

Minutes of the Web Conference for the First Quarter of the Fiscal Year Ending March 31, 2025
(Main Q&As)

Date & Time: August 1, 2024 (Thursday) 16:00-17:00

Q1. What is our business profit forecast for the FY25/3?

A1. Achieve the initial target of ¥48 billion in business profit. While there is room for a tailwind, including the expansion of the number of processed beef in Australia in the overseas business, the effects of structural reforms in the processing business, the improvement in feed prices in the meat business, and the reversal of the market price of domestic chicken, the Company has left its business profit plan unchanged due to the uncertain external environment, such as exchange rate fluctuations and a surge in imported meat.

Q2. What is the plan for Processed Foods Business Division for the current fiscal year?

A2. The company realized the effects of structural reforms, such as improving the product mix and reducing manufacturing expenses by reviewing low-profit products. In addition to the price revisions announced in April, the company will also revise prices for some products in October. The company will continue to push forward with structural reforms, although the profit plan will change from the initial plan.

Q3. What is the plan for Fresh Meats Business Division for the current fiscal year?

A3. Profits declined amid a harsh external environment, including high feed prices and a weak chicken market, but exceeded expectations due to a recovery in the volume of imported chicken. From 2Q onward, sales of branded fresh meats by food companies and improved external environments are expected to achieve the results of the previous fiscal year.

Q4. What is the plan for Overseas Business Division for the current fiscal year?

A4. 1Q performed strongly thanks to stable beef procurement costs in Australia and an improved number of processed cattle. The Australian business is seeing an increase in the number of processed cattle due to a smooth cattle cycle. Turkey is also trending favorably due to the progress in passing on sales prices. Considering the situation in each area, we expect further upside.

Q5. What is the plan for Ball Park business for the current fiscal year?

A5. This year, the average number of visitors per game in the hosted games has increased due to improvements in the team situation and various projects being implemented for visitors. Food and beverage revenues are also steady due to expansion of the restaurant area and events through food. Throughout the full year, we will increase the number of visitors, which will lead to increased earnings.

Q6. What is Consolidated Earnings Forecasts for the Current Fiscal Year?

A6. In other income and expenses, the company expects impairment losses on fixed assets to be around ¥5 billion in Processed Foods Business Division.

Q7. (Announced on July 9) How is business collaboration with JA ZEN-NOH?

A7. Co-creation, discussions are currently underway at the field level. Although this does not lead to profits in the current fiscal year, there are significant medium-to long-term expectations. In particular, if the company can collaborate with process sites while they are aging, it will lead to an asset light and strengthen its business foundation.