The original disclosure in Japanese was released on January 30, 2013 at 15:30 (GMT+9).

## Consolidated Financial Statements for the Third Quarter Ended December 31, 2012 (Full Document) FY2013 (April 1, 2012 - March 31, 2013) [UNAUDITED]

Company name:
Stock exchange listings:
Code number:
URL:
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Quarterly statement filing date (as planned): February 08, 2013
Notes: 1. The accompanying financial statements have been prepared in accordance with accounting principles and practices generally accepted in Japan.
2. Amounts are rounded down to the nearest million yen.

1. Results for the nine months ended December 31, 2012 (April 1, 2012 - December 31, 2012)
(1) Operating results

|  | Note: Percentages indicated changes from the previous fiscal year. |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Nine months ended <br> December 31, 2012 |  | Nine months ended <br> December 31, 2011 |  |
|  | (Millions of yen) | (\%) | (Millions of yen) | $(\%)$ |
| Net sales | 155,025 | 0.7 | 153,915 | 4.0 |
| Operating income | 9,160 | $(5.8)$ | 9,725 | 4.9 |
| Ordinary income | 9,245 | $(7.5)$ | 9,999 | 7.5 |
| Net income | 4,826 | 14.2 | 4,224 | $(11.2)$ |
| Net income per share (Yen) | 23.66 |  | 20.39 |  |
| Fully diluted net income per share (Yen) | 23.66 |  | - |  |
| (Reference) Comprehensive income | 5,466 | 111.2 | 2,588 | - |

(2) Financial position

|  | As of December 31, 2012 | As of March 31, 2012 |
| :--- | ---: | ---: |
|  | (Millions of yen) | (Millions of yen) |
| Total assets | 207,248 | 197,437 |
| Net assets | 109,746 | 107,659 |
| Equity ratio (\%) | 46.6 | 48.0 |
| (Reference) Equity | 96,476 | 94,783 |

2. Dividends

\left.|  | Dividend per share (Yen) |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | Year ended March 31, |  |  | Year ending March 31, |
| Year ending March 31, |  |  |  |  |
| 2013 (Forecast) |  |  |  |  |$\right]$| 2013 |
| :--- |

Note: Correction of dividend forecast from the most recent dividend forecast : No
3. Forecast for the year ending March 31, 2013 (April 1, 2012 - March 31, 2013)

Note: Percentages indicated changes from the same period of the previous fiscal year.

|  | Year ending March 31, 2013 |  |
| :--- | ---: | ---: | ---: |
|  | (Millions of yen) | (\%) |
| Net sales | 202,200 | 1.8 |
| Operating income | 9,500 | 2.5 |
| Ordinary income | 9,650 | 0.3 |
| Net income | 4,600 | 15.1 |
| Net income per share (Yen) | 22.58 |  |

Note: Correction of financial forecast from the most recent financial forecast : No

## 4. Others

(1) Material changes in subsidiaries during this period
(Changes in scope of consolidations resulting from change is subsidiaries) : No
(2) Applying of specific accounting of the consolidated quarterly financial statements : No
(3) Changes in accounting policies, accounting estimates and retrospective restatement

1) Changes based on revisions of accounting standard : Yes
2) Changes other than ones based on revisions of accounting standard : No
3) Changes in accounting estimates: Yes
4) Restatement : No
(4) Number of outstanding shares (common stock)
5) Number of outstanding shares at year end (Treasury stocks are included)

As of December 31, 2012 : 217,699,743
As of March 31, 2012 : 217,699,743
2) Number of treasury stocks at year end

As of December 31, 2012 : 15,094,318
As of March 31, 2012 : 12,277,683
3) Average number of outstanding shares

Nine months ended December 31, 2012 : 204,014,617
Nine months ended December 31, 2011 : 207,207,093

(1) Consolidated Financial Results



Changes in Accounting Policies, Changes in Accounting Estimates, or Restatement -------------------------4


(2) Consolidated Quarterly Statements of Income and Consolidated Quarterly Statements of Comprehensive Income
Consolidated Quarterly Statements of Income

Consolidated Quarterly Statements of Comprehensive Income





- Supplement for the Consolidated Quarterly Financial Statements


## 1. Qualitative Information for the Nine Months Ended December 31, 2012

## (1) Consolidated Financial Results

In the nine months ended December 31, 2012, conditions in the Japanese economy remained highly opaque due to factors such as the ongoing strength of the Japanese yen, the sovereign debt crisis in Europe, and the economic slowdown in emerging countries. These negative factors offset the benefits of the post-Great East Japan Earthquake reconstruction demand that supported the economy throughout the period. Following the general election in Japan, anticipation for the new political balance led to a rise in Japanese stock prices and the depreciation of the yen, both seen late in 2012. However, it is currently unclear whether these positive trends will continue or prove to be only temporary improvements.

In this environment, we sought to heighten corporate value by establishing a balanced business structure that is readily adaptable to changing conditions. These efforts adhered to the basic policy of the Takara Group Medium-Term Management Plan FY2014: "Aiming to realize the Takara Group Vision 2020 (long-term management vision), achieve stable growth in Japan while expanding business base in order to grow significantly overseas."

In the domestic alcoholic beverages business, the Group focused efforts on developing original new products and cultivating brands catering to diversifying customer preferences. In the seasonings and raw alcohol business, the Group sought to increase sales by offering products carefully tailored to the needs of each business customer.

In the overseas alcoholic beverages business and the Japanese food ingredients wholesale business, the Group aimed to accelerate growth by spreading Japanese food culture around the world.

In the genetic engineering research business, the Group actively worked to supply new products and services in the real-time polymerase chain reaction ( PCR ) and advanced cell biology fields, which promise to become growth markets. In the gene medicine business, the Group advanced the clinical development of gene and cell therapies actively. Further, in the health foods business, the Group endeavored to expand operations by developing and marketing health foods with a focus on the properties of traditional Japanese foodstuffs.

In the period under review, consolidated net sales edged up $0.7 \%$ year on year, to $¥ 155,025$ million. Partly reflecting higher raw material prices, the cost of sales rose $1.4 \%$ year on year, to $¥ 94,618$ million. Gross profit edged down $0.4 \%$ year on year, to $¥ 60,407$ million. Selling, general, and administrative (SG\&A) expenses were up $0.7 \%$ year on year, to $¥ 51,246$ million, due mainly to a rise in sales promotion expenses. Operating income declined $5.8 \%$ year on year, to $¥ 9,160$ million.

In regard to non-operating income and expenses, non-operating expenses rose due to such factors as bond issuance cost arising from bond issuance. As a result, ordinary income decreased $7.5 \%$ year on year, to $¥ 9,245$ million.

In regard to extraordinary gain and loss, gain on revision of retirement benefit plan of $¥ 345$ million was recorded and the loss on disaster of $¥ 783$ million recorded during the corresponding period of the previous fiscal year disappeared. Due to these and other factors, income before income taxes and minority interests decreased $2.5 \%$ year on year, to $¥ 8,614$ million. Total income taxes decreased following a reduction in income tax rates as well as the decline in deferred tax assets recorded on December 31, 2011, following changes in income tax rates, thus resulting in lower income tax expenses. Accordingly, net income increased $14.2 \%$ year on year, to $¥ 4,826$ million.

Results by business segment were as follows.

## [Takara Shuzo Group]

In the period under review, the new inclusion of KOUGAKU ENGINEERING CO., LTD., as a consolidated subsidiary resulted in a $0.5 \%$ year-on-year increase in sales, to $¥ 138,367$ million.

By product category, in the mainstay shochu category, we saw favorable sales of Honkaku shochu Kuro Yokaichi, but sales of other shochu products were poor, and overall shochu sales decreased as a result. As for light-alcohol refreshers, overall sales declined because lower sales of Takara Can Chu-Hi Jika-Shibori-due to absence of the previous fiscal year's extraordinary factors resulting from the Great East Japan Earthquake-counteracted the continued strong sales of Takara Shochu High Ball. Meanwhile, sake posted higher revenues thanks to higher sales of such products as Sho-Chiku-Bai Ten and sparkling sake Sho-Chiku-Bai Shirakabe-gura Mio and the strengthening of the lineup of products in simple pouch-pack containers that are easy to store and generate less waste after disposal. Other alcoholic beverages; hon mirin, alcohol-based seasoning; other seasonings; and raw alcohol each achieved higher revenues.

Cost of sales increased to a greater extent than net sales due to rising material prices. As a result, gross profit decreased $1.0 \%$ year on year, to $¥ 51,372$ million. SG\&A expenses edged down $0.1 \%$ year on year, to $¥ 43,789$ million, reflecting lower administrative costs, which offset higher sales promotion costs.

Due to the above, operating income in this segment decreased $5.9 \%$ year on year, to $¥ 7,582$ million.

## [Takara Bio Group]

For the period under review, this business segment grew net sales $3.5 \%$ year on year, to $¥ 13,916$ million. This was due to higher revenues posted in the genetic engineering research business following an increase in sales for research reagents as well as to the strong performance of the gene medicine business.

The genetic engineering research business posted higher revenues due to an increase in sales for research reagents-despite the effects of yen appreciation-which compensated for lower revenues from scientific instruments. Also, in the gene medicine business revenues rose as a result of favorable sales of cell culture media, gas-permeable bags, and other products. The agribio business recorded a decline in revenues due to year-on-year decreases in sales of health foods and mushroom products.

Cost of sales rose together with net sales, and gross profit was up $3.6 \%$ year on year, to $¥ 7,640$ million, accordingly. SG\&A expenses increased $6.6 \%$ year on year, to $¥ 6,932$ million, due to higher R\&D expenses and personnel expenses. The amount of this increase was higher than the one seen in gross profit.

As a result of the above, this business segment’s operating income decreased $18.9 \%$ year on year, to $¥ 707$ million.

## [Takara Healthcare]

For the period under review, sales in this business segment decreased $15.6 \%$ year on year, to $¥ 1,612$ million. While sales of health food products were relatively unchanged year on year, sales in the tea beverage PB (private brand) supply business dropped significantly.

In earnings, although the cost of sales ratio decreased following a change in the distribution of sales, gross profit was down $10.5 \%$ year on year, to $¥ 598$ million. Ongoing outlays for advertising costs geared toward nurturing businesses led to an operating loss of $¥ 22$ million in this segment.

## [Other]

The other segment represents business segments that are not included in the reported segments. Net sales in this segment decreased $2.1 \%$ year on year, to $¥ 5,654$ million, and operating income rose $17.5 \%$ year on year, to $¥ 136$ million.

Breakdown of sales results by product category

| Segment | Equivalent Period of Previous Fiscal Year (From April 1, 2011, to December 31, 2011) | Period under Review (from April 1, 2012, to December 31, 2012) | YoY <br> Comparison |
| :---: | :---: | :---: | :---: |
| Product category | Amount (Millions of yen) | Amount (Millions of yen) | (\%) |
| Takara Shuzo Group |  |  |  |
| Shochu | 57,605 | 55,734 | 96.8 |
| Sake | 16,813 | 17,781 | 105.8 |
| Light-alcohol refreshers | 21,581 | 20,010 | 92.7 |
| Other alcoholic beverages | 7,940 | 8,443 | 106.3 |
| Alcoholic beverages total | 103,941 | 101,970 | 98.1 |
| Hon Mirin | 11,879 | 11,834 | 99.6 |
| Other seasonings | 5,846 | 6,208 | 106.2 |
| Seasonings total | 17,725 | 18,043 | 101.8 |
| Raw alcohol, etc. | 4,927 | 5,141 | 104.3 |
| Transportation | 6,716 | 8,549 | 127.3 |
| Other | 4,359 | 4,663 | 107.0 |
| Total | 137,671 | 138,367 | 100.5 |
| Takara Bio Group | 13,443 | 13,916 | 103.5 |
| Takara Healthcare | 1,910 | 1,612 | 84.4 |
| Other | 5,775 | 5,654 | 97.9 |
| Sales not allocated to business segments and intersegment transactions | $(4,884)$ | $(4,525)$ | - |
| Total | 153,915 | 155,025 | 100.7 |

## (2) Consolidated Financial Position

Total assets stood at $¥ 207,248$ million as of December 31, 2012, up $¥ 9,811$ million from the previous fiscal year-end. Total current assets rose $¥ 8,304$ million from the previous fiscal year-end due to the $¥ 12,051$ million increase in notes and accounts receivable-trade, a result of the busy season that occurs at the end of each calendar year. This offset a $¥ 1,494$ million decrease in cash and deposits and a $¥ 4,049$ million decrease in securities for the management of surplus funds. Total noncurrent assets rose $¥ 1,507$ million following a $¥ 489$ million increase in property, plant and equipment and a $¥ 1,606$ million increase in investment securities.

Total liabilities stood at $¥ 97,502$ million as of December 31, 2012, up $¥ 7,724$ million from the previous fiscal year-end. Total current liabilities rose $¥ 3,463$ million due to a $¥ 2,932$ million increase in accrued alcohol tax. Total noncurrent liabilities rose $¥ 4,261$ million as a result of the issuance of $¥ 10,000$ million worth of bonds and the redemption of $¥ 5,000$ million worth of bonds.

Total net assets as of December 31, 2012, amounted to $¥ 109,746$ million, an increase of $¥ 2,086$ million from the previous fiscal year-end. This was due to a $¥ 2,975$ million rise in retained earnings, which was the result of the recording of net income of $¥ 4,826$ million and dividends payments of $¥ 1,851$ million. This offset a $¥ 1,575$ million increase in treasury stock, which reduces total net assets. The treasury stock was acquired as part of shareholder returns measures.

## (3) Consolidated Forecasts

On November 5, 2012, the Company revised consolidated forecasts for net sales only. On December 31, 2012, performance was slightly below forecasts. However, this divergence was minimal, and the Company thus chose not to revise the forecasts released on November 5, 2012.

## 2. Matters Concerning Summary Information (Notes)

## Changes in Accounting Policies, Changes in Accounting Estimates, or Restatement

(Changes that are difficult to distinguish between changes in accounting policies and changes in accounting estimates) In accordance with an amendment of the Corporation Tax Act, from the first quarter of current fiscal year, the Company and certain of its domestic subsidiaries have changed to depreciation methods based on the amended Corporation Tax Act for property, plant and equipment acquired on or after April 1, 2012, for which depreciation methods pursuant to the Corporation Tax Act prior to its amendment had been applied.

Further, for the period under review the effect of this on operating income, ordinary income, and income before income taxes and minority interests is negligible.

## 3. Consolidated Quarterly Financial Statements

## (1) Consolidated Quarterly Balance Sheets

|  | As of Mar. 31, 2012 | As of Dec. 31, 2012 |
| :---: | :---: | :---: |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 30,843 | 29,348 |
| Notes and accounts receivable-trade | 50,721 | 62,773 |
| Short-term investment securities | 15,660 | 11,611 |
| Merchandise and finished goods | 20,847 | 20,832 |
| Work in process | 886 | 1,637 |
| Raw materials and supplies | 2,747 | 3,098 |
| Other | 4,442 | 5,161 |
| Allowance for doubtful accounts | (71) | (81) |
| Total current assets | 126,078 | 134,382 |
| Noncurrent assets |  |  |
| Property, plant and equipment | 41,996 | 42,486 |
| Intangible assets |  |  |
| Goodwill | 3,531 | 3,396 |
| Other | 1,704 | 1,605 |
| Total intangible assets | 5,236 | 5,002 |
| Investments and other assets |  |  |
| Investment securities | 18,450 | 20,057 |
| Other | 5,895 | 5,537 |
| Allowance for doubtful accounts | (219) | (217) |
| Total investments and other assets | 24,126 | 25,377 |
| Total noncurrent assets | 71,359 | 72,866 |
| Total assets | 197,437 | 207,248 |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes and accounts payable-trade | 13,976 | 13,538 |
| Short-term loans payable | 5,018 | 5,020 |
| Current portion of bonds | 5,000 | 5,000 |
| Accrued alcohol tax | 10,589 | 13,522 |
| Accrued expenses | 3,977 | 4,973 |
| Income taxes payable | 2,207 | 2,195 |
| Provision for sales promotion expenses | 1,708 | 2,087 |
| Other provision | 2,028 | 1,154 |
| Other | 6,740 | 7,218 |
| Total current liabilities | 51,247 | 54,710 |
| Noncurrent liabilities |  |  |
| Bonds payable | 20,000 | 25,000 |
| Long-term loans payable | 496 | 475 |
| Provision for retirement benefits | 9,625 | 8,910 |
| Long-term deposits received | 5,881 | 5,667 |
| Other | 2,527 | 2,738 |
| Total noncurrent liabilities | 38,530 | 42,791 |
| Total liabilities | 89,777 | 97,502 |


|  | As of Mar. 31, 2012 | As of Dec. 31, 2012 |
| :---: | :---: | :---: |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 13,226 | 13,226 |
| Capital surplus | 3,195 | 3,195 |
| Retained earnings | 88,012 | 90,987 |
| Treasury stock | $(6,922)$ | $(8,497)$ |
| Total shareholders' equity | 97,512 | 98,912 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 2,805 | 2,950 |
| Deferred gains or losses on hedges | (17) | 15 |
| Foreign currency translation adjustment | $(5,516)$ | $(5,401)$ |
| Total accumulated other comprehensive income | $(2,728)$ | $(2,435)$ |
| Minority interests | 12,876 | 13,269 |
| Total net assets | 107,659 | 109,746 |
| Total liabilities and net assets | 197,437 | 207,248 |

(2) Consolidated Quarterly Statements of Income and Consolidated Quarterly Stetements of Comprehensive Income

## (Consolidated Quarterly Statements of Income)

(For the Nine Months Ended December 31, 2012 and 2011)

|  |  | (Millions of Yen) |
| :---: | :---: | :---: |
|  | FY2012_3Q (Apr. 1, 2011- Dec. 31, 2011) | FY2013_3Q (Apr. 1, 2012 - Dec. 31, 2012) |
| Net sales | 153,915 | 155,025 |
| Cost of sales | 93,282 | 94,618 |
| Gross profit | 60,633 | 60,407 |
| Selling, general and administrative expenses | 50,907 | 51,246 |
| Operating income | 9,725 | 9,160 |
| Non-operating income |  |  |
| Dividends income | 359 | 348 |
| Other | 407 | 369 |
| Total non-operating income | 766 | 717 |
| Non-operating expenses |  |  |
| Interest expenses | 379 | 400 |
| Other | 113 | 233 |
| Total non-operating expenses | 492 | 633 |
| Ordinary income | 9,999 | 9,245 |
| Extraordinary income |  |  |
| Gain on sales of noncurrent assets | 213 | 179 |
| Gain on revision of retirement benefit plan | - | 345 |
| Compensation for transfer | 193 | - |
| Gain on sales of investment securities | 2 | - |
| Other | 14 | 142 |
| Total extraordinary income | 424 | 666 |
| Extraordinary loss |  |  |
| Loss on sales and retirement of noncurrent assets | 299 | 528 |
| Loss on valuation of investment securities | 415 | 375 |
| Contribution for withdrawal from employees pension fund | - | 260 |
| Loss on disaster | 783 | - |
| Other | 94 | 133 |
| Total extraordinary losses | 1,592 | 1,297 |
| Income before income taxes and minority interests | 8,831 | 8,614 |
| Income taxes-current | 3,553 | 3,287 |
| Income taxes-deferred | 806 | 189 |
| Total income taxes | 4,360 | 3,477 |
| Income before minority interests | 4,471 | 5,137 |
| Minority interests in income | 246 | 311 |
| Net income | 4,224 | 4,826 |

## (Consolidated Quarterly Statements of Comprehensive Income)

(For the Nine Months Ended December 31, 2012 and 2011)

|  |  | (Millions of Yen) |
| :---: | :---: | :---: |
|  | FY2012_3Q (Apr. 1, 2011- Dec. 31, 2011) | FY2013_3Q (Apr. 1, 2012 - Dec. 31, 2012) |
| Income before minority interests | 4,471 | 5,137 |
| Other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | (911) | 143 |
| Deferred gains or losses on hedges | (19) | 33 |
| Foreign currency translation adjustment | (923) | 152 |
| Share of other comprehensive income of associates accounted for using equity method | (28) | 0 |
| Total other comprehensive income | $(1,882)$ | 329 |
| Comprehensive income | 2,588 | 5,466 |
| (Comprehensive income attributable to) |  |  |
| Comprehensive income attributable to owners of the parent | 2,536 | 5,119 |
| Comprehensive income attributable to minority interests | 51 | 347 |

## (4) Notes on Premise of Going Concern

No items to report.

## (5) Notes on Material Changes in Shareholders' Equity

No items to report.

## (6) Segment and Other Information

## (Segment Information)

I. Equivalent Period of Previous Fiscal Year (From April 1, 2011, to December 31, 2011)

1. Net sales and Income (Loss) by Reported Segment

 | (Millions of yen) |
| :---: |

Notes: 1. Other includes business segments that are not part of reported segments, such as the printing business and other subsidiaries.
2. Details of adjustment amounts are as follows.
(1) Net sales to external customers are income from real estate rent recognized by the Company.
(2) Segment income (loss) comprises intersegment eliminations of $¥ 84$ million and income of the Company not allocated to business segments of $¥ 685$ million.
3. Segment income (loss) has been adjusted to the operating income of consolidated quarterly statements of income.
2. Information on Impairment Loss on Noncurrent Assets, Goodwill, etc. by Reportable Segment No significant items requiring inclusion.
II. Period under Review (From April 1, 2012, to December 31, 2012)

1. Net sales and Income (Loss) by Reported Segment

|  | Reported Segment |  |  |  | Other(Note: 1) | Total | Adjustment <br> (Note: 2) | Amount recognized in consolidated quarterly statements of income <br> (Note: 3) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Takara <br> Shuzo <br> Group | Takara <br> Bio Group | Takara <br> Healthcare | Subtotal |  |  |  |  |
| Net sales |  |  |  |  |  |  |  |  |
| External customers | 137,774 | 13,502 | 1,609 | 152,886 | 1,811 | 154,697 | 327 | 155,025 |
| Intersegment | 592 | 413 | 2 | 1,009 | 3,843 | 4,852 | $(4,852)$ |  |
| Total | 138,367 | 13,916 | 1,612 | 153,895 | 5,654 | 159,550 | $(4,525)$ | 155,025 |
| Segment income (loss) | 7,582 | 707 | (22) | 8,267 | 136 | 8,403 | 757 | 9,160 |

Notes: 1. Other includes business segments that are not part of reported segments, such as the printing business and other subsidiaries.
2. Details of adjustment amounts are as follows.
(1) Net sales to external customers are income from real estate rent recognized by the Company.
(2) Segment income (loss) comprises intersegment eliminations of $¥ 89$ million and income of the Company not allocated to business segments of $¥ 667$ million.
3. Segment income (loss) has been adjusted to the operating income of consolidated quarterly statements of income.
2. Information on Impairment Loss on Noncurrent Assets, Goodwill, etc. by Reportable Segment No significant items requiring inclusion.

