>   |                 |           |  |
| Balance at beginning of year  | 58,147          | 57,157    | 428,939                                  |
| Decrease in retained earnings due to inclusion of an additional subsidiary in the consolidation | (511)           | —         | —  |
| Decrease in retained earnings due to sales of treasury stock                                    | —               | (103)     | (768)                                    |
| Appropriations:   |                 |           |  |
| Cash dividends  | (1,246)         | (1,246)   | (9,349)                                  |
| Officers' bonuses   | (75)            | (14)      | (107)                                    |
|   | (1,832)         | (1,363)   | (10,224)                                 |
| Balance at year-end   | ¥ 57,157        | ¥ 62,268  | \$ 467,302                               |
| <b>Per Share:</b>   |                 |           |  |
| Net income — primary  | ¥ 8.1           | ¥ 62.3    | \$ 0.467                                 |
| — fully diluted   | —               | —         | —  |
| Cash dividends, historical  | 12.0            | 12.0      | 0.09                                     |

The accompanying notes are an integral part of the statements.

**CONSOLIDATED STATEMENTS OF CASH FLOWS**

For the years ended March 31, 2001 and 2002

|   | Millions of yen |          | Thousands of<br>U.S. dollars<br>(Note 3) |
|---|-----------------|----------|--|
|   | 2001            | 2002     | 2002                                     |
| <b>Cash Flows from Operating Activities:</b>  |                 |          |  |
| Income before income taxes  | ¥ 1,593         | ¥ 12,032 | \$ 90,299                                |
| Depreciation and amortization   | 8,432           | 8,528    | 64,000                                   |
| Amortization of goodwill  | 15              | 16       | 120                                      |
| Gain on sales of investments in securities  | —               | (254)    | (1,905)                                  |
| Loss on write-down of securities  | 2,646           | 2,269    | 17,028                                   |
| Increase in provision for retirement benefits   | 10,143          | 398      | 2,984                                    |
| Increase (decrease) in allowance for doubtful accounts  | 1,506           | (1,007)  | (7,557)                                  |
| Interest and dividend income  | (518)           | (425)    | (3,189)                                  |
| Interest expenses   | 1,993           | 1,106    | 8,304                                    |
| Increase in provision for loss on guarantees  | —               | 1,554    | 11,662                                   |
| Exchange loss (gain)  | 249             | (323)    | (2,429)                                  |
| Loss on sales of marketable securities  | 32              | 75       | 564                                      |
| Loss on sale of property, plant and equipment, net  | 310             | 366      | 2,747                                    |
| Loss on liquidation of unconsolidated subsidiaries  | —               | 188      | 1,413                                    |
| Plant closure expenses  | —               | 780      | 5,852                                    |
| Decrease (increase) in receivables, trade   | (4,542)         | 1,832    | 13,749                                   |
| Increase in inventories   | (776)           | (200)    | (1,500)                                  |
| Increase (decrease) in payable, trade   | 204             | (2,531)  | (18,995)                                 |
| Increase in accrued expenses  | 1,719           | 129      | 965                                      |
| Other, net  | (528)           | (200)    | (1,501)                                  |
| Sub-total   | 22,478          | 24,333   | 182,611                                  |
| Interest and dividend income received   | 512             | 427      | 3,202                                    |
| Interest expenses paid  | (1,973)         | (1,391)  | (10,436)                                 |
| Income taxes paid   | (4,224)         | (6,406)  | (48,073)                                 |
| Net cash provided by operating activities   | 16,793          | 16,963   | 127,304                                  |
| <b>Cash Flows from Investing Activities:</b>  |                 |          |  |
| Payments for purchases of time deposits   | (1,372)         | (1,634)  | (12,264)                                 |
| Proceeds from maturities of time deposits   | 3,620           | 1,627    | 12,210                                   |
| Payments for purchases of marketable securities   | (151)           | —        | —  |
| Proceeds from sales of marketable securities  | 581             | 53       | 402                                      |
| Payments for purchases of property, plant and equipment                                       | (7,748)         | (12,599) | (94,553)                                 |
| Proceeds from sale of property, plant and equipment   | 170             | 500      | 3,754                                    |
| Payments for purchase of investment in securities   | (490)           | (1,775)  | (13,323)                                 |
| Proceeds from sale of investment in securities  | 325             | 3,207    | 24,072                                   |
| Payments for loan receivables   | (762)           | (1,074)  | (8,063)                                  |
| Collection of loan receivables  | 251             | 2,507    | 18,814                                   |
| Other, net  | 14              | (543)    | (4,078)                                  |
| Net cash used in investing activities   | (5,562)         | (9,731)  | (73,029)                                 |
| <b>Cash Flows from Financing Activities:</b>  |                 |          |  |
| Proceeds from short-term loans  | 13,800          | 12,367   | 92,809                                   |
| Repayment of short-term loans   | (17,090)        | (14,794) | (111,027)                                |
| Repayment of long-term debt   | (1,573)         | (1,064)  | (7,983)                                  |
| Proceeds from bonds   | 19,888          | —        | —  |
| Repayment of bonds  | (10,000)        | (30,000) | (225,140)                                |
| Dividends paid by parent company  | (1,267)         | (1,244)  | (9,336)                                  |
| Other, net  | (165)           | (123)    | (923)                                    |
| Net cash provided by (used in) financing activities   | 3,593           | (34,858) | (261,600)                                |
| <b>Effect of exchange rate changes on cash and cash equivalents</b>                           | (95)            | 221      | 1,660                                    |
| <b>Net increase in cash and cash equivalents</b>  | 14,729          | (27,405) | (205,665)                                |
| <b>Cash and cash equivalents at beginning of year</b>   | 31,818          | 46,669   | 350,242                                  |
| <b>Cash and cash equivalents at beginning of year held by newly consolidated subsidiaries</b> | 122             | —        | —  |
| <b>Cash and cash equivalents at end of year (Note 9)</b>                                      | ¥ 46,669        | ¥ 19,264 | \$ 144,577                               |

The accompanying notes are an integral part of the statements.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### 1. Basis of Presentation of the Consolidated Financial Statements:

The accompanying consolidated financial statements have been prepared based on the accounts maintained by Toyo Suisan Kaisha, Ltd. (the "Company") and its consolidated subsidiaries (the "Companies") in accordance with the provisions set forth in the Japanese Commercial Code and the Securities and Exchange Law, and in conformity with generally accepted accounting principles and practices prevailing in Japan, which are different in certain respects as to application and disclosure requirements of International Accounting Standards.

Certain items presented in consolidated financial statements submitted to the Director of the Kanto Finance Bureau in Japan have been reclassified in these accounts for the convenience of readers outside Japan.

The consolidated financial statements are not intended to present the consolidated financial position, results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than Japan.

### 2. Summary of Significant Accounting Policies:

#### (1) Scope of Consolidation

The Company had 42 subsidiaries as of March 31, 2002 (44 as of March 31, 2001). The accompanying consolidated financial statements include the accounts of the Company and its 23 (24 for 2001) of its subsidiaries. The companies that are substantially controlled by the parent company are consolidated. The 23 major subsidiaries which have been consolidated with the Company are listed below:

| Name of Subsidiary               | Equity Ownership Percentage |
|----------------------------------|-----------------------------|
| Hachinohe Toyo Kaisha, Ltd.      | 100.0%                      |
| Kofu Toyo Kaisha, Ltd.           | 100.0                       |
| Fukushima Foods Co., Ltd.        | 51.8                        |
| Toyo Reito Kaisha, Ltd.          | 100.0                       |
| Kushiro Toyo Kaisha, Ltd.        | 85.0                        |
| Sanriku Toyo Kaisha, Ltd.        | 100.0                       |
| Shuetsu Co., Ltd.                | 82.5                        |
| Shinto Corporation               | 100.0                       |
| Rosette Co., Ltd.                | 100.0                       |
| Tobu Boeki K.K.                  | 100.0                       |
| Tsukiji Toyo Co., Ltd.           | 100.0                       |
| Sankyo Food Kogyo Co., Ltd.      | 76.9                        |
| Imari Toyo Kaisha, Ltd.          | 100.0                       |
| Fresh Diner Co., Ltd.            | 100.0                       |
| Tokyo Corporation                | 71.9                        |
| Sanin Toyo Kaisha, Ltd.          | 100.0                       |
| Choshi Toyo Kaisha, Ltd.         | 100.0                       |
| Yutaka Foods Corporation         | 38.5                        |
| Tagoseihyou Corporation          | 55.2                        |
| Maruchan, Inc.*                  | 100.0                       |
| Maruchan Virginia, Inc.*         | 100.0                       |
| Pac-Mar, Inc.*                   | 100.0                       |
| Seafreeze Limited, Partnership * | 100.0                       |

\* Incorporated in the U.S.A.

#### (2) Unconsolidated Subsidiaries

The remaining 19 unconsolidated subsidiaries whose combined assets, net sales, net income and retained earnings in the aggregate are not significant compared to those of the consolidated financial statements of the Companies, therefore, they have not been consolidated with the Company.

#### (3) Consolidation Principles

The financial statements of Maruchan, Inc., Maruchan Virginia, Inc., Pac-Mar, Inc. and Seafreeze Limited, Partnership have been translated into Japanese yen at the current exchange rate prevailing at the balance sheet dates for purposes of consolidation.

All of the above consolidated subsidiaries use a fiscal year ending on March 31 of each year, which is in agreement with the fiscal year of the Company.

Unrealized intercompany profits and losses among the Companies are entirely eliminated, and the portion thereof attributable to the minority interests is charged to the minority interests.

Any difference which may arise in elimination of cost of an investment in a subsidiary and the amount of underlying equity in net assets of the subsidiary as well as companies accounted for on an equity basis, is deferred and amortized on a straight-line basis over a period of five years from the date of acquisition.

#### *(4) Accounts for Investments in Unconsolidated Subsidiaries and Affiliates*

The Company had 19 (20 as at March 31, 2001) unconsolidated subsidiaries and 2 (2 as at March 31, 2001) affiliates as at March 31, 2002. The investments in these unconsolidated subsidiaries and affiliates are carried at cost since the effect of applying the equity method of accounting for these companies would not have had any material effect on net income and retained earnings of the consolidated financial statements of the Companies.

#### *(5) Remeasurement of Assets and Liabilities of the Subsidiaries*

Full portion of the assets and liabilities of the subsidiaries is marked to fair values as of the acquisition of the control.

#### *(6) Marketable Securities and Investments in Securities*

Until the year ended March 31, 2001, marketable securities and investments in securities are stated at cost.

Effective from the year ended March 31, 2002, the Company and its subsidiaries adopted the new Japanese accounting standard for financial instruments about "Other securities" with a market quotation on a stock exchange, which is effective for periods beginning on or after April 1, 2000. As a result of adoption of the new standard, investments in securities for the year ended March 31, 2002 has decreased by ¥2,407 million (\$18,064 thousand), and deferred income tax assets and minority interests in consolidated subsidiaries have increased by ¥1,013 million (\$7,602 thousand) and ¥19 million (\$143 thousand), as compared with the amount which would have been reported if the previous standard had been applied consistently. Also, net unrealized holding loss on investments in securities of ¥-1,414 (\$-10,612) has been added up.

Securities held by the Company and its subsidiaries are classified into three categories:

"Held-to-maturity debt securities", that the Company and its subsidiaries have intent to hold to maturity, are stated at cost after accounting for premium or discount on acquisition, which are amortized over the period to maturity.

"Investments of the Company in equity securities issued by unconsolidated subsidiaries and affiliates" are accounted for by the equity method. As an exception, investments in certain unconsolidated subsidiaries and affiliates are stated at cost because the effect of application of the equity method would be immaterial.

"Other securities" with a market quotation on a stock exchange are valued at the market method.

"Other securities" without a market quotation are valued at the moving average cost.

#### *(7) Inventories*

Inventories are principally stated at cost, cost being determined by the moving-average method.

Effective from the year ended March 31, 2002, the Company and 1 subsidiary have changed their inventory method for finished goods, raw materials and work in process, from the total average method to the moving-average method. As a result of this change, cost of sales has increased by ¥45 million (\$338 thousand) and income before income taxes for this year has decreased by the same amount, as compared with the amount which would have been reported if the previous standard had been applied consistently.

#### *(8) Property, Plant and Equipment*

Depreciation is computed primarily on the declining-balance method at rates based on the estimated useful lives of assets which are prescribed by Japanese income tax laws.

The Company has changed the depreciation method of buildings (excluding leasehold improvement and auxiliary facilities attached to buildings), which were acquired after April 1, 1998, from the declining-balance method to the straight-line method pursuant to the amendments to Japanese income tax law, which took effect from the year starting on and after April 1, 1998.

The cost of property and equipment retired or otherwise disposed of and accumulated depreciation in respect thereof are eliminated from the related accounts, and the resulting gain or loss is reflected in income.

Normal repairs and maintenance, including minor renewals and improvements, are charged to income as incurred.

#### *(9) Amortization*

Amortization of intangible assets (included in other assets account) and deferred charges is computed on the straight-line method at years based on the estimated useful lives which are described by the Japanese income tax laws.

Bond issue expenses are deferred and amortized on a straight-line basis over a three-year period.

#### *(10) Reserve for Retirement Benefits and Pension Plan*

##### *(a) Retirement Benefits for Employees*

The employees of the Company and 18 subsidiaries are generally covered by the retirement benefit plans under which the retiring employees are entitled to lump-sum payments determined by reference to the current rates of pay, length of service, and conditions under which the terminations occur.

The balance of reserve for retirement benefits for employees in the accompanying consolidated balance sheets represents the estimated present value of projected benefit obligations in excess of the fair value of the plan assets except that the unrecognized actuarial differences are amortized on a straight-line basis over the period of 10 years from the next year in which they arise.

##### *(b) Retirement Benefits for Officers*

The Company and 6 subsidiaries have provided for the accrued cost of retirement benefits payable to Officers at an amount equivalent to 100 per cent, of such benefits the Company and subsidiaries would be required to pay, had all eligible Officers retired at the year-end date.

Effective from the year ended March 31, 2000, the Company has changed its basis of Retirement Benefits for Officers, from the cash basis to the accrual basis. As a result of this change, the cumulative effect on prior years of the change amounting to ¥718 million was equally charged in three years after the year.

#### *(11) Accounting for Lease*

Finance leases other than those that are deemed to transfer the ownership of the leased assets to lessees are principally accounted for by the method that is applicable to ordinary operating leases.

#### *(12) Foreign Currency Translation*

Assets and liabilities denominated in foreign currencies are translated into Japanese yen at the exchange rates prevailing at the balance sheet date. Resulting gains and losses are included in net profit or loss for the period.

In addition, assets and liabilities of the foreign subsidiaries and affiliates are translated into Japanese yen at the exchange rates prevailing at the balance sheet date. The shareholders' equity at the beginning of the year is translated into Japanese yen at the historical rates. Profit and loss accounts for the year are translated into Japanese yen using the exchange rates prevailing at the balance sheet date. Differences in yen amounts arising from the use of different rates are presented as "adjustments on foreign currency translation" in the shareholders' equity portion of the consolidated balance sheets.

#### *(13) Income Taxes*

Income taxes of the Company and its domestic subsidiaries consist of corporate income taxes, local inhabitants taxes and enterprise taxes.

Income taxes are determined using the assets and liability approach, whereby deferred tax assets and liabilities are recognized in respect of temporary differences between the tax basis of assets and liabilities and those as reported in the consolidated financial statements.

#### *(14) Dividends and Appropriation of Retained Earnings*

Under the Japanese Commercial Code and the Articles of Incorporation of the Company, the plan for appropriation of retained earnings (including cash dividend payments) proposed by the Board of Directors should be approved by the shareholders' meeting, which must be held within three months after the end of each fiscal year.

Dividends are paid to shareholders on the shareholders' register at the end of each fiscal year.

As is customary practice in Japan, the payment of bonuses to directors and statutory auditors is taken from retained earnings instead of being charged to income of the year, which constitute a part of appropriations cited above.

#### *(15) Net Income and Dividends per Share*

Net income per share of common stock is based upon the weighted average number of shares of common stock outstanding during each year. Cash dividends per share represent dividends declared as applicable to the respective period.

#### *(16) Accounting for the Consumption Tax*

Consumption tax is levied at the flat rate of 5% on all domestic consumption of goods and services (with certain exemptions). The consumption tax withheld by the Company on its revenues and consumption tax paid by the Company and its domestic subsidiaries on its purchases of products, merchandise and services from vendors are not included in the amounts of respective accounts in the

consolidated statements of income, but is recorded as an asset or a liability, as the case may be, and the net balance is included in "other current liabilities" on the consolidated balance sheets.

### 3. United States Dollar Amounts:

The Company and its consolidated subsidiaries maintain its accounting records in yen. The dollar amounts included in the consolidated financial statements and notes thereto represent the arithmetical results of translating yen to dollars on the basis of ¥133.25=U.S.\$1. The inclusion of such dollar amounts is solely for convenience.

### 4. Marketable Securities and Investments in Securities:

Market value of investments in securities shown above as of March 31, 2002 was as follows:

|                           | Millions of yen |                 |                    | Thousands of<br>U.S. dollars |
|---------------------------|-----------------|-----------------|--------------------|------------------------------|
|                           | Book<br>value   | Market<br>value | Unrealized<br>loss | Unrealized<br>loss           |
| Investments in securities | ¥ 14,253        | ¥ 11,825        | ¥ (2,428)          | \$ (18,129)                  |

### 5. Derivative Financial Instruments:

The Company and 3 consolidated subsidiaries entered into derivative financial instruments of foreign exchange forward contracts. The Companies do not hold or issue derivatives for trading purposes and it is the Company's policy to use derivatives only for the purpose of reducing market risk and financing costs in accordance with internal criteria. The Companies don't anticipate any losses resulting from default of the counter-parties, as they are limited to major domestic financial institutions with sound operational foundations.

### 6. Short-term Bank Loans and Long-term Debt:

Short-term bank loans outstanding as of March 31, 2002 were generally represented by the notes payable issued by the Company and its subsidiaries to banks bearing interest at annual rates averaging 1.115% as of March 31, 2002. Customarily these notes are renewed at maturity subject to renegotiation of interest rates and other factors.

Long-term debt as of March 31, 2001 and 2002 consisted of the following:

|   | Millions of yen |          | Thousands of<br>U.S. dollars |
|---|-----------------|----------|------------------------------|
|   | 2001            | 2002     | 2002                         |
| Loans from banks and other financial institutions due from 2002 to 2012<br>with mortgages and collateral, at interest indicated below | ¥ 5,535         | ¥ 4,524  | \$ 33,952                    |
| 3.1% bonds due June 15, 2001 issued by the Company  | 30,000          | —        | —                            |
| 2.45% bonds due June 24, 2005 issued by the Company   | 10,000          | 10,000   | 75,047                       |
| 1.06% bonds due February 15, 2006 issued by the Company   | 10,000          | 10,000   | 75,047                       |
| 1.44% bonds due February 15, 2008 issued by the Company   | 10,000          | 10,000   | 75,047                       |
| Guarantee deposits from tenants   | 258             | 271      | 2,033                        |
|   | 65,793          | 34,795   | 261,126                      |
| Less: current maturities  | (31,069)        | (3,137)  | (23,543)                     |
|   | ¥ 34,724        | ¥ 31,658 | \$ 237,583                   |

The Company's assets pledged as collateral and collective mortgages for long-term debt and contingent liability for guarantees at March 31, 2001 and 2002 are summarized as follows:

|   | Millions of yen |         | Thousands of<br>U.S. dollars |
|---|-----------------|---------|------------------------------|
|   | 2001            | 2002    | 2002                         |
| Property, plant and equipment, net of accumulated depreciation: |                 |         |                              |
| Buildings and structures  | ¥ 2,581         | ¥ 2,318 | \$ 17,393                    |
| Machinery and equipment   | 44              | 46      | 342                          |
| Land  | 1,766           | 1,766   | 13,255                       |
| Investments in securities                                       | 2,160           | 1,041   | 7,816                        |
| Treasury stock owned by consolidated subsidiaries               | —               | 324     | 2,430                        |
| Other   | 164             | 163     | 1,227                        |
|   | ¥ 6,715         | ¥ 5,658 | \$ 42,463                    |

The aggregate annual maturities of long-term loans from banks and other financial institutions outstanding as of March 31, 2002 during the succeeding period are as follows:

| Year ending March 31, | Millions of<br>yen | Thousands of<br>U.S. dollars |
|-----------------------|--------------------|------------------------------|
| 2003                  | ¥ 1,658            | \$ 12,444                    |
| 2004                  | 1,807              | 13,556                       |
| 2005                  | 189                | 1,421                        |
| 2006                  | 189                | 1,421                        |
| 2007 and thereafter   | 681                | 5,110                        |
|                       | ¥ 4,524            | \$ 33,952                    |

#### 7. Reserve for Retirement Benefits and Pension Plan:

The Company and 18 domestic subsidiaries have defined benefit retirement plans covering substantially all employees, and the Company and 9 domestic subsidiaries have qualified pension plans. Also the Company and 18 domestic subsidiaries have qualified a plan which is governed by the regulations of the Japanese Welfare Pension Insurance Law. Moreover, the premium retirement payments may be paid in case of retirement of an employee.

The reserve for retirement benefits as of March 31, 2001 and 2002 is analyzed as follows:

|  | Millions of yen |          | Thousands of<br>U.S. dollars |
|--|-----------------|----------|------------------------------|
|  | 2001            | 2002     | 2002                         |
| Projected benefit obligations                | ¥ 45,039        | ¥ 47,026 | \$ 352,914                   |
| Plan assets                                  | 20,039          | 20,099   | 150,835                      |
| Net unreserved projected benefit obligations | 25,000          | 26,927   | 202,079                      |
| Unrecognized actuarial differences           | 4,160           | 6,006    | 45,071                       |
| Accrued retirement benefits                  | ¥ 20,840        | ¥ 20,921 | \$ 157,008                   |

#### Notes:

- (1) The above table includes the amounts related to the portion subject to the Japanese Welfare Pension Insurance Law.
- (2) Some domestic subsidiaries principally adopted the simple method for retirement benefits.
- (3) Two domestic subsidiaries have qualified a comprehensive established pension plan, which is governed by the regulations of the Japanese Welfare Pension Insurance Law, and the above table does not include the amounts of pension assets totaling ¥347 million (\$2,604 thousand).

Net pension and severance cost related to the retirement benefit plan for the years ended March 31, 2001 and 2002 was as follows:

|                                       | Millions of yen |         | Thousands of<br>U.S. dollars |
|---------------------------------------|-----------------|---------|------------------------------|
|                                       | 2001            | 2002    | 2002                         |
| Service cost                          | ¥ 2,103         | ¥ 2,197 | \$ 16,486                    |
| Interest cost                         | 1,169           | 1,252   | 9,399                        |
| Expected return on plan assets        | (635)           | (584)   | (4,385)                      |
| Amortization of transition amount     | 9,639           | —       | —                            |
| Amortization of actuarial differences | —               | 408     | 3,062                        |
| Amortization of prior service cost    | 57              | —       | —                            |
| Net pension and severance cost        | ¥ 12,333        | ¥ 3,273 | \$ 24,562                    |

Assumptions used in calculation of the above information were as follows:

|   | Year ended March 31, 2001 | Year ended March 31, 2002 |
|---|---------------------------|---------------------------|
| Method of attributing the projected benefits to periods of services | straight-line basis       | straight-line basis       |
| Discount rate   | 3.0%                      | 3.0%                      |
| Expected rate of return on plan assets                              | 3.0%                      | 3.0%                      |
| Amortization of unrecognized prior service cost                     | 1 year                    | —                         |
| Amortization of unrecognized actuarial differences                  | 10 years                  | 10 years                  |
| Amortization of transition amount                                   | 1 year                    | —                         |

#### 8. Contingent Liabilities:

Contingent liabilities for guarantees of indebtedness of the following companies at March 31, 2002 were as follows:

|                                   | Millions of yen |         | Thousands of<br>U.S. dollars |
|-----------------------------------|-----------------|---------|------------------------------|
|                                   | 2001            | 2002    | 2002                         |
| Mitsuwa Daily Co., Ltd.           | —               | ¥ 504   | \$ 3,782                     |
| Suzuki Daily Co., Ltd.            | —               | 432     | 3,242                        |
| Taiwan Tong Hsing Foods Co., Ltd. | ¥ 469           | 136     | 1,020                        |
| Kainan Toyo Suisan, Ltd.          | 247             | 200     | 1,500                        |
| Tianjin Sankyo Food Co., Ltd.     | —               | 106     | 795                          |
|                                   | ¥ 717           | ¥ 1,378 | \$ 10,344                    |

#### 9. Consolidated Statement of Cash Flows:

Cash and cash equivalents in the consolidated statements of cash flows are composed of cash on hand, bank deposits able to be withdrawn on demand and short-term investments with an original maturity of three months or less and which represent a minor risk of fluctuations in value.

Cash and cash equivalents consists of:

|  | Millions of yen |          | Thousands of<br>U.S. dollars |
|--|-----------------|----------|------------------------------|
|  | 2001            | 2002     | 2002                         |
| Cash and bank deposits                           | ¥ 48,011        | ¥ 20,679 | \$ 155,189                   |
| Time deposits with deposit term of over 3 months | (1,342)         | (1,415)  | (10,612)                     |
| Cash and cash equivalents                        | ¥ 46,669        | ¥ 19,264 | \$ 144,577                   |

### 10. Lease Commitments:

All finance lease contracts other than those by which the ownership of the leased assets is to be transferred to lessees, are accounted for by the method similar to the operating lease method.

Lease rental expenses on finance lease contracts without ownership-transfer for the years ended March 31, 2001 and 2002 were as follows:

|                | Millions of yen |       | Thousands of<br>U.S. dollars |
|----------------|-----------------|-------|------------------------------|
|                | 2001            | 2002  | 2002                         |
| Lease expenses | ¥ 837           | ¥ 750 | \$ 5,631                     |

Scheduled maturity of lease rental expenses from the above lease contracts subsequent to March 31, 2001 and 2002 are summarized as follows:

|                     | Millions of yen |       | Thousands of<br>U.S. dollars |
|---------------------|-----------------|-------|------------------------------|
|                     | 2001            | 2002  | 2002                         |
| Due within one year | ¥ 696           | ¥ 542 | \$ 4,068                     |
| Due over one year   | 694             | 392   | 2,942                        |
|                     | ¥ 1,390         | ¥ 934 | \$ 7,010                     |

Assumed data as to acquisition cost, accumulated depreciation, net book value and depreciation expense of the leased assets, which included the portion of interest thereon, for the years ended March 31, 2001 and 2002 were summarized as follows:

|                         | Year ended March 31, 2001 |                             |               |
|-------------------------|---------------------------|-----------------------------|---------------|
|                         | Millions of yen           |                             |               |
|                         | Cost                      | Accumulated<br>Depreciation | Book<br>Value |
| Machinery and Equipment | ¥ 2,980                   | ¥ 2,234                     | ¥ 746         |
| Other                   | 1,597                     | 953                         | 644           |
|                         | ¥ 4,577                   | ¥ 3,187                     | ¥ 1,390       |

|                         | Year ended March 31, 2002 |                             |               |                           |                             |               |
|-------------------------|---------------------------|-----------------------------|---------------|---------------------------|-----------------------------|---------------|
|                         | Millions of yen           |                             |               | Thousands of U.S. dollars |                             |               |
|                         | Cost                      | Accumulated<br>Depreciation | Book<br>Value | Cost                      | Accumulated<br>Depreciation | Book<br>Value |
| Machinery and Equipment | ¥ 2,892                   | ¥ 2,312                     | ¥ 580         | \$ 21,707                 | \$ 17,355                   | \$ 4,352      |
| Other                   | 1,454                     | 1,100                       | 354           | 10,914                    | 8,256                       | 2,658         |
|                         | ¥ 4,346                   | ¥ 3,412                     | ¥ 934         | \$ 32,620                 | \$ 25,610                   | \$ 7,010      |

|              | Millions of yen |       | Thousands of<br>U.S. dollars |
|--------------|-----------------|-------|------------------------------|
|              | 2001            | 2002  | 2002                         |
| Depreciation | ¥ 837           | ¥ 750 | \$ 5,631                     |

Depreciation is based on the straight-line method over the lease term of the leased assets.

## 11. Taxes:

Income taxes applicable to the parent company and subsidiaries in Japan include (1) corporation tax, (2) enterprise tax and (3) inhabitants tax, which, in the aggregate, result in a statutory tax rate approximately equal to 42.0% for the years ended March 31, 2001 and 2002, respectively.

The significant components of deferred tax assets and liabilities at March 31 were as follows:

|  | Millions of yen |         | Thousands of |
|--|-----------------|---------|--------------|
|  | 2001            | 2002    | U.S. dollars |
| Deferred tax assets:   |                 |         | 2002         |
| Unrealized gain on fixed assets  | ¥ 574           | ¥ 553   | \$ 4,150     |
| Accrued bonuses  | 278             | 373     | 2,799        |
| Allowance for doubtful accounts  | 1,462           | 1,075   | 8,067        |
| Write-down of investments in securities  | 229             | 671     | 5,036        |
| Provision for loss on guarantees   | —               | 653     | 4,901        |
| Plant closure expenses   | —               | 279     | 2,094        |
| Net unrealized holding loss on investments in securities                                     | —               | 1,014   | 7,610        |
| Reserve for retirement benefits  | 7,483           | 7,813   | 58,634       |
| Other  | 521             | 1,065   | 7,992        |
| Total deferred tax assets  | 10,547          | 13,496  | 101,283      |
| Deferred tax liabilities:  |                 |         |              |
| Allowance for doubtful accounts  | 682             | 942     | 7,070        |
| Reversal of special reserves for deferred of capital gains                                   | 3,718           | 3,660   | 27,467       |
| Difference between cost of an investment and the amount of underlying equity in a subsidiary | 959             | 959     | 7,197        |
| Depreciation in overseas consolidated subsidiaries   | 1,103           | 1,326   | 9,951        |
| Other  | 1               | —       | —            |
| Total deferred tax liabilities   | 6,463           | 6,887   | 51,685       |
| Net deferred tax assets  | ¥ 4,084         | ¥ 6,609 | \$ 49,598    |

Reconciliations of the differences between the statutory tax rate and the effective income tax rate at March 31, 2001 and 2002 were as follows:

|  | 2001   | 2002  |
|--|--------|-------|
| Statutory tax rate                           | 42.0%  | 42.0% |
| Increase (decrease) in taxes resulting from: |        |       |
| Permanent non-deductible expenses            | 15.2   | 1.1   |
| Equalization tax                             | 4.8    | 0.6   |
| Foreign tax credit                           | 14.0   | (1.9) |
| Dividends received not taxable               | (25.0) | (1.2) |
| Unrecognized loss carried forward            | (26.5) | —     |
| Other  | 3.0    | (0.7) |
| Effective income tax rate                    | 27.5%  | 39.9% |

In Japan, the consumption tax system is designed so that all goods and services are taxed at a flat rate of 5% unless specifically provided otherwise. Assets, liabilities and profit and loss accounts are stated net of consumption tax.

## 12. Segment Information:

### (1) Business segment

The Company and its subsidiaries operate principally in three industrial segments:

| Industry Segment | Major Products/Services  |
|------------------|--|
| Seafood          | fish and shellfish   |
| Processed foods  | instant foods, paste foods, restorable pouch and chilled foods |
| Refrigeration    | operation of refrigerated warehouses                           |
| Other            | cosmetics, rent of warehouse                                   |

Sales of the Company and subsidiaries for the years ended March 31, 2001 and 2002, classified by industry segments are summarized as follows:

|                         | Year ended March 31, 2001 |                    |          |          |           |  |                       |
|-------------------------|---------------------------|--------------------|----------|----------|-----------|--|-----------------------|
|                         | Millions of yen           |                    |          |          |           |  |                       |
|                         | Industry Segment          |                    |          |          |           | Elimination of<br>Inter-segment<br>sales/transfers | Consolidated<br>total |
| Seafood                 | Processed<br>foods        | Refrig-<br>eration | Other    | Total    |           |  |                       |
| Net sales               | ¥ 72,345                  | ¥ 225,577          | ¥ 14,354 | ¥ 15,185 | ¥ 327,461 | ¥ (8,425)  | ¥ 319,036             |
| Operating expenses      | 72,051                    | 210,706            | 14,432   | 13,979   | 311,168   | (8,428)  | 302,740               |
| Operating income (loss) | ¥ 294                     | ¥ 14,871           | ¥ (78)   | ¥ 1,206  | ¥ 16,293  | ¥ 3  | ¥ 16,296              |
| Assets                  | ¥ 35,169                  | ¥ 127,002          | ¥ 34,096 | ¥ 22,737 | ¥ 219,004 | ¥ 30,427   | ¥ 249,431             |
| Depreciation            | 282                       | 4,274              | 2,412    | 1,158    | 8,126     | 448  | 8,574                 |
| Capital expenditures    | 275                       | 6,878              | 197      | 1,201    | 8,551     | 477  | 9,028                 |

|                      | Year ended March 31, 2002 |                    |          |          |           |  |                       |
|----------------------|---------------------------|--------------------|----------|----------|-----------|--|-----------------------|
|                      | Millions of yen           |                    |          |          |           |  |                       |
|                      | Industry Segment          |                    |          |          |           | Elimination of<br>Inter-segment<br>sales/transfers | Consolidated<br>total |
| Seafood              | Processed<br>foods        | Refrig-<br>eration | Other    | Total    |           |  |                       |
| Net sales            | ¥ 67,852                  | ¥ 238,334          | ¥ 14,274 | ¥ 14,426 | ¥ 334,886 | ¥ (8,552)  | ¥ 326,334             |
| Operating expenses   | 67,348                    | 223,393            | 14,168   | 13,490   | 318,399   | (8,563)  | 309,836               |
| Operating income     | ¥ 504                     | ¥ 14,941           | ¥ 106    | ¥ 936    | ¥ 16,487  | ¥ 11   | ¥ 16,498              |
| Assets               | ¥ 31,478                  | ¥ 110,238          | ¥ 32,938 | ¥ 21,385 | ¥ 196,039 | ¥ 26,673   | ¥ 222,712             |
| Depreciation         | 265                       | 4,688              | 2,199    | 1,122    | 8,274     | 470  | 8,744                 |
| Capital expenditures | 274                       | 8,871              | 3,945    | 890      | 13,980    | 173  | 14,153                |

|                      | Year ended March 31, 2002 |                    |            |            |              |  |                       |
|----------------------|---------------------------|--------------------|------------|------------|--------------|--|-----------------------|
|                      | Thousands of U.S. dollars |                    |            |            |              |  |                       |
|                      | Industry Segment          |                    |            |            |              | Elimination of<br>Inter-segment<br>sales/transfers | Consolidated<br>total |
| Seafood              | Processed<br>foods        | Refrig-<br>eration | Other      | Total      |              |  |                       |
| Net sales            | \$ 509,208                | \$ 1,788,627       | \$ 107,125 | \$ 108,262 | \$ 2,513,222 | \$ (64,179)  | \$ 2,449,043          |
| Operating expenses   | 505,421                   | 1,676,499          | 106,331    | 101,238    | 2,389,489    | (64,262)   | 2,325,227             |
| Operating income     | \$ 3,787                  | \$ 112,128         | \$ 794     | \$ 7,024   | \$ 123,733   | \$ 83  | \$ 123,816            |
| Assets               | \$ 236,233                | \$ 827,305         | \$ 247,189 | \$ 160,485 | \$ 1,471,212 | \$ 200,173   | \$ 1,671,385          |
| Depreciation         | 1,995                     | 35,179             | 16,505     | 8,419      | 62,098       | 3,530  | 65,628                |
| Capital expenditures | 2,054                     | 66,578             | 29,608     | 6,681      | 104,921      | 1,295  | 106,216               |

Notes:

- (1) As described in Note 2(6) of the Notes to the Consolidated Financial Statements, the Companies adopted the new Japanese accounting standard for financial instruments as of April 1, 2000 regarding "Other securities" with a market quotation on a stock exchange. As a result, corporate assets decreased by ¥1,414 million (\$10,612 thousand), when compared with the previous year.
- (2) As described in Note 2(7) of the Notes to the Consolidated Financial Statements, the Company and 1 subsidiary have changed their inventory method. As a result, operating expenses of "Processed foods" increased by ¥45 million (\$338 thousand), and consequently, operating income decreased by the same amount, when compared with the previous year.

(2) Geographical Segment

|                                    | Year ended March 31, 2001 |               |           |                                    |                    |
|------------------------------------|---------------------------|---------------|-----------|------------------------------------|--------------------|
|                                    | Millions of yen           |               |           |                                    |                    |
|                                    | Japan                     | North America | Total     | Elimination or Unallocable Amounts | Consolidated total |
| 1) Net sales and operating income: | ¥ 268,340                 | ¥ 58,429      | ¥ 326,769 | ¥ (7,733)                          | ¥ 319,036          |
| Operating expenses                 | 257,856                   | 52,636        | 310,492   | (7,752)                            | 302,740            |
| Operating income                   | ¥ 10,484                  | ¥ 5,793       | ¥ 16,277  | ¥ 19                               | ¥ 16,296           |
| 2) Assets                          | ¥ 191,551                 | ¥ 28,124      | ¥ 219,675 | ¥ 29,756                           | ¥ 249,431          |

|                                    | Year ended March 31, 2002 |               |           |                                    |                    |
|------------------------------------|---------------------------|---------------|-----------|------------------------------------|--------------------|
|                                    | Millions of yen           |               |           |                                    |                    |
|                                    | Japan                     | North America | Total     | Elimination or Unallocable Amounts | Consolidated total |
| 1) Net sales and operating income: | ¥ 267,058                 | ¥ 67,433      | ¥ 334,491 | ¥ (8,157)                          | ¥ 326,334          |
| Operating expenses                 | 257,613                   | 60,390        | 318,003   | (8,167)                            | 309,836            |
| Operating income                   | ¥ 9,445                   | ¥ 7,043       | ¥ 16,488  | ¥ 10                               | ¥ 16,498           |
| 2) Assets                          | ¥ 166,007                 | ¥ 31,478      | ¥ 197,485 | ¥ 25,227                           | ¥ 222,712          |

|                                    | Year ended March 31, 2002 |               |              |                                    |                    |
|------------------------------------|---------------------------|---------------|--------------|------------------------------------|--------------------|
|                                    | Thousands of U.S. dollars |               |              |                                    |                    |
|                                    | Japan                     | North America | Total        | Elimination or Unallocable Amounts | Consolidated total |
| 1) Net sales and operating income: | \$ 2,004,190              | \$ 506,068    | \$ 2,510,258 | \$ (61,215)                        | \$ 2,449,043       |
| Operating expenses                 | 1,933,302                 | 453,213       | 2,386,515    | (61,288)                           | 2,325,227          |
| Operating income                   | \$ 70,888                 | \$ 52,855     | \$ 123,743   | \$ 73                              | \$ 123,816         |
| 2) Assets                          | \$ 1,245,830              | \$ 236,232    | \$ 1,482,062 | \$ 189,320                         | \$ 1,671,382       |

Notes:

(1) As described in Note 2(6) of the Notes to the Consolidated Financial Statements, the Companies adopted the new Japanese accounting standard for financial instruments as of April 1, 2000 regarding "Other securities" with a market quotation on a stock exchange. As a result, assets of "Japan" decreased by ¥1,414 million (\$10,612 thousand), when compared with the previous year.

(2) As described in Note 2(10) of the Notes to the Consolidated Financial Statements, the Company and 1 subsidiary have changed their inventory method. As a result, operating expenses of "Japan" increased by ¥45 million (\$338 thousand), and consequently operating income decreased by the same amount, when compared with the previous year.

(3) Net Sales in Overseas Countries

|                                 | Year ended March 31, 2001 |        |           | Year ended March 31, 2002 |        |           | Year ended March 31, 2002 |           |             |
|---------------------------------|---------------------------|--------|-----------|---------------------------|--------|-----------|---------------------------|-----------|-------------|
|                                 | Millions of yen           |        |           |                           |        |           | Thousands of U.S. dollars |           |             |
|                                 | North America             | Others | Total     | North America             | Others | Total     | North America             | Others    | Total       |
| Net sales in overseas countries | ¥ 54,817                  | ¥2,440 | ¥ 57,257  | ¥ 61,780                  | ¥2,085 | ¥ 63,865  | \$ 463,635                | \$ 15,646 | \$ 479,291  |
| Consolidated net sales          | —                         | —      | ¥ 319,036 | —                         | —      | ¥ 326,334 | —                         | —         | \$2,449,043 |
| %                               | 17.2%                     | 0.7%   | 17.9%     | 18.9%                     | 0.7%   | 19.6%     | 18.9%                     | 0.7%      | 19.6%       |

Notes:

(1) Net sales in overseas countries include those of the Company and its overseas consolidated subsidiaries.

(2) The major countries in each classification are as follows:

North America ..... U.S.A.

Others ..... People's Republic of China, Taiwan, Republic of Korea

## Report of Independent Accountants

To the Board of Directors  
TOYO SUISAN KAISHA, LTD.

We have audited the consolidated balance sheets of TOYO SUISAN KAISHA, LTD. and its subsidiaries as of March 31, 2001 and 2002, and the related consolidated statements of income, shareholders' equity and cash flows for the years then ended, all expressed in Japanese yen. Our audits were made in accordance with auditing standards, procedures and practices generally accepted and applied in Japan and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the consolidated financial statements referred to above present fairly the consolidated financial position of TOYO SUISAN KAISHA, LTD. and its subsidiaries as of March 31, 2001 and 2002, and the consolidated results of their operations and their cash flows for the years ended March 31, 2001 and 2002, in conformity with accounting principles and practices generally accepted in Japan (see Note 1) applied on a consistent basis, except for the change, with which we concur, in the inventory method as described in Note 1(7).

As described in Note 2(6), effective for the year ended March 31, 2002, TOYO SUISAN KAISHA, LTD. and its subsidiaries have adopted new Japanese accounting standards for financial instruments and retirement benefits.

The amounts expressed in U.S. dollars, provided solely for the convenience of the reader, have been translated on the basis set forth in Note 3 to the accompanying consolidated financial statements.

A handwritten signature in black ink that reads "ChuoAoyama Audit Corporation". The signature is written in a cursive, flowing style.

ChuoAoyama Audit Corporation

Tokyo, Japan  
June 27, 2002

## BOARD OF DIRECTORS AND CORPORATE AUDITORS

As of June 27, 2002

## CORPORATE DATA

As of March 31, 2002

|                                      |  |  |  |
|--------------------------------------|--|--|--|
| <i>Chairman</i>                      | Kiyoshi Fukagawa   | <i>Head Office</i>                               | 13-40, Konan 2-chome<br>Minato-ku, Tokyo 108-8501, Japan<br>Tel: 81-3-3458-5111  |
| <i>President</i>                     | Teruaki Hashimoto  |  |  |
| <i>Senior Managing<br/>Directors</i> | Tadasu Tsutsumi<br>Katsuaki Hano   | <i>Date of Establishment</i>                     | March 25, 1953   |
| <i>Managing Directors</i>            | Katsuhisa Kitamura<br>Ryoichi Tsuru<br>Yasuo Inoue<br>Tadao Yoshino<br>Yoshitaka Kogure  | <i>Common Stock</i>                              | Authorized Number of Shares<br>427,000,000 shares<br>Issued Number of Shares<br>110,881,044 shares<br>Paid-in Capital<br>¥18,969 million |
| <i>Advisor</i>                       | Kazuo Mori   | <i>Stock Exchange Listings</i>                   | Tokyo, Osaka, Nagoya (#2875)   |
| <i>Directors</i>                     | Toshihide Haraguchi<br>Hiroshi Minemura<br>Shigeru Sagara<br>Mutsuhiko Oda<br>Katsuro Narutaki<br>Kyoji Kubo<br>Jinichi Mera<br>Hideki Goto<br>Takayuki Aza<br>Fumio Taniguchi | <i>Stock Transfer Agent</i>                      | The Chuo Mitsui Trust and Banking<br>Company, Limited  |
|                                      |  | <i>Annual Meeting</i>                            | The annual meeting of shareholders is usually<br>held before the end of June in Tokyo  |
|                                      |  | <i>Number of Shareholders</i>                    | 7,738  |
|                                      |  | <i>Number of Plants</i>                          | 6  |
|                                      |  | <i>Number of Sales Offices</i>                   | 25   |
| <i>Corporate Auditors</i>            | Seiichi Kato<br>Akira Nishikiori<br>Akira Takara   | <i>Number of Subsidiaries<br/>and Affiliates</i> | 44   |
|                                      |  | <i>Number of Employees</i>                       | 4,240  |



Toyo Suisan Kaisha, Ltd.