

# ***Nichirei Fresh Inc.***

## ***presentation***



**NICHIREI Group leads Food & Logistics industry.**

- **Established : December 1, 1945**
- **Group 74 subsidiaries, 16 affiliates**
- **Employees : 12,970**
- **Group turnover : ¥511.2 billion (≒US\$ 5,100M)**

## Holding Company Nichirei Corporation

**Nichirei  
Foods Inc.**

**Processed  
frozen food  
& vegetable**



**Nichirei  
Fresh Inc.**

**Marine  
products,  
Meat and  
poultry  
products**



**Nichirei  
Logistics  
Group Inc.**

**Low-  
temperature  
logistics**



**Nichirei  
Biosciences  
Inc.**

**Diagnostic  
product,  
Biologically  
active agent**

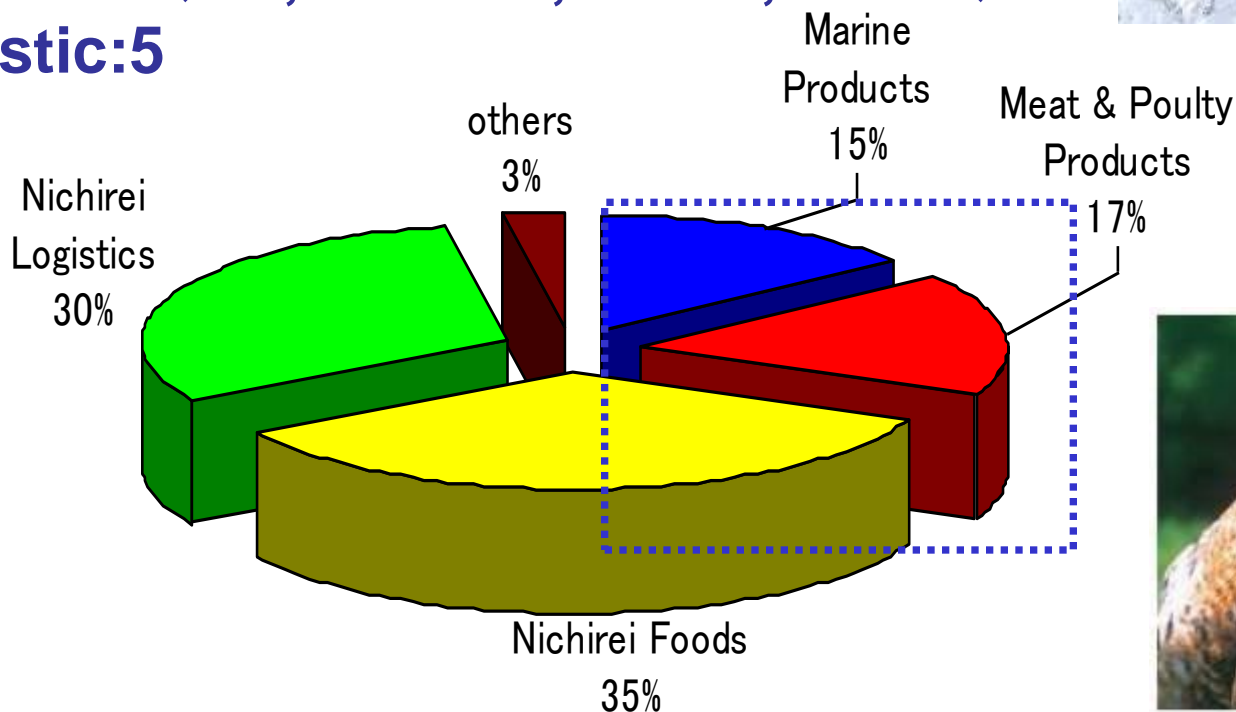


## Nichirei Fresh Inc.

**Employees: 450**

**Net Sales: ¥160 billion**

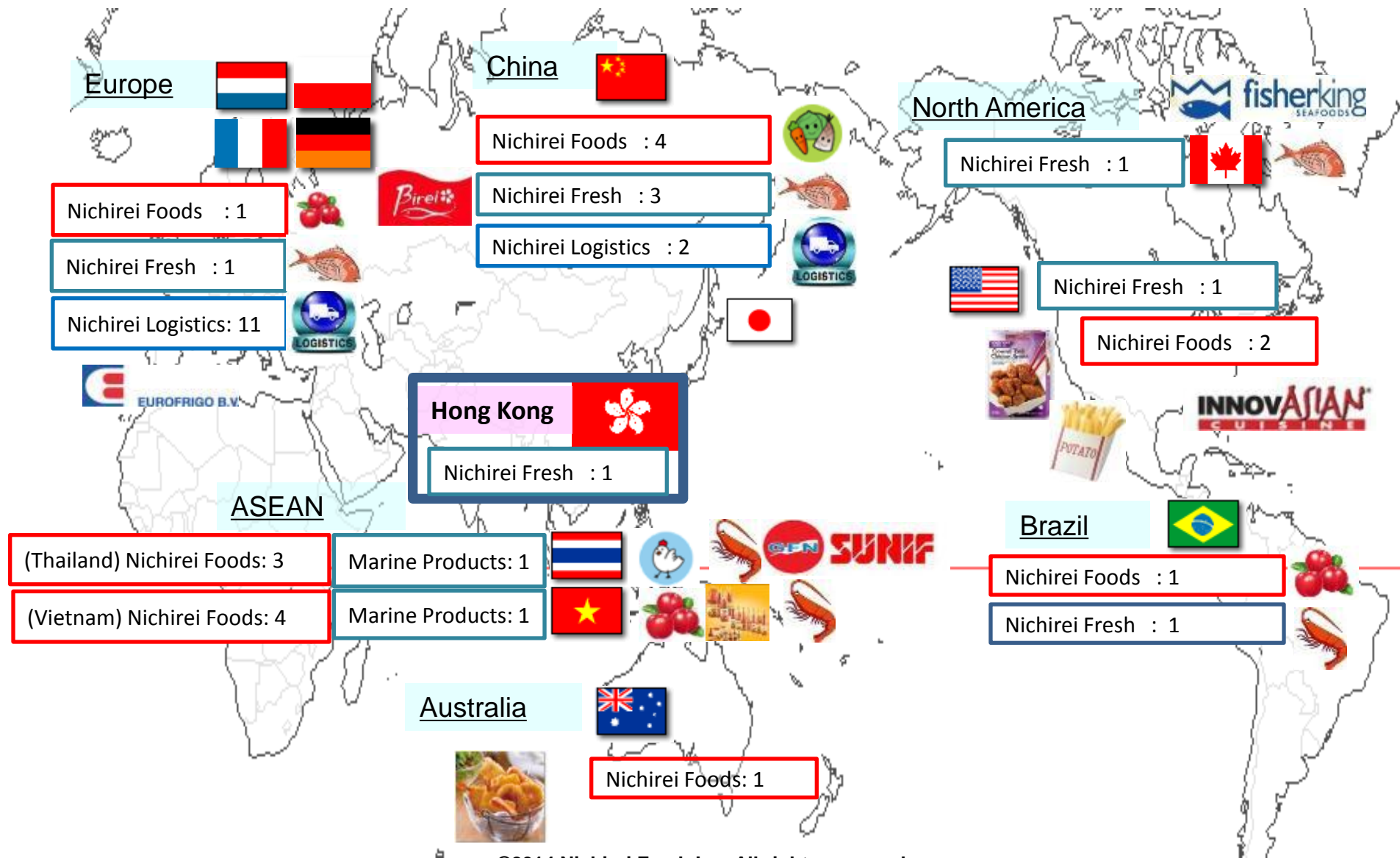
- Marine Products **¥75 billion**
  - Meat and Poultry products **¥85 billion**
- Group corporation**
- overseas: 4 (US, Canada, Brazil, China)
  - domestic: 5



# Nichirei Group Global Network



\*Numbers of Rep Offices, Major Subsidiaries & Affiliates



**Sales : JPY 85 Billion (US\$850M)**

Poultry	:	<b>65,000MT</b>
Beef	:	<b>12,000MT</b>
Pork	:	<b>46,000MT</b>
Specialties	:	<b>10,000MT</b>
Process Foods	:	<b>11,000MT</b>
<b>TOTAL</b>	:	<b>140,000MT</b>





**Sales : JPY 75 Billion (US\$750M)**

Salmon trout	:	<b>10,000MT</b>
Octopus	:	<b>10,000MT</b>
Sea Shell	:	<b>10,000MT</b>
Fish Roe	:	<b>10,000MT</b>
Shrimp	:	<b>20,000MT</b>
<u>Others</u>	:	<b>10,000MT</b>
<b>TOTAL</b>	:	<b>70,000MT</b>



~ providing high-added value to products ~

**Good taste :** Breeding / Feeding / Slaughter(killing) way/ Aging

**Safety :** Chemical Residuum control / Quality control  
Production Management/ contamination control

**Consumer Trust :** Anti-Biotic free / Genetic Recombination /  
Non-Animal-based feed / Hormonal agent free

**Health :** Nutrients / Allergy / Biologically active agent  
Physiological active substance

**Freshness :** Just Harvested (*for Marine products only*)

**Environmental-friendliness :** Inverse agriculture system /  
Prevention of exhaustion of Marine Resources

- ◎KODAWARI specialties for customer satisfaction, sustainability and Resource conservation.
- ◎Dealing both commodities and specialties.
- ◎Add some value from upstream to downstream





# Our KNOW-HOW

**NICHIREI**



**Get the idea**

**Have a lot of experts within & outside company**

**Farming**

**Management our own poultry farm**

**QA, Price**

**Buying from our partner supplier  
from all over the world**

**Cutting, QA**

**Management our own slaughter house and  
processing plant for poultry, pork and beef**

**R&D**

**Developing and handling meat processed foods**

**Display, Cutting**

**Management Packing Center for super markets**

**Needs**

**Make severe Japanese consumer to satisfy  
both quality and price**

# Our own farm





# Our own Slaughter house



# Our Own Packing Center

**365Days 24hour  
Slice & Seasoning & Packing**



## 1.Omega balanced beef & pork

Lower melting point of fat

⇒**Good taste!!**

Rich contains omega-3 acid

⇒**Healthy!!**

Reduce burp of cattle makes decrease marsh gas

⇒**Environmental-friendliness!!**

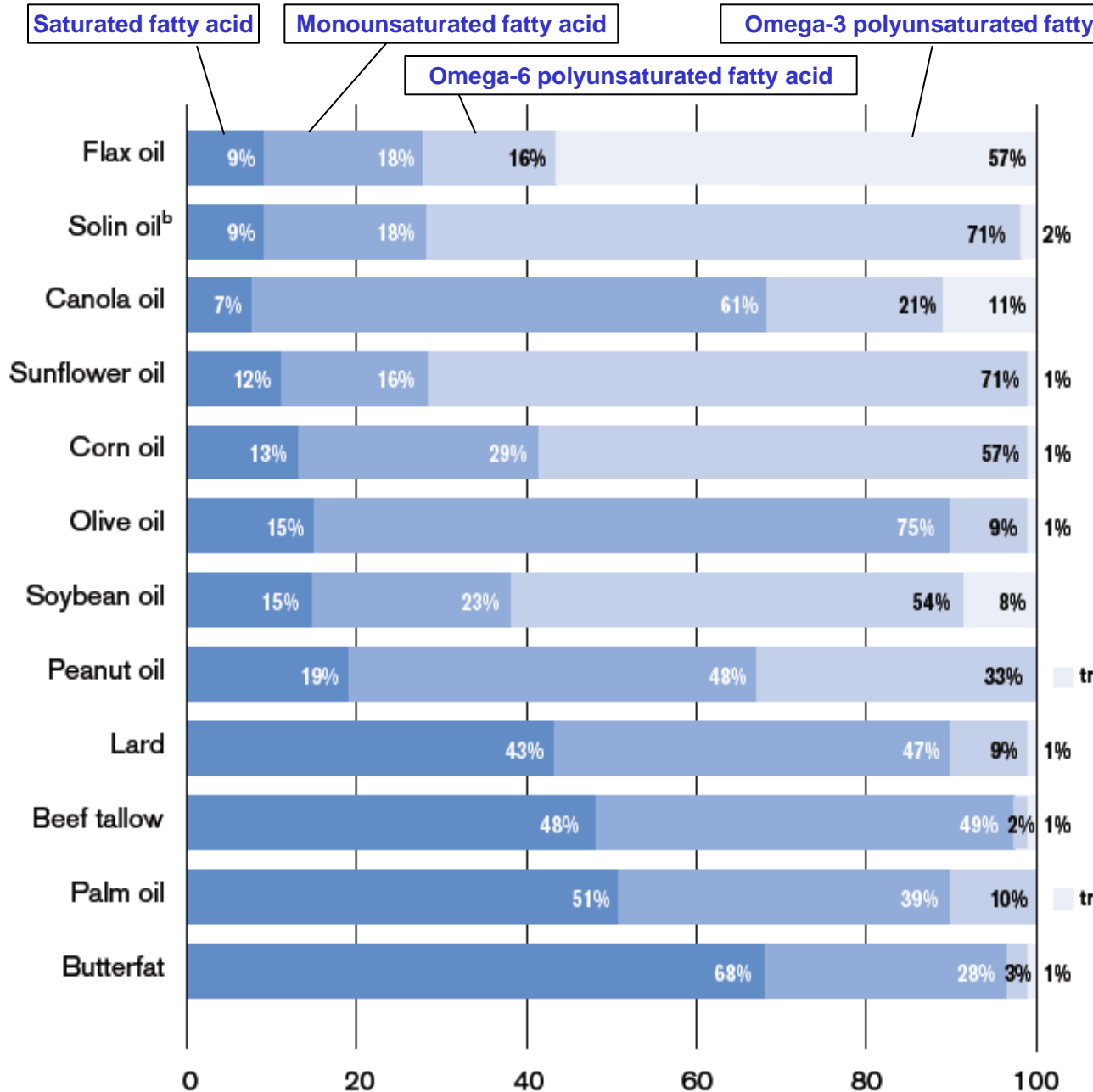
**Omega-3 fatty acids have a lower melting point than other fatty acids, so melt-in-the-mouth softness is another attribute of Omega Balance Beef & Pork.**

**The alpha-linolenic acid contained in Omega Balance Beef & Pork is an omega-3 fatty acid, one of the body's essential fatty acids. It possesses various functions that assist with maintaining bodily health.**



# Our propose of meat

**NICHIREI**



**Flaxseed is well known for its high content of the omega-3 fatty acid alpha-linolenic acid.**

**The FDA\* has announced publicly that by consuming omega-3 fatty acids through food which contains these in abundance, we can reduce the risk of disease.**



## 2.FA Chicken & Pork

Without residue of antibiotics

⇒ **Healthy!!**

Stress-free arising from antibiotics

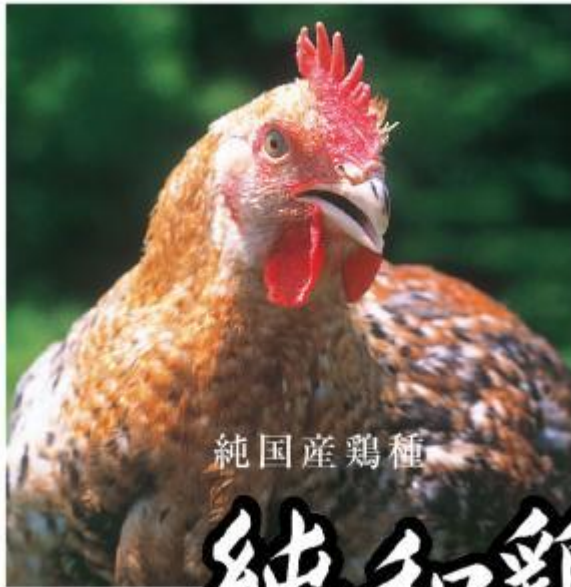
⇒ **Healthy for poultry!**  
**Good taste!!**

No adverse effect on soil by antibiotics

⇒ **Environmental-friendliness!!**

**In order to treat and prevent illness and to stimulate further growth, antibiotics and antibacterial agents are used in the farming of most generally available poultry and swine. By working to create a low-stress environment and increase the live stocks' own natural recovery ability, we are able to raise strong, healthy poultry and swine without the use of antibiotics or antibacterial agents.**

## 3.純和鶏 (Junwakei) Purely Japanese breed chicken



純国産鶏種

**純和鶏**

**Farming at our own farm**

**⇒ Traceability**

**Pure Japanese breed**

**⇒ Scarcity**

**Brown feathered chicken**

**⇒ Good taste**



# Japanese Scallop / Patinopecten yessoensis

**NICHIREI**

Origin and production: Japan

## Raw Scallop Meat (Roe Off & On)



## Cooked Scallop (with roe)



### <Basic Assortment>

Size	pcs/bag(kg)	Scallop Meat	Cooked Scallop
2L	16/20		10%
L	21/25		20%
M	26/30	3%	30%
S	31/35	8%	20%
2S	36/40	15%	10%
3S	41/50	25%	5%
4S	51/60	15%	3%
5S	61/80	8%	
6S	81/100	3%	

### <Packing Style>

#### \*Scallop meat 1kgx10boxes



#### \*Cooked Scallop 1kgx10bags



## Cooked Baby Scallop (without roe)



Size	pcs/bag(kg)	baby
2L	61/80	15%
L	81/100	30%
M	101/150	40%
S	151/200	15%
2S	201/300	

#### \*Cooked Baby Scallop 1kgx10bags



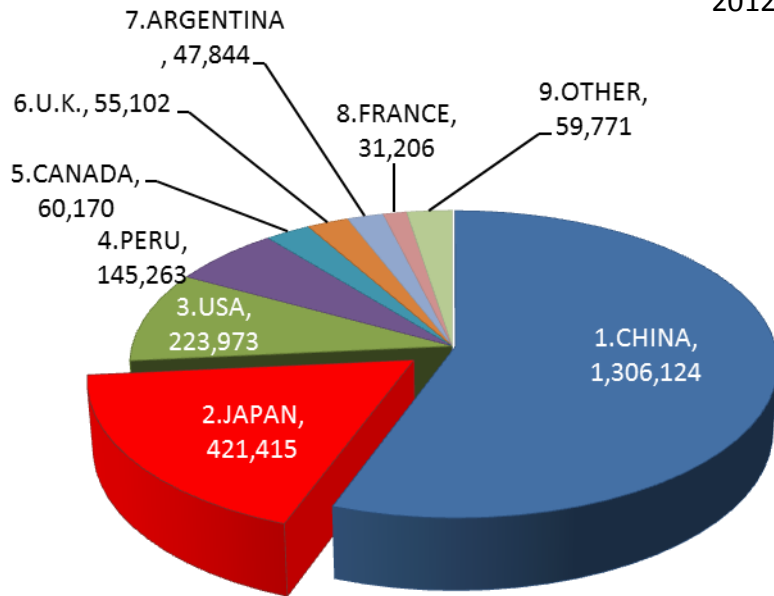
\*Assortment might be changed ,it depends on catching situation

# Japanese Scallop / Patinopecten yessoensis

**NICHIREI**

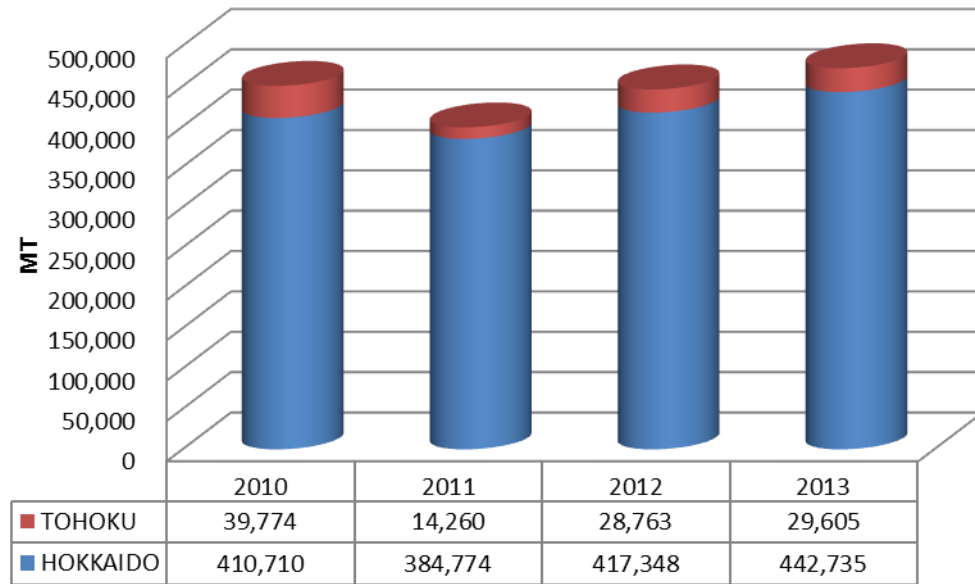
**World Scallop production approx.2.3mil MT**

2012 unit:MT

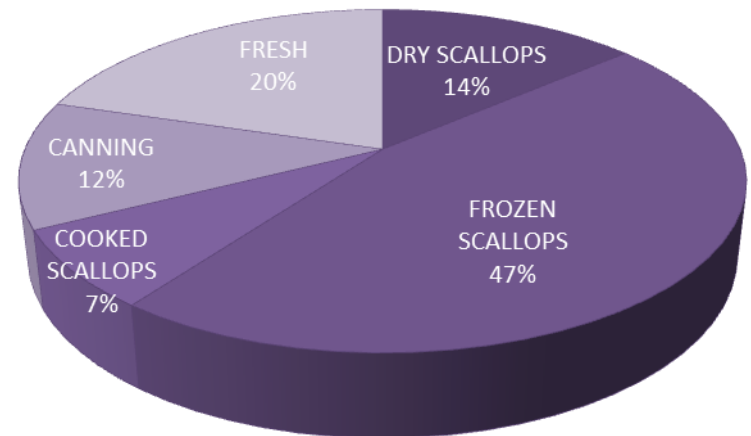


this statistic includes BAY SCALLOPS

**Scallop production in Japan**



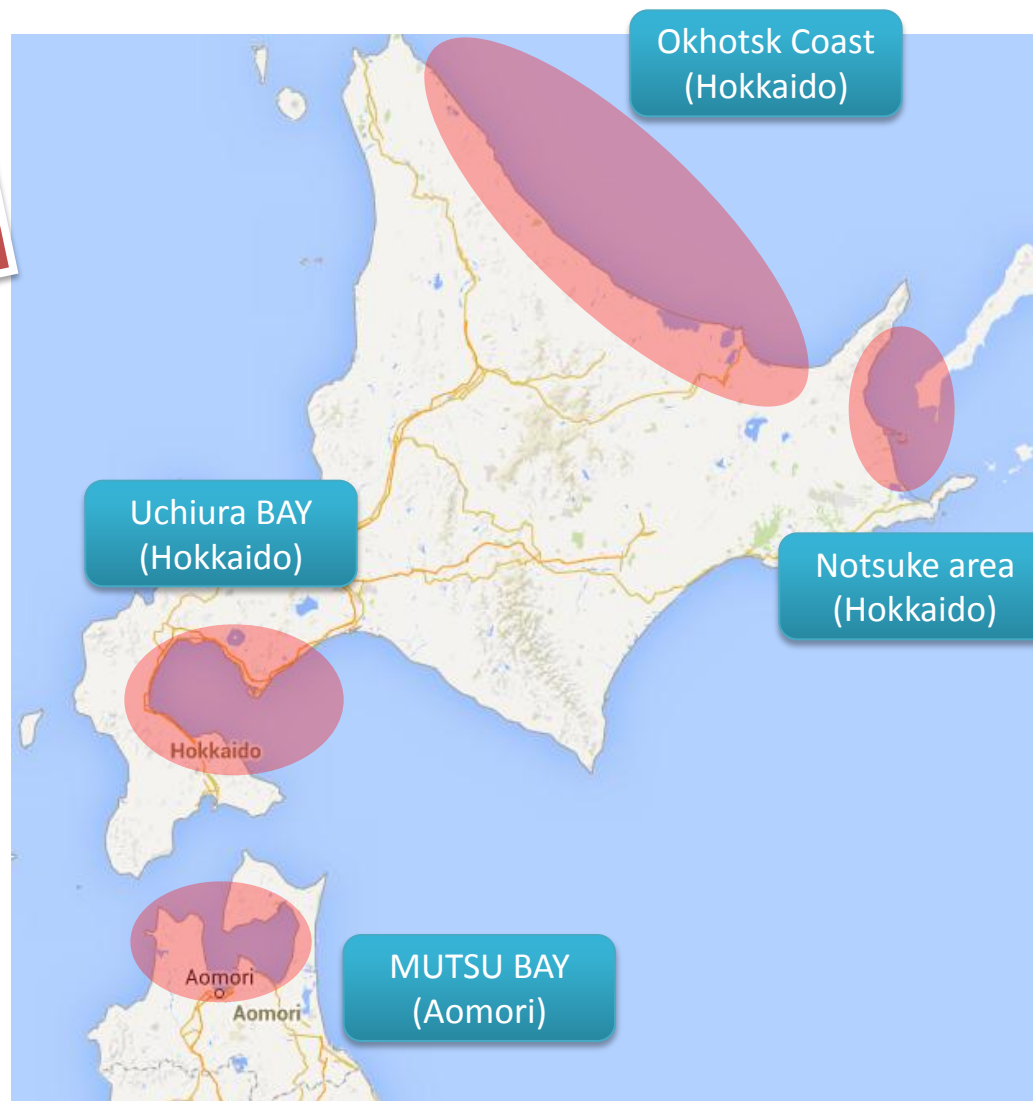
**Hokkaido Scallop usage**



# Japanese Scallop / *Patinopecten yessoensis*

**NICHIREI**

## Harvesting area of Scallop (Hokkaido & Aomori)



	Harvesting Season	Items
<b>Okhotsk Coast</b>	JUN-NOV	1
<b>Notsuke Area</b>	APR-SEP	1
<b>Uchiura Bay</b>	DEC-MAY	1,2&3
<b>Mutsu Bay</b>	APR-SEP	1,2&3

### Items

- 1)Raw Scallop Meat
- 2)Cooked Baby Scallop
- 3)Cooked Scallop



# Japanese Scallop / *Patinopecten yessoensis*

**NICHIREI**

*Zygochlamys patagonica*  
Argentina



*Pecten maximus*  
France



*Patinopecten yessoensis*  
Japan



*Argopecten purpuratus*  
Peru



*Placopecten magellanicus*  
U.S.A, Canada



<Processed (Soaked) Scallop and Natural Scallop>

**\*Processed(Soaked) Scallop**

When scallops are soaked in phosphates, they absorb water making weigh more.(wet one is cheaper than Dry)

**\*Natural Scallop**

They are not treated with any chemicals, harvest directly from the ocean.



# Japanese Scallop / *Patinopecten yessoensis*

**NICHIREI**

## Three Major Products of Scallop

### Raw Scallop Meat (Roe Off & On)



1. Culture period: 3-4 yrs

2. Culture method:  
**Bottom Seeding Method**



Larva is thrown into the sea and left for several years. Texture of meat would be harder.

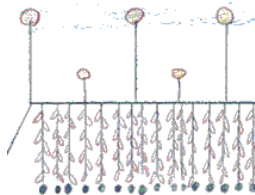
3. Major Production area  
Hokkaido (Okhotsk Coast)  
Hokkaido (Notsuke area)

### Cooked Scallop (with roe)



1. Culture period: 2-3 yrs

2. Culture method:  
**Ear hanging Method**



Larva is tied up by rope or used basket and left in the sea for several years  
Texture of meat would be softer

3. Major Production area  
Hokkaido (Uchiura bay)  
Aomori (Mutsu bay)

### Cooked Baby Scallop (without roe)



1. Culture period: 1-2 yrs

2. Culture method:  
**Ear hanging Method**

3. Major Production area  
Hokkaido (Uchiura bay)  
Aomori (Mutsu bay)

Raw Scallop meat....Sashimi GRADE  
Cooked Scallop & Baby...Ready to eat

## Scallop Size conversion table <JP standard (pcs/kg) vs US standard(pcs/lb)>

	JP size	US size	
Size	pcs/kg	pcs/lb	g/pc
<b>2L</b>	16-20	7-9	50.0-62.5
<b>L</b>	21-25	9-11	40.0-47.6
<b>M</b>	26-30	12-14	33.3-38.5
<b>S</b>	31-35	14-16	28.6-32.3
<b>2S</b>	36-40	16-18	25.0-27.8
<b>3S</b>	41-50	18-23	20.0-24.4
<b>4S</b>	51-60	23-27	16.7-19.6
<b>5S</b>	61-80	28-36	12.5-16.4
<b>6S</b>	81-100	36-45	10.0-12.3

# Seasoned Salmon roe (Ikura)

**NICHIREI**



	Seasoned Pink salmon Roe	Seasoned Chum salmon Roe
Latin name	Oncorhynchus gorbuscha	Oncorhynchus keta
Origin	U.S.A, Russia	U.S.A, Russia
Processing	Japan	Japan
Packing	500g	500g
Cooking Instruction	Thawing	Thawing
Size of egg	Smaller than Chum	Normal
Texture	Soft and smooth	Popping texture

Nichirei Fresh Inc. is one of the top importer for Salmon roe in Japan, and seasoning process at our own factory.

Fully integrated from raw material to Finish product by Nichirei Fresh Inc.

This product has already been seasoned by Japanese traditional soy sauce base.



	Frozen Seasoned Pink salmon roe	Frozen Seasoned Chum salmon roe
Packing	500gx20	500gx20
*Price	USD/JPY per kg	USD/JPY per kg

\*FOB TOKYO, subject to confirmation



# Farmed Japanese Oyster IQF <Shell off>

**NICHIREI**



## -Giant Pacific Oyster-

- \*Origin : Japan(Hiroshima)
- \*Production : Japan(Hiroshima)
- \*Latin name : *Crassostrea gigas*
- \*Catching season : OCT-MAY
- \*Size availability: 2L (31-35pcs/pack\*)  
L (35-45pcs/pack)  
M (45-55pcs/pack) \*1pack=850g
- \*Packing style : 850 gram x 10
- \*Cooking instruction : stir fry, deep fry, boiling



The Oyster farming in Hiroshima has been started since 1500 years!! More than 500 year's history Oyster is very familiar to Japanese people & culture



Grown up with natural Plankton.



Harvesting



1 raft approx 5MT of oyster



## <Spring Harvest>

Harvesting in Spring(APR-MAY) ,glycogen content is much more than the other period. We use only RM that was harvested in APR-MAR for Nichirei Product.

Size	pcs/pack	packing	*Price
2L	31-35pcs	850gx10	-
L	35-45pcs	850gx10	-
M	45-55pcs	850gx10	USD/JPYper pack

# Farmed Japanese Oyster IQF <Shell off>

**NICHIREI**

Stair fried oyster with garlic



Breaded Oyster



Stair fried Oyster with Balsamico



Oyster Tempura



Hot pot



Oyster ramen





# Common Octopus

**NICHIREI**



Frozen Steam boiled  
Octopus head on



Steam Frozen Boiled Octopus  
Stretched Legs

- \*Origin : Mauritania or Morocco
- \*Production : Japan (Nichirei own factory)
- \*Latin name : Octopus vulgaris

Nichirei is the one of the biggest major importer of octopus material from Mauritania or Morocco, approx. 4,000mt annually.

We process Octopus product in Fresh Maruichi inc. Toyohashi plant, Aichi, Japan. US HACCP certified Nichirei Group plant. Annual processing capacity is approx. 1,500mt.



Korean style pancake

	size	packing	* Price
Head on	6-10 pcs per 10 kg	10 kg bulk	USD /JPY per kg
Legs	7-9 pcs per kg in a vacuum pack	1 kg x 6 x 2	USD/JPY per kg



# Roasted Fresh Water Eel (Unagi-Kabayaki)

**NICHIREI**



- \*Origin : China (young eel from U.S.A)
- \*Production : China
- \*Latin name : Anguilla Rostrata
- \*Size availability : 20-70pcs/10kg
- \*Packing style : 10kg IQF/carton
- \*Cooking instruction : by Micro wave

<Sushi Sliced Unagi on rice>



<Unagi ball Unagi on rice>



Big size(20-30pcs) is suitable for sushi,  
Because of cutting recovery.

Small size(40-60pcs) is suitable for Unagi ball.

This product has already been seasoned by sweet soy sauce base and fully roasted. Ready to eat product.



size (pcs/10kg)	pc/g (ave.)	Packing Style	*Price (USD/kg)	USD/JPY Per pc
20	500g	10kg		
25	400g	10kg		
30	333g	10kg		
35	285g	10kg		
40	250g	10kg		
45	222g	10kg		
50	200g	10kg		
60	166g	10kg		
70	142g	10kg		

# Japanese Common Chum Salmon

**NICHIREI**



\*Origin and Production : Japan (Hokkaido)

\*Latin name : *Oncorhynchus keta*

\*Catching season : SEP-NOV

\*Packing style : 20 kg IQF per carton

\*Specification:

Caught by trap-net, load and unload by live boat

Head-on and gutted, Head-off and gutted



Size (Head-off and gutted)		assort	packing	* Price
L	7-8 pcs per 20 kg	about 5%	20 kg in a carton	-
M	9-10 pcs per 20 kg	about 50%	20 kg in a carton	USD/JPY per kg
S	11-16 pcs per 20 kg	about 50%	20 kg in a carton	-



# Japanese Mackerel

**NICHIREI**



- \*Origin : Japan
- \*Production : Japan
- \*Latin name : Scomber japonicus
- \*Size availability : 200-400, 300-500 gram per pcs
- \*Packing style : 15 kg or 20 kg per carton
- \*Specification: Whole round, Block frozen



Nichirei Fresh Inc. has good relationship with one of the major supplier for Japanese Mackerel in Choshi, Ibaraki/Japan, and they process at their own factory. This factory is approved by EU HACCP Number: 0857002



size (gram per pcs)	packing	* Price
200-400	15 kg or 20 kg	USD /JPY per kg
300-500	15 kg or 20 kg	-

# Shrimp products

**NICHIREI**

## BLACK TIGER PEELED & TAIL ON STRETCHED



- \*SIZE 6/8~26/30**
- \*SPECIES: PENAEUS MONODON**
- \*PACKING STYLE: 10PCS/20PCS VP**
- \*ORIGIN: INDONESIA OR VIETNAM**

**JUST THAW AND PUT TEMPURA BUTTER  
AND DEEP FRY FOR PERFECT TEMPURA!!**

## VANNAMEI PEELED & TAIL ON STRETCHED



- \*SIZE 16/20~41/50**
- \*SPECIES: PENAEUS VANNAMEI**
- \*PACKING STYLE: 20PCS/30PCS VACUUM  
PACK**
- \*ORIGIN: INDONESIA, VIETNAM OR  
THAILAND**

**JUST THAW AND PUT TEMPURA BUTTER AND  
DEEP FRY FOR PERFECT TEMPURA!!**

# Shrimp products

**NICHIREI**

## RUSSIAN DEEP SEA RED SHRIMP



- \*SIZE 2L(50-60PCS/KG)**
- \*SPECIES: PANDALUS EOUS**
- \*PACKING STYLE: 1KGX10**
- \*ORIGIN: RUSSIA**

**SUPERB FRESHNESS!**

**FROZEN ON BOARD AND THE BEST FOR  
“SASHIMI” OR “SUSHI” AS RAW  
CONSUMPTION.**

## AEGEAN DEEP WATER ROSE SHRIMP



- \*SIZE 60/90~ 120/ 150 (PCS/KG)**
- \*SPECIES: PARAPENAEUS LONGIROSTRIS**
- \*PACKING STYLE: 1KGX10**
- \*ORIGIN: GREECE**

**100% NATURAL!**

**ENJOY RICH FLAVOR AND TASTE FROM  
BEAUTIFUL  
AEGEAN SEA.**

**THE BEST FOR “FRITTO DE GAMBERI”!**



# Shrimp products

**NICHIREI**

## SUSHI EBI —COOKED BUTTERFLY SHRIMP



- \*SIZE 8~10CM/PC
- \*SPECIES: PENAEUS VANNAMEI
- \*PACKING STYLE: 20PCS
- \*ORIGIN: INDONESIA, VIETNAM OR THAILAND

**THE ADVANTAGE OF VIVIDLY COLORED!  
ENJOY NATURAL FLAVORS AND  
SWEETNESS  
JUST THAW AND PUT ON RICE FOR  
PERFECT SUSHI**

## AMAEBI —PEELED TAIL ON RED SHRIMP



- \*SIZE 7.5~9.0CM
- \*SPECIES: PANDALUS BOREALIS
- \*PACKING STYLE: 50PCS
- \*ORIGIN: CANADA OR GREENLAND
- \*PRODUCTION: CHINA OR VIETNAM

**“AMA” MEANS “SWEET” IN JAPANESE.  
“EBI” MEANS “SHRIMP” IN JAPANESE.  
“AMA-EBI” MEANS “SWEET SHRIMP”  
ENJOY MOUTH-WATERING SUSHI!**



# Other seafood

**NICHIREI**

## Assorted Frozen Seafood IQF ~Seafood mix~



- \*Packing : 1kg x 10
- \*Processing : Japan
- \*RM Origin:
  - Squid from China
  - Baby clam from China
  - Shrimp from Myanmar Indonesia
- \*Mixing ratio:

Squid 40%,  
Clam 40%,  
Shrimp 30%



## Cooked Baby Clam



- \*Packing : 500g x 10
- \*R/M Origin : China
- \*Ready to eat!  
Fully cooked, just thaw and serve  
Easy preparation for several menu
- \*Only live clams are processed!



## Deep Sea Red Shrimp



- \*Packing : 1kg x 12
- \*R/M Origin : RUSSIA
- \*Superb freshness!  
Frozen on board and suitable  
for "Sashimi" or "Sushi"
- \*Enjoy Vivid color!



## Whiting Fillet(kisu)



\*Packing : 40pcs(520g) x 10

\*Origin: Vietnam

\*Popular for Tempura!

Assorted tempura must have Shrimp, vegetables and White fish. This KISU is best for Tempura!

