

Minutes of the Web Conference for the Fourth Quarter of the Fiscal Year Ending March 31, 2023
(Main Q&As)

Date & Time: May 10, 2023 (Wednesday) 16:30-17:30

Q1. Can Processed Foods Business Division expect the core brands to recover? What is the degree of certainty of the FY24/3 business profit target of ¥6.5 billion?

Marketing Management Division was newly established this fiscal year. We will execute and recover sales strategies for core brands throughout the year. Price revisions are also proceeding smoothly, and we will make a profit of negative external factors of ¥10.3 billion. Quantity improvement and cost improvement are also expected, with a business profit forecast of ¥6.5 billion.

Q2. Is Fresh Meats Business Division conservative on its FY24/3 forecast of ¥32 billion for business profit?

We aim at more than ¥32 billion by improving imported meat, etc., which was severe in the previous year. Food sales will remain solid due to the recovery in restaurants. The sales environment is improving due to the lifting of restrictions on COVID-19 and the recovery of inbound tourists.

Q3. What is the outlook for the business profit of ¥1.7 billion in FY24/3 of the Overseas Business Division?

We aim for ¥1.7 billion by greatly contributing to improved beef business in Australia. In the current fiscal year, the sales environment will improve, and profits will recover, centered on sales to China. A decline in U.S. beef production will also be a tailwind. For processed products in North America, we will expand sales volume.

Q4. What is the outlook for the business profit of ¥1.5 billion in FY24/3 of the Ballpark and others Business?

We aim for ¥2.0 billion in the Ballpark business and negative ¥0.5 billion in new businesses totaling ¥1.5 billion. Operating profit of ¥2.6 billion for the Baseball club Business alone was unchanged from the initial plan.

Q5. What is the capital expenditure forecast of ¥70.1 billion for FY24/3?

Capital expenditure forecasts were reduced to ¥70.1 billion due to a decline in operating cash flows. In the medium-term management plan 2023, the amount will be reduced from ¥248 billion to ¥218 billion. Each business division will limit its investment to the minimum required and scrutinize when new investments are executed.

Q6. What are progress and effects of DX?

We revamped our accounting system in the previous fiscal year. DX effects related to business system restructuring were originally planned to be realized from FY24/3, but with some exceptions, the effects are delayed.