

Business Results for the Third Quarter of FY2025/3 (abridged version) (1)

*Due to rounding, numbers may not match totals

【FY2025/3 3Q Results and Full year Forecasts】

(¥million)

	FY2024/3		FY2025/3							
	3Q Results	1Q-3Q Results	3Q Results	1Q-3Q Results	1Q-3Q Variance	1Q-3Q Variance(%)	Full Year Forecasts as of 1Q	Full Year Forecasts as of 2Q	Full Year Forecasts as of 3Q	Variance between 2Q-3Q
Net Sales	345,835	997,957	371,154	1,055,018	57,061	5.7	1,340,000	1,340,000	1,370,000	30,000
Processed Foods Business Division	118,980	329,918	115,854	324,484	(5,434)	(1.6)	419,000	419,000	419,000	-
Fresh Meats Business Division	209,541	595,609	223,651	632,907	37,298	6.3	800,000	800,000	830,000	30,000
Overseas Business Division	69,496	219,696	82,776	244,381	24,685	11.2	340,000	340,000	340,000	-
Ballpark Business	2,973	21,431	4,275	23,882	2,451	11.4	25,000	25,000	25,000	-
Eliminations and adjustments	(55,155)	(158,074)	(55,402)	(170,636)	(12,562)	-	(244,000)	(244,000)	(244,000)	-
(Continuing operations)	-	(10,623)	-	-	-	-	-	-	-	-
Business Profit	16,582	41,545	12,896	39,988	(1,557)	(3.7)	48,000	48,000	45,000	(3,000)
Processed Foods Business Division	6,010	8,916	5,957	10,674	1,758	19.7	10,500	10,500	11,000	500
Fresh Meats Business Division	11,316	28,345	8,797	22,675	(5,670)	(20.0)	34,000	33,000	30,000	(3,000)
Overseas Business Division	1,950	2,155	68	4,280	2,125	-	7,000	7,000	5,000	(2,000)
(Continuing operations)	1,928	1,205	68	4,280	3,075	155.1	7,000	7,000	5,000	(2,000)
Ballpark Business	(1,784)	4,685	(1,207)	5,826	1,141	24.4	2,600	3,000	3,500	500
Eliminations and adjustments	(910)	(2,556)	(719)	(3,467)	(911)	-	(6,100)	(5,500)	(4,500)	1,000
Income before income tax	12,076	43,681	14,425	43,297	(384)	(0.9)	40,000	40,000	38,000	(2,000)
Income tax expense	2,877	12,703	3,415	12,556	(147)	(1.2)	12,000	12,000	11,000	(1,000)
Profit attributable owners of parent	9,536	29,520	11,288	29,152	(368)	(1.2)	27,000	27,000	26,000	(1,000)

【Segment Results and Factor analysis of changes in business profit】

[Processed Foods Business Division]

		1Q-3Q Results	Full Year Forecasts as of 2Q	Full Year Forecasts as of 3Q	Variance between 2Q-3Q		
		(¥ billion)					
Business Profit		10.7	10.5	11.0	0.5	Main factors behind variance from forecast (3Q)	
Factor analysis	Hams and sausages, deli and processed foods	0.8	0.8	1.0	0.2		
	<Volume factors>	(7.1)	(7.5)	(8.6)	(1.1)	The review of low-profit products and the decline in the sales volume of deli products.	
	<Unit price factors>	5.2	6.1	6.7	0.6		
	(Product mix)	5.3	8.0	7.3	(0.7)	Impacted by slow recovery in sales of main brands of deli products.	
	(External environment total)	(0.1)	(1.9)	(0.6)	1.3		
	(Principal raw material)	(1.5)	(2.9)	(2.3)	0.7	Procurement prices for raw materials are expected to fall short of 2Q expectations, and improvements in the mix ratio are expected to change the composition ratio of the raw materials used.	
	(Other materials)	1.5	1.1	1.6	0.5	Improvements are expected mainly in sheep intestines and packaging materials as they fall short of expectations..	
	<Total gross profit>	(1.9)	(1.4)	(1.9)	(0.5)		
	<Other costs>	2.7	2.2	3.0	0.7	Manufacturing expenses, including labor costs, are expected to continue decreasing due to manufacturing optimization efforts, including revisions to pricing and product policies.	
	Dairy/marine products and extract/primary processing	1.4	(0.1)	0.8	0.9	Profits are expected to be affected by rising raw material costs in the second half. However, we plan to maintain sales of extracts, primary processed products, and dairy products in order to achieve profits that are roughly on a par with the results of the previous fiscal year.	
Others (Adjustments etc.)	(0.4)	0.1	(0.6)	(0.7)			
Total		1.8	0.8	1.3	0.5		

[Fresh Meats Business Division]

		1Q-3Q Results	Full Year Forecasts as of 2Q	Full Year Forecasts as of 3Q	Variance between 2Q-3Q	
		(¥ billion)				
Business Profit		22.7	33.0	30.0	(3.0)	Main factors behind variance from forecast (3Q)
Factor analysis	Domestic beef/pork business	0.1	1.0	1.0	0.0	Secure profits by improving carcass weights in pork production and passing prices through upon pork delivery.
	Domestic chicken business	(3.6)	(1.4)	(3.4)	(2.0)	We expect market prices to rise in 4Q. However, profit is likely to be affected by high costs in 3Q and rising feed prices in 4Q.
	Imported fresh meats business	(1.6)	(0.7)	(1.7)	(1.0)	In 4Q, profit is expected to be affected by the worsened supply-demand balance for imported beef in the 3Q.
	Sales (Nippon Food Group companies) and logistics section	(0.7)	0.0	0.0	0.0	We expect profit to reach a record high level due to ongoing price pass-through and proposals of meat types to meet demand.
	Others (Adjustments etc.)	0.1	0.0	0.0	0.0	
Total		(5.7)	(1.0)	(4.0)	(3.0)	

[Overseas Business Division]

		1Q-3Q Results	Full Year Forecasts as of 2Q	Full Year Forecasts as of 3Q	Variance between 2Q-3Q	
		(¥ billion)				
Business Profit		4.3	7.0	5.0	(2.0)	Main factors behind variance from forecast (3Q)
Factor analysis	Australia	2.2	4.7	3.2	(1.5)	Cattle prices are anticipated to be unexpectedly high. Procurement costs are projected to stay elevated.
	Americas	(1.0)	(0.2)	(0.7)	(0.5)	Raw material prices for processed chicken products in North America are anticipated to be higher than previously expected.
	Asia & Europe	0.9	0.0	0.0	0.0	Sales of chicken remain firm in Turkey.
	Others	0.0	0.0	0.0	0.0	
Total		2.1	4.5	2.5	(2.0)	

Business Results for the Third Quarter of FY2025/3(abridged version) (2)

【Breakdown of Overseas Business Division】

(¥million)

		FY2024/3		FY2025/3							
		1Q-3Q Results	Net sales (%)	3Q Results	1Q-3Q Results	1Q-3Q share of total net sales	1Q-3Q Variance	1Q-3Q Variance(%)	Full Year forecasts as of 2Q	Full Year forecasts as of 3Q	Variance between 2Q-3Q
Overseas Business Division	Net sales	219,696	-	82,776	244,381	-	24,685	11.2	34,000	34,000	-
	External Customer Net Sales	131,217	59.7	52,403	146,559	60.0	15,342	11.7	-	-	-
	Intersegment	88,479	40.3	30,373	97,822	40.0	9,343	10.6	-	-	-
	Business Profit	2,155	-	68	4,280	-	2,125	-	7,000	5,000	(2,000)
Australia	Net sales	87,113	-	36,097	99,858	-	12,745	14.6	-	-	-
	External Customer Net Sales	80,180	92.0	32,885	88,647	88.8	8,467	10.6	-	-	-
	Intersegment	6,933	8.0	3,212	11,211	11.2	4,278	61.7	-	-	-
	Business Profit	15	-	267	2,242	-	2,227	-	4,100	2,700	(1,400)
Americas	Net sales	93,678	-	29,969	96,693	-	3,015	3.2	-	-	-
	External Customer Net Sales	27,813	29.7	9,210	29,169	30.2	1,356	4.9	-	-	-
	Intersegment	65,865	70.3	20,759	67,524	69.8	1,659	2.5	-	-	-
	Business Profit	1,838	-	(554)	829	-	(1,009)	-	2,200	1,700	(500)
Asia & Europe	Net sales	39,705	-	17,470	49,564	-	9,859	24.8	-	-	-
	External Customer Net Sales	23,224	58.5	10,306	28,742	58.0	5,518	23.8	-	-	-
	Intersegment	16,481	41.5	7,164	20,822	42.0	4,341	26.3	-	-	-
	Business Profit	1,026	-	569	1,877	-	851	-	1,600	1,600	-

【Breakdown of Sales Results by products】

(¥million)

	FY2024/3		FY2025/3							
	3Q Results	1Q-3Q Results	3Q Results	1Q-3Q Results	1Q-3Q Variance	1Q-3Q Variance(%)	1Q-3Q Volume Variance(%)	Full Year forecasts as of 2Q	Full Year forecasts as of 3Q	Variance between 2Q-3Q
Hams and sausages	40,147	105,127	38,745	101,685	(3,442)	(3.3)	(9.2)	126,500	132,500	6,000
Processed foods	62,205	180,589	60,890	181,127	538	0.3	(7.5)	242,000	238,000	(4,000)
Fresh meats	219,480	629,711	245,433	685,744	56,033	8.9	2.8	867,500	890,500	23,000
Beef	86,535	250,353	103,074	283,192	32,839	13.1	0.7	350,000	365,000	15,000
Pork	71,113	200,821	75,404	217,976	17,155	8.5	(0.2)	283,500	279,500	(4,000)
Chicken	56,845	163,827	63,649	175,682	11,855	7.2	8.4	224,000	233,000	9,000
Other fresh meats	4,987	14,710	3,306	8,894	(5,816)	(39.5)	(46.7)	10,000	13,000	3,000
Dairy products	9,948	29,605	9,790	31,062	1,457	4.9	2.8	40,000	40,000	-
Others	14,055	52,925	16,296	55,400	2,475	4.7	-	64,000	69,000	5,000
Total	345,835	997,957	371,154	1,055,018	57,061	5.7	-	1,340,000	1,370,000	30,000

* From the cumulative third quarter we have revised product categories in the breakdown of revenue. The revenue breakdown for the previous fiscal year has not been re-arranged to match the categories shown in the cumulative third quarter in this fiscal year.

【Balance Sheets】

(¥million)

	End of FY2023/3	End of FY2024/3	FY2025/3 3Q	Variance(%)	Variance
Cash and cash equivalents	64,986	65,465	84,458	29.0	18,993
Trade and other receivables	146,660	165,022	191,012	15.7	25,990
Inventories	141,930	141,429	141,226	(0.1)	(203)
Biological assets	27,984	25,420	31,907	25.5	6,487
Other current assets	46,458	26,094	20,869	(20.0)	(5,225)
Total current assets	428,018	423,430	469,472	10.9	46,042
Property, plant and equipment	364,381	375,211	370,620	(1.2)	(4,591)
Right-of-use assets	40,898	44,814	42,051	(6.2)	(2,763)
Biological assets	1,517	1,531	1,694	10.6	163
Others	102,341	113,251	112,271	(0.9)	(980)
Total Non-current Assets	509,137	534,807	526,636	(1.5)	(8,171)
Total Assets	937,155	958,237	996,108	4.0	37,871
Interest-bearing liabilities	102,199	59,247	128,570	117.0	69,323
Trade and other payables	106,027	116,773	121,404	4.0	4,631
Others	70,310	70,812	57,879	(18.3)	(12,933)
Total Current liabilities	278,536	246,832	307,853	24.7	61,021
Interest-bearing liabilities	139,856	155,605	126,783	(18.5)	(28,822)
Other	15,982	16,598	16,459	(0.8)	(139)
Non-current liabilities	155,838	172,203	143,242	(16.8)	(28,961)
Total Equity Attributable to Owner	492,913	527,503	531,693	0.8	4,190
Non-controlling Interests	9,868	11,699	13,320	13.9	1,621
Total Equity	502,781	539,202	545,013	1.1	5,811
Total Liabilities and Equity	937,155	958,237	996,108	4.0	37,871

【Statements of Cash Flows】

(¥million)

	1Q-3Q of FY2023/3	1Q-3Q of FY2024/3	1Q-3Q of FY2025/3
Profit before tax	27,206	43,681	43,297
Depreciation and amortization	28,351	29,567	30,757
Increase (decrease) in receivables	(60,835)	(37,536)	(23,069)
Increase (decrease) in inventories	(27,464)	11,179	565
Increase (decrease) in biological assets	856	2,434	(3,278)
Increase (decrease) in trade payables	24,231	18,244	4,426
Others	(22,100)	(7,026)	(20,524)
Cash flows from operating activities	(29,754)	60,543	32,174
Acquisition of fixed assets, proceeds from sales of fixed assets	(44,861)	(33,138)	(27,248)
Others	13,929	188	6,159
Cash flows from investing activities	(30,932)	(32,950)	(21,089)
Cash flows from financing activities	37,956	(27,818)	4,651

【Capital expenditures, depreciation and amortization】

(¥million)

	FY2024/3	FY2025/3			FY2025/3
	1Q-3Q Results	1Q-3Q Results	Variance	Variance(%)	Full Year forecasts as of Full Year initial forecasts
Capital expenditures	27,267	22,897	(4,370)	(16.0)	39,000
Processed Foods Business Division	5,000	3,355	(1,645)	(32.9)	9,900
Fresh Meats Business Division	14,096	9,238	(4,858)	(34.5)	15,200
Overseas Business Division	4,759	3,719	(1,040)	(21.9)	4,700
Balpar and other Business	676	1,538	862	127.5	2,600
Eliminations and adjustments	2,736	5,047	2,311	84.5	6,600
Depreciation and amortization	19,897	20,726	829	4.2	28,000

*Excluding capital expenditures and depreciation related to right-of-use assets