

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

Date & Time: August 1, 2022 (Monday) 15:00-16:00

○Q&A○

**Q1. What is outlook for the company-wide business profit plan for the current fiscal year?**

We lowered our operating profit target from ¥46.0 billion to ¥43.0 billion. This is the result of a review of the Processed Foods Business Division due to the severity of the external environment in the first half and has remained unchanged in the second half. Along with initiatives in each division, we promote company-wide strategies such as cross-divisional projects. In addition, given that there are tailwinds for us, such as an increase in the market price of domestic chicken and a decline in the livestock prices of Australian beef, we aim to achieve a business profit target of ¥43.0 billion or more.

**Q2. What is outlook for the business profit plan for the current fiscal year of the Processed Foods Business Division?**

Although the effects of price revisions implemented in February have been delayed, this is attributable to the decline in sales volume. However, sales volume is on a recovery trend, and we will take measures to return it to the same level as the previous year during the first half. A second price revision is planned in October, but manufacturing costs are expected to improve. We want to achieve the ¥7.0 billion business profit plan by realizing the effects of price revisions throughout the full fiscal year in conjunction with the recovery in volume.

**Q3. What is outlook for the business profit plan for the current fiscal year of the Fresh Meats Business Division?**

Feed prices have risen more than initially expected. Affected by the farming division, we will co-create with feed manufacturers to improve feed efficiency. Profitability is also increasing due to organizational reforms. We secure revenues across the entire value chain in conjunction with a recovery in food businesses. Aiming for operating profit of ¥36.0 billion as initially planned due to factors such as the rise in the domestic chicken market and other favorable tailwinds for us.

**Q4. What is outlook for the business profit plan for the current fiscal year of the Overseas Business Division?**

Livestock prices of Australian beef have plummeted since June. Global demand for beef is robust, and sales prices still remain high while procurement costs are falling. We aim to exceed our operating profit target of ¥3.0 billion, mainly in the Australian business.