

October 18, 2013

For General Release

Kagome Co., Ltd. Representative: Hidenori Nishi, President (Securities Code 2811, First Section, Tokyo and Nagoya Stock Exchanges) Inquiries: Tomoko Sone, General Manager, IR Department, Corporate Communications Division Tel.: +81-(0)3-5623-8501

## Notification Regarding Recalculation of Earnings Forecast

In light of our recent business performance, we have recalculated the earnings forecasts that we announced on April 25, 2013. The recalculated forecasts are presented below. The recalculations will not result in any change in dividends. The dividend for the year is scheduled to remain unchanged at ¥22 per share (an increase of ¥2 over that of the previous period).

1. Recalculation of consolidated earnings forecast (cumulative) for the first half of Fiscal 2013 (April 1 to September 30, 2013)

|  | Sales      | Operating profit | Ordinary<br>profit | Quarterly<br>net profit | Quarterly net<br>profit per<br>share |
|--|------------|------------------|--------------------|-------------------------|--------------------------------------|
|  | (¥million) | (¥million)       | (¥million)         | (¥million)              | ¥                                    |
| Previously announced forecast<br>(A)   | 105,000    | 6,300            | 6,500              | 4,100                   | 41.22                                |
| Recalculated forecast<br>(B)   | 103,500    | 5,000            | 5,400              | 4,000                   | 40.22                                |
| Forecasted amount increase or<br>decrease<br>(B - A)   | (1,500)    | (1,300)          | (1,100)            | (100)                   | -                                    |
| Rate of increase or decrease (%)   | (1.4)      | (20.6)           | (16.9)             | (2.4)                   | -                                    |
| For reference purposes:<br>Earnings during first half of<br>previous fiscal year (first half of<br>FY2012) | 105,876    | 7,503            | 7,869              | 5,673                   | 57.04                                |

2. Recalculation of consolidated earnings forecast for all of Fiscal 2013 (April 1, 2013 to March 31, 2014)

|   | Sales      | Operating profit | Ordinary<br>profit | Net profit<br>for the<br>fiscal year | Net profit per<br>share for the<br>fiscal year |
|---|------------|------------------|--------------------|--------------------------------------|--|
|   | (¥million) | (¥million)       | (¥million)         | (¥million)                           | ¥  |
| Previously announced forecast (A)   | 196,000    | 8,900            | 9,200              | 5,300                                | 53.29  |
| Recalculated forecast (B)   | 195,000    | 6,800            | 7,200              | 4,700                                | 47,26  |
| Forecasted amount increase or<br>decrease<br>(B - A)                        | (1,000)    | (2,100)          | (2,000)            | (600)                                | -  |
| Rate of increase or decrease (%)  | (0.5)      | (23.6)           | (21.7)             | (11.3)                               | -  |
| For reference purposes:<br>Earnings during previous fiscal<br>year (FY2012) | 196,233    | 9,278            | 10,025             | 6,480                                | 65.15  |

3. Recalculation of non-consolidated earnings forecast (cumulative) for the first half of Fiscal 2013 (April 1 to September 30, 2013)

|   | Sales      | Operating<br>profit | Ordinary<br>profit | Quarterly<br>net profit | Quarterly net<br>profit per<br>share |
|---|------------|---------------------|--------------------|-------------------------|--------------------------------------|
|   | (¥million) | (¥million)          | (¥million)         | (¥million)              | ¥                                    |
| Previously announced forecast<br>(A)  | 91,000     | 5,900               | 6,200              | 4,100                   | 41.22                                |
| Recalculated forecast<br>(B)  | 89,000     | 3,900               | 4,300              | 3,300                   | 33.18                                |
| Forecasted amount increase or<br>decrease<br>(B - A)  | (2,000)    | (2,000)             | (1,900)            | (800)                   | -                                    |
| Rate of increase or decrease (%)  | (2.2)      | (33.9)              | (30.6)             | (19.5)                  | -                                    |
| For reference purposes: Earnings<br>during first half of previous<br>fiscal year (first half of FY2012) | 93,873     | 7,464               | 7,845              | 5,060                   | 50.88                                |

4. Recalculation of non-consolidated earnings forecast for all of Fiscal 2013 (April 1, 2013 to March 31, 2014)

|   | Sales      | Operating profit | Ordinary<br>profit | Net profit<br>for the<br>fiscal year | Net profit per<br>share for the<br>fiscal year |
|---|------------|------------------|--------------------|--------------------------------------|--|
|   | (¥million) | (¥million)       | (¥million)         | (¥million)                           | ¥  |
| Previously announced forecast (A)   | 168,000    | 9,400            | 10,000             | 5,900                                | 59.32  |
| Recalculated forecast (B)   | 165,000    | 6,700            | 7,400              | 4,100                                | 41.23  |
| Forecasted amount increase or<br>decrease<br>(B - A)                        | (3,000)    | (2,700)          | (2,600)            | (1,800)                              | -  |
| Rate of increase or decrease (%)  | (1.8)      | (28.7)           | (26.0)             | (30.5)                               | -  |
| For reference purposes: Earnings<br>during previous fiscal year<br>(FY2012) | 172,756    | 10,002           | 10,687             | 6,128                                | 61.61  |

## 5. Reasons for the recalculation

On a non-consolidated basis, during the first half of the fiscal year (April 1 to September 30, 2013) our beverage business and food business experienced sales that were basically at the same level as during the same period the previous year. Sales for these two segments did not achieve the level forecast in the initial plan. Then, in response to this shortfall, we implemented additional sales promotion measures, causing the sales promotion cost ratio to rise.

Business in other non-consolidated segments and the performance of Group Companies were favorable, but during the above-mentioned period our beverage business and food business, which are responsible for a significant part of revenues, did not achieve the levels planned, making it exceedingly difficult to offset the shortfall during the fiscal year and on a consolidated basis. Furthermore, the same trends are expected to continue during the third and subsequent quarters, and sales costs are expected to increase, so to reflect these and other factors we revised the previously forecast figures.