



# Supplemental Documents for the 1<sup>st</sup> Quarter of FY2021

(Note) "Accounting Standards for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020), etc. have been applied since the beginning of the first quarter of the current consolidated fiscal year. We are comparing and analyzing the consolidated cumulative period of the same quarter of the previous year and the previous consolidated fiscal year, which were applied retroactively to the relevant accounting standards.

August 4, 2021

Nippon Suisan Kaisha, LTD.

Although there are variations depending on the countries, the business environment related to "food" has improved with the recovery of economic activities. The effects of improving domestic aquaculture and chilled businesses are beginning to appear, and operating profit increased by 66% compared to the previous year and increased by about 20% compared to the year before last, making a good start.

(Unit: 100 million yen)	1Q of FY2020	1Q of FY2021	Y-on-Y		Annual Plan for FY2021	Progress Rate
				(%)		(%)
<b>Net Sales</b>	1,519	<b>1,654</b>	134	8.9	6,420	25.8
<b>Operating Profit</b>	42	<b>70</b>	28	66.7	200	35.2
<b>Ordinary Profit</b>	49	<b>74</b>	25	52.0	230	32.6
<b>Profit attributable to owners of parent</b>	31	<b>51</b>	20	63.5	150	34.6

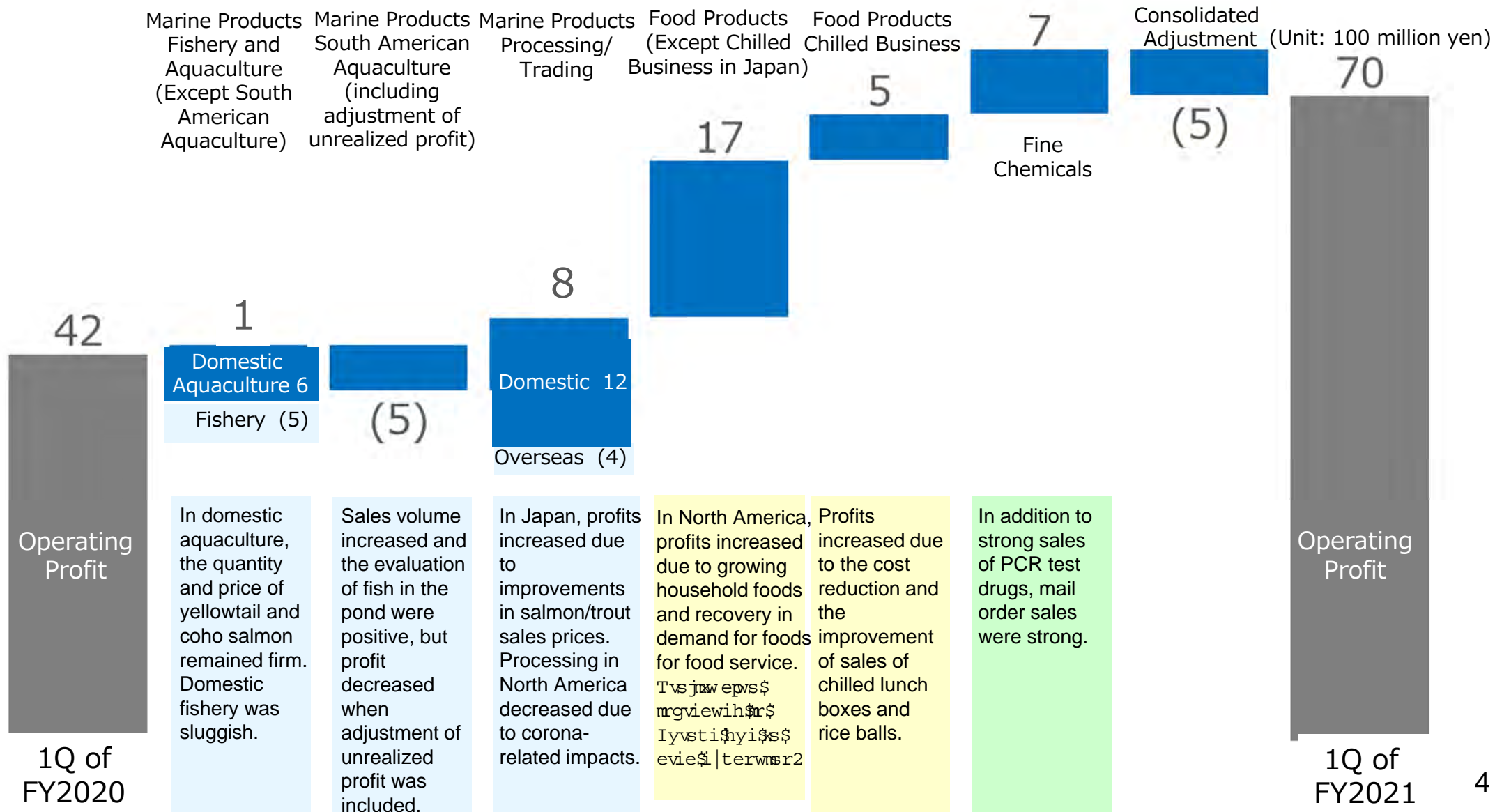
Main businesses increased sales and profits. Food products are particularly performing well overseas, as they did last year.

(Unit: 100 million yen)	1Q of FY2020	1Q of FY2021	Y-on-Y	
			(Amount)	(%)
<b>Net Sales</b>	<b>1,519</b>	<b>1,654</b>	<b>134</b>	<b>8.9</b>
Marine Products	<b>617</b>	<b>635</b>	<b>17</b>	<b>2.8</b>
Food Products	<b>769</b>	<b>840</b>	<b>71</b>	<b>9.3</b>
Fine Chemicals	<b>53</b>	<b>78</b>	<b>24</b>	<b>46.7</b>
General Distribution	<b>41</b>	<b>39</b>	<b>(2)</b>	<b>(4.9)</b>
Others	<b>36</b>	<b>59</b>	<b>22</b>	<b>62.1</b>
<b>Operating Profit</b>	<b>42</b>	<b>70</b>	<b>28</b>	<b>66.7</b>
Marine Products	<b>19</b>	<b>21</b>	<b>1</b>	<b>5.4</b>
Food Products	<b>30</b>	<b>51</b>	<b>20</b>	<b>66.2</b>
Fine Chemicals	<b>2</b>	<b>10</b>	<b>7</b>	<b>264.0</b>
General Distribution	<b>4</b>	<b>5</b>	<b>0</b>	<b>20.4</b>
Others	<b>1</b>	<b>1</b>	<b>(0)</b>	<b>(34.1)</b>
Common Costs	<b>(17)</b>	<b>(19)</b>	<b>(1)</b>	<b>7.5</b>
<b>Ordinary Profit</b>	<b>49</b>	<b>74</b>	<b>25</b>	<b>52.0</b>
Profit attributable to owners of parent	<b>31</b>	<b>51</b>	<b>20</b>	<b>63.5</b>

# Main factors for increase/decrease in operating profit (Y-on-Y)



The overseas marine and food products businesses recovered with the lifting of behavioral regulations, and profit increased significantly year-on-year. On the other hand, domestic fishery and fisheries processing in North America struggled.



Working capital increased due to seasonal factors. The increase in fixed assets was for productivity improvement and growth investment in Europe and the United States.

The Italic and bold figures mean increase/decrease, compared to the end of FY2020.

(Unit : 100 million yen)

<p><b>Current Assets</b> 2,511 <b>193</b></p>		<p><b>Current Liabilities</b> 1,702 <b>164</b></p>	
<p>Cash and deposits 131 <b>21</b></p>		<p>Notes and accounts payable 440 <b>23</b></p>	
<p>Notes and accounts receivable 855 <b>95</b></p>		<p>Short-term borrowings 854 <b>168</b></p>	
<p>Inventory 1,344 <b>53</b></p>		<p>Accrued expenses 236 <b>7</b></p>	
<p><b>Non-current Assets</b> 2,450 <b>14</b></p>		<p><b>Non-current Liabilities</b> 1,313 <b>(26)</b></p>	
<p>Property, plant and equipment 1,487 <b>13</b></p>		<p>Long-term borrowings 1,088 <b>(33)</b></p>	
<p>Intangible assets 100 <b>2</b></p>		<p><b>Net Assets</b> 1,947 <b>69</b></p>	
<p>Investment and other assets 862 <b>(2)</b></p>		<p>Shareholder's equity 1,763 <b>69</b></p>	
<p><b>Total Assets</b> 4,962 <b>207</b></p>		<p>Equity Ratio</p>	
		<p>As of March 2021: 35.6%</p>	
		<p>As of June 2021: 35.5%</p>	

# Consolidated Cash-Flow Statement (Y-on-Y)



The amount of activity recovered to the same level as the year before last, and the operating cash flow was negative in the first quarter.

(Unit: 100 million yen)	1Q of FY2020	1Q of FY2021	Y-on-Y
Profit before income taxes	49	76	28
Depreciation & Amortization	47	47	0
Working Capital	(22)	(94)	(71)
Income taxes paid	(16)	(29)	(12)
Others	(3)	(42)	(39)
<b>Net cash provided by operating activities</b>	<b>55</b>	<b>(42)</b>	<b>(97)</b>
Investment in (purchase of) property, plant and equipment	(54)	(45)	8
Others	37	7	(30)
<b>Net cash provided by investing activities</b>	<b>(16)</b>	<b>(38)</b>	<b>(21)</b>
Increase (Decrease) in short-term borrowings	(80)	131	212
Increase (Decrease) in long-term borrowings	129	(8)	(137)
Others	(17)	(20)	(3)
<b>Net cash provided by financing activities</b>	<b>31</b>	<b>102</b>	<b>70</b>
<b>Cash and cash equivalent at end of term</b>	<b>383</b>	<b>169</b>	

# Marine Products Business

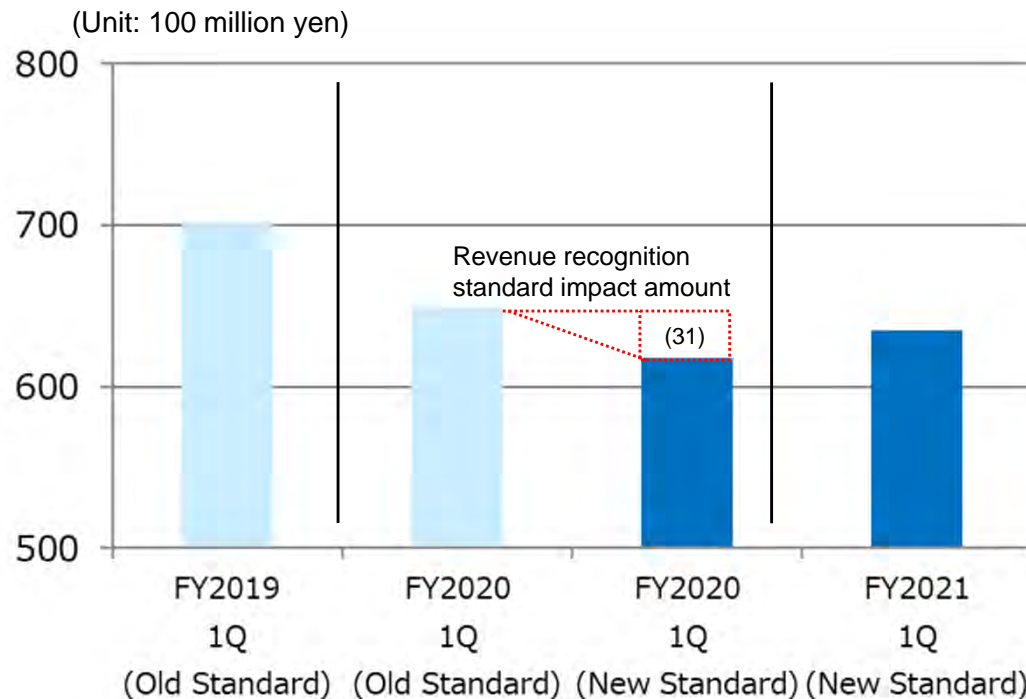
## Net Sales & Operating Profit (Y-on-Y)



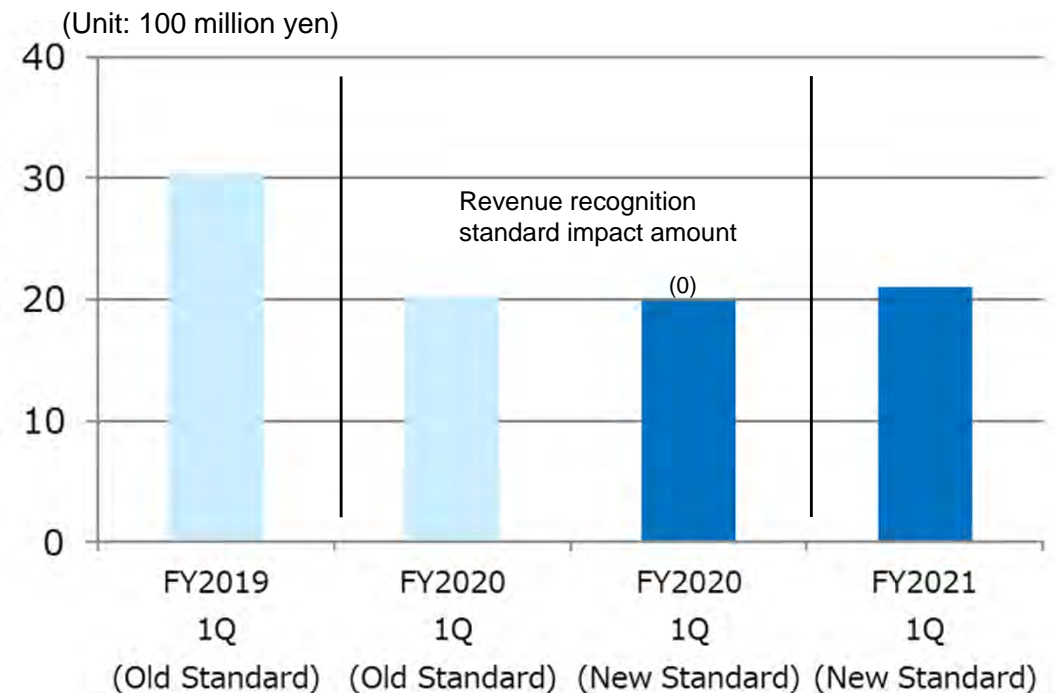
The marine products market is generally on a recovery trend, and sales of marine products have been firm, centered on the mainstay salmon/trout.

(Unit: 100 million yen)	1Q of FY2020	1Q of FY2021	Y-on-Y	
			(Amount)	(%)
Net Sales	<b>617</b>	<b>635</b>	<b>17</b>	<b>2.8</b>
Operating Profit	<b>19</b>	<b>21</b>	<b>1</b>	<b>5.4</b>

Net Sales (FY2019 – FY2021)



Operating Profit (FY2019 – FY2021)





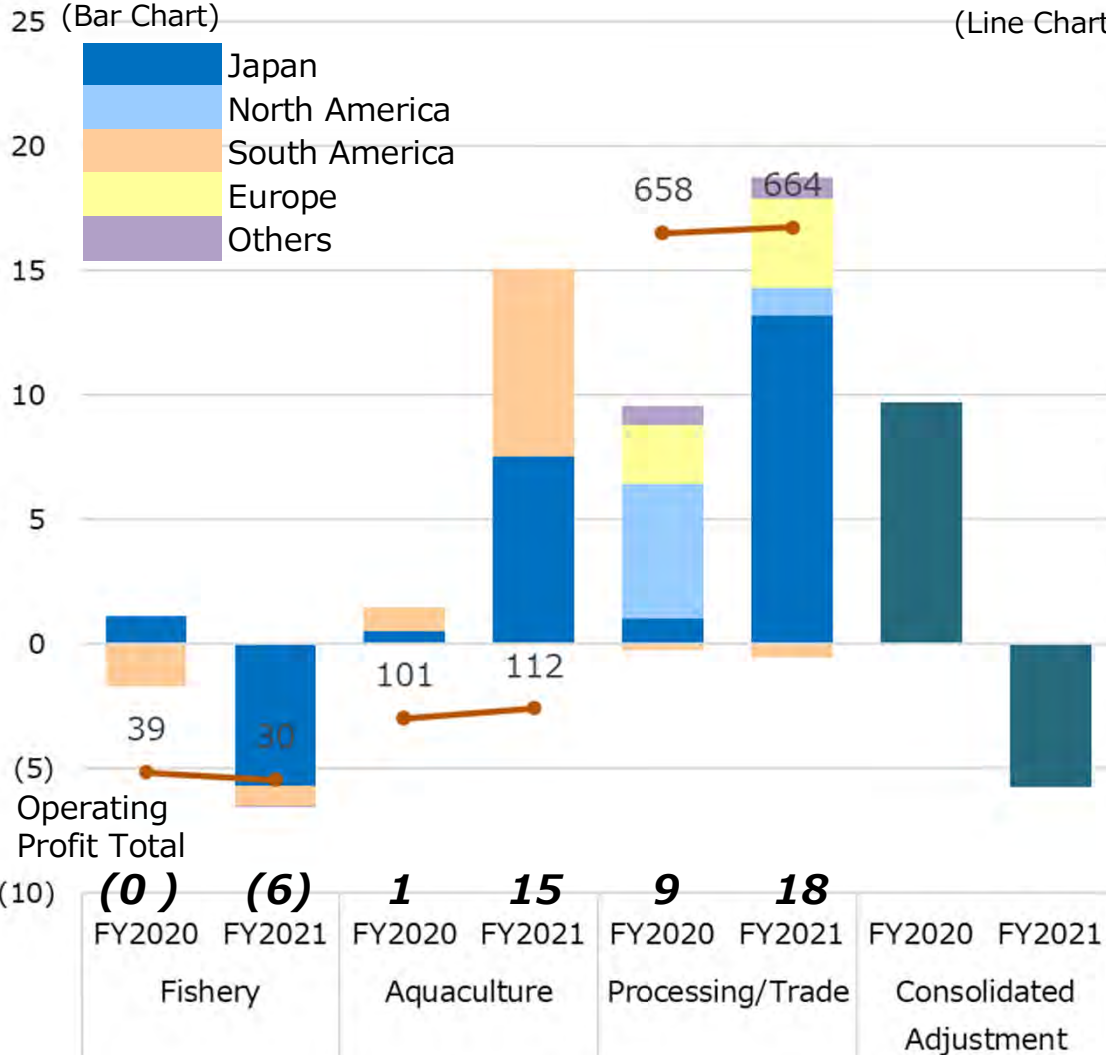
# Marine Products Business

## Net Sales & Operating Profit (Y-on-Y)

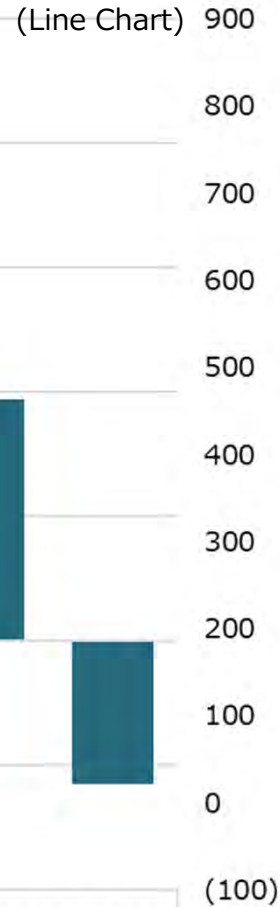


Domestic aquaculture has begun to have a cost-cutting effect, and trading has increased profits due to improved selling prices of major fish species. Domestic fishery and North American pollock processing business struggled.

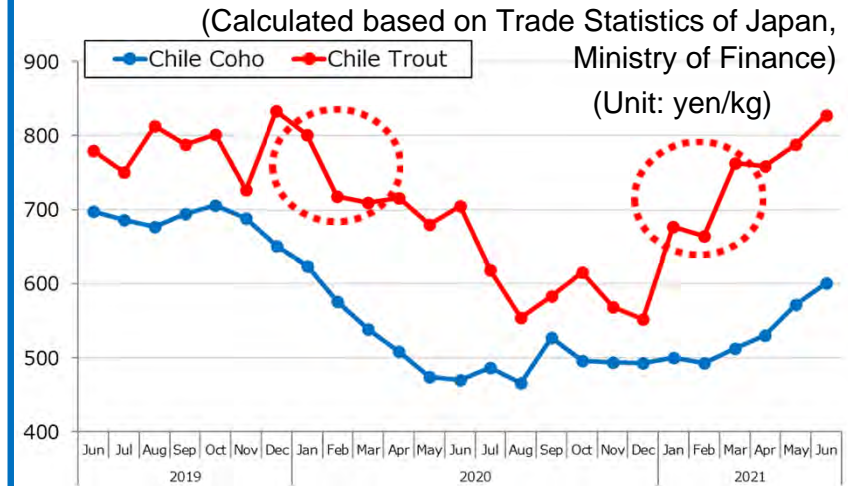
### Operating Profit (Unit: 100 million yen)



### Net Sales (Line Chart)

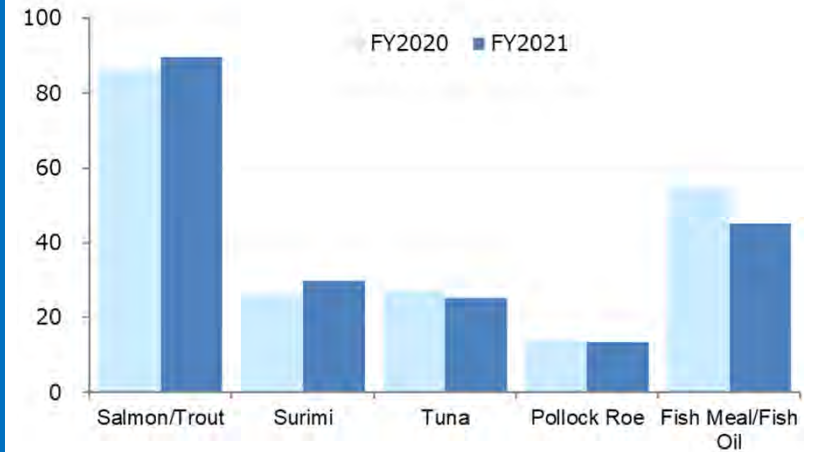


### <Domestic market condition of marine products (salmon/trout)>



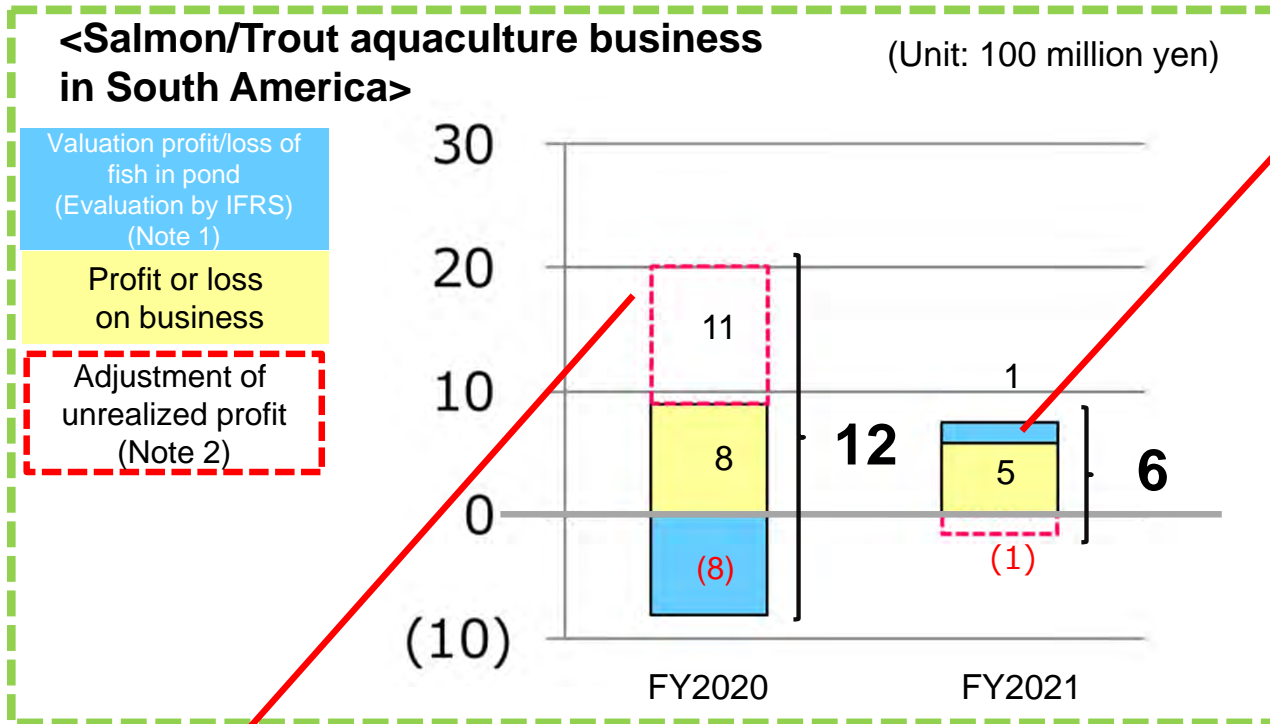
### <Sales by Main Species of Non-consolidated(Y-on-Y)>

(Unit: 100 million yen)





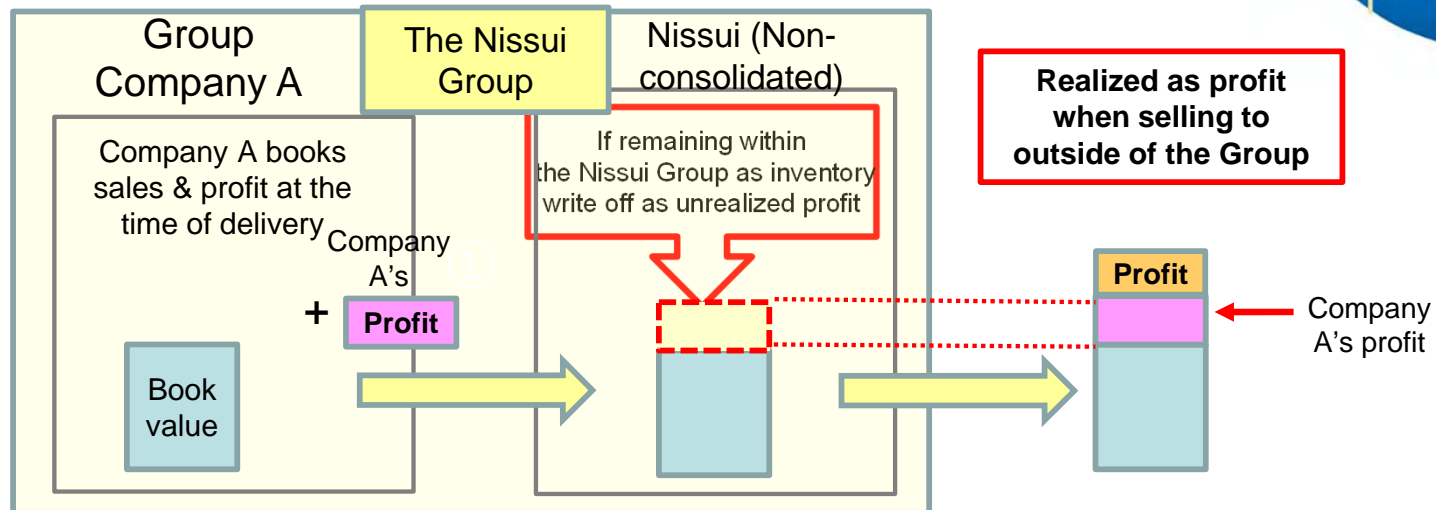
Real profits of the South American aquaculture business, including unrealized profits, decreased by about 600 million yen year-on-year.



(Note 1) Valuation profit/loss of fish in pond  
Evaluate pre-shipment fish in cages based on estimated shipping prices



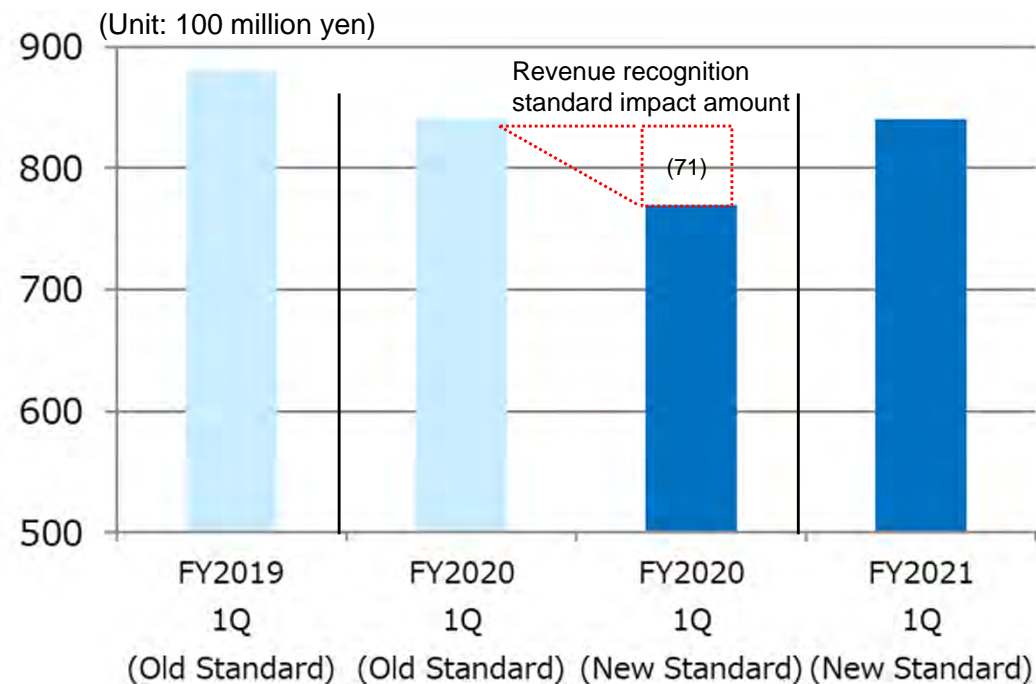
(Note 2) Adjustment of unrealized profit in the inventory



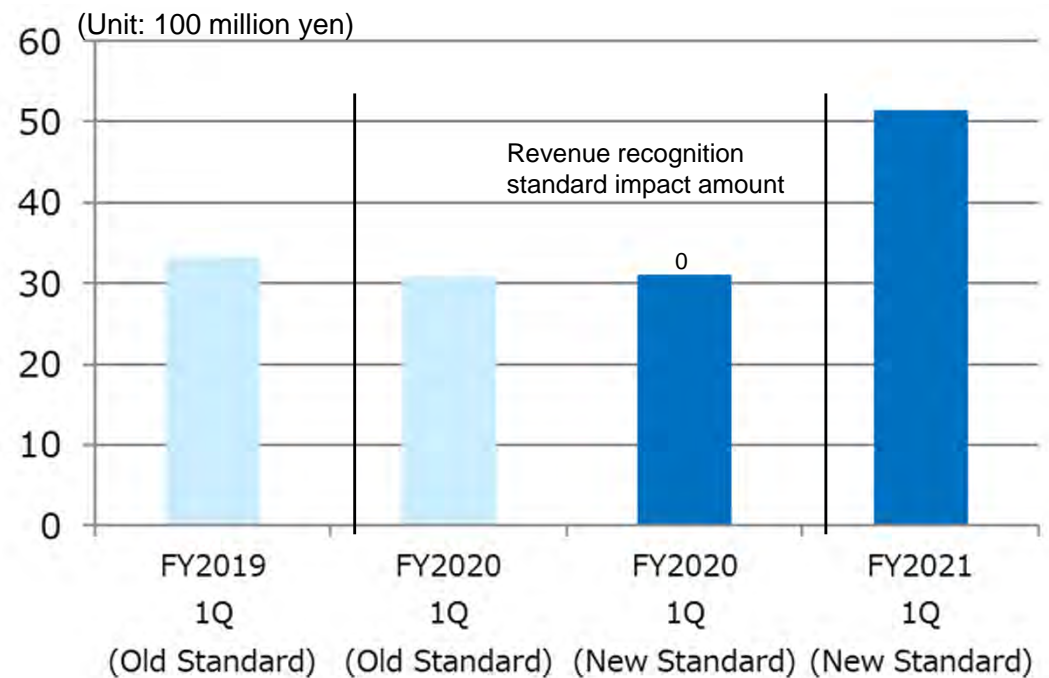
While overseas sales of household foods continued to be strong, profits increased significantly due to the recovery of foods for food service and the cost reduction effect of the chilled business.

(Unit: 100 million yen)	1Q of FY2020	1Q of FY2021	Y-on-Y	
			(Amount)	(%)
Net Sales	<b>769</b>	<b>840</b>	<b>71</b>	<b>9.3</b>
Operating Profit	<b>30</b>	<b>51</b>	<b>20</b>	<b>66.2</b>

Net Sales (FY2019 – FY2021)

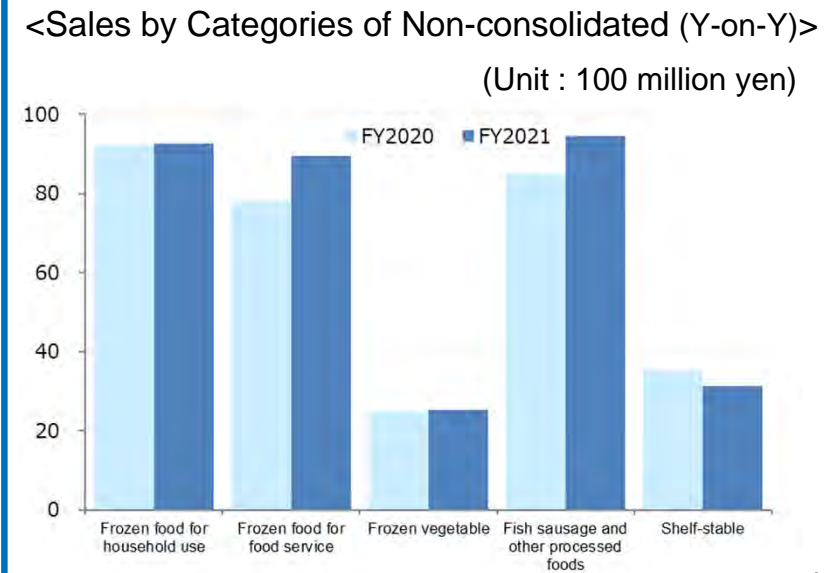
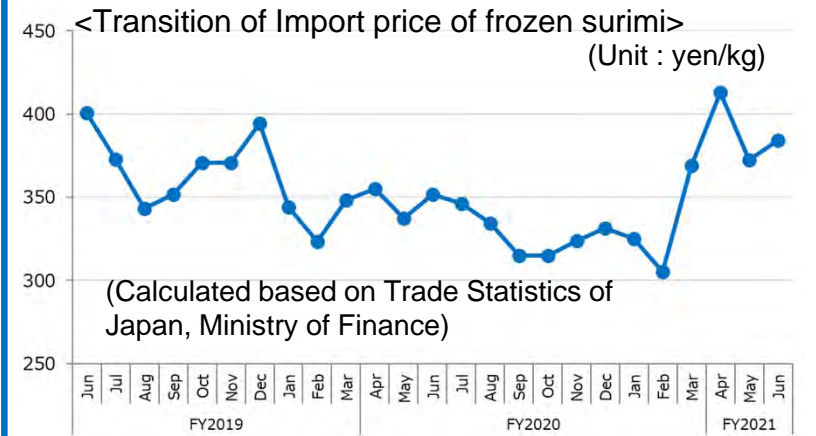
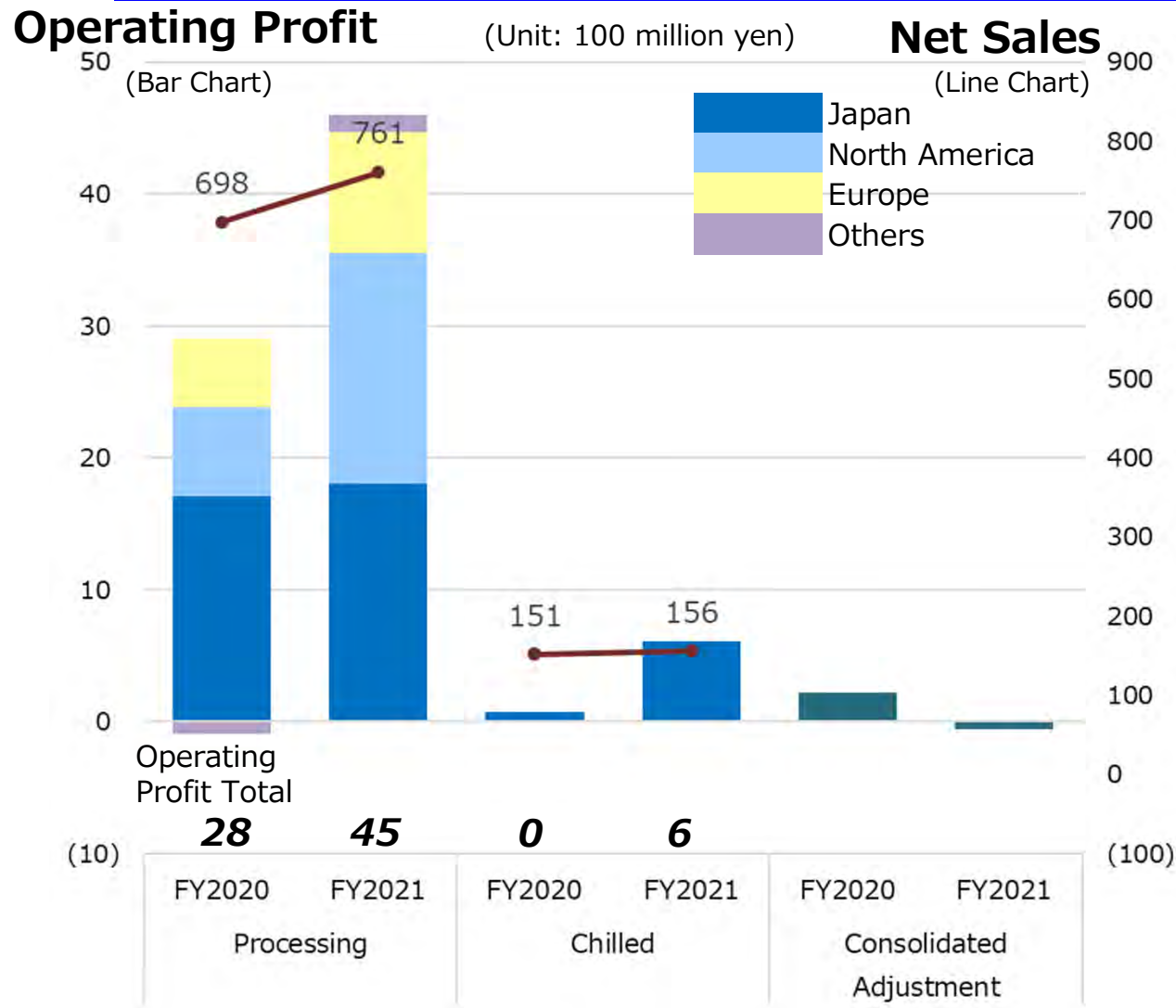


Operating Profit (FY2019 – FY2021)





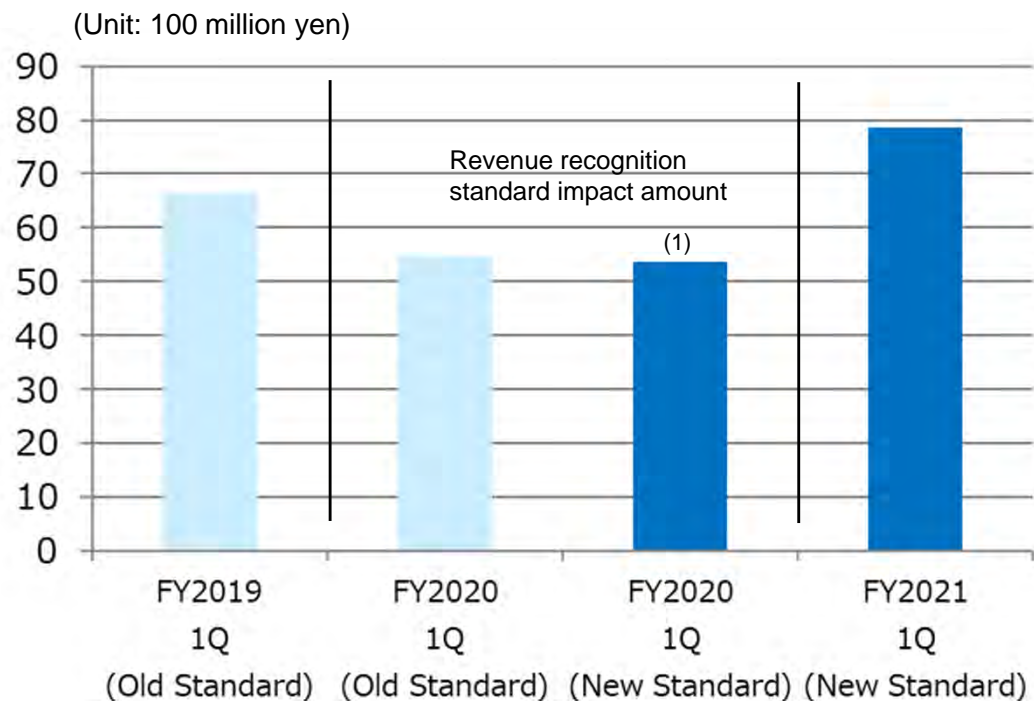
In Europe and the United States, foods for food service recovered in line with the expansion of vaccination, resulting in a significant increase in sales and doubling in operating profits. In Japan, the flow of people has returned and foods for food service are on a recovery trend.



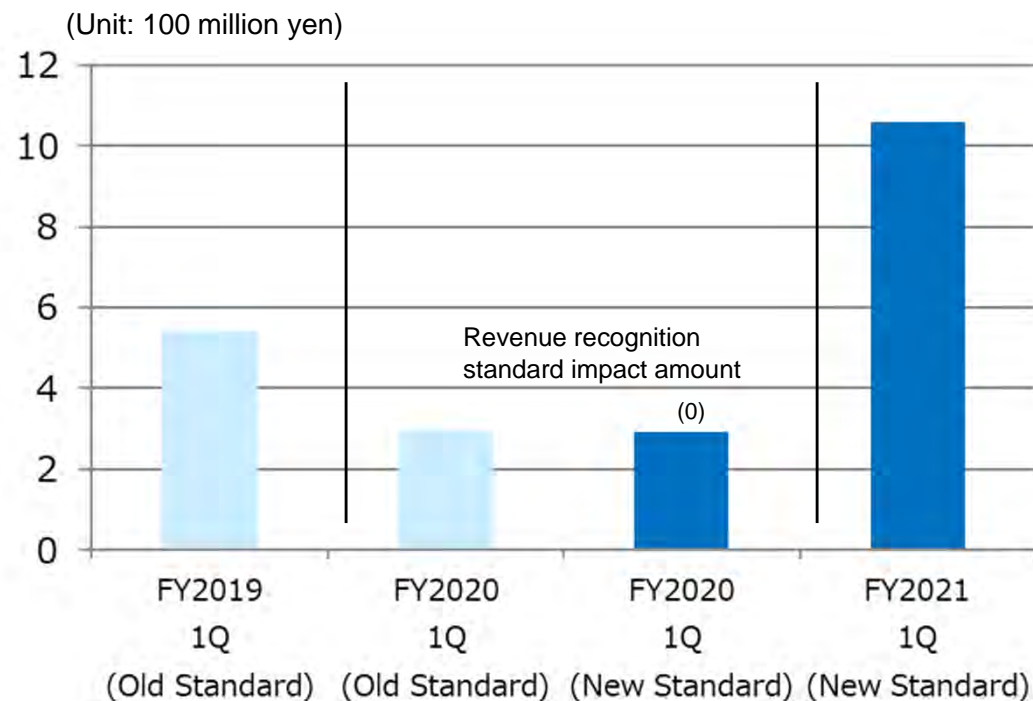
In the diagnostic and test drug business of Nissui Pharmaceutical, sales and profits increased due to the contribution of sales of PCR test drugs and media for overseas markets. Mail-order sales of functional foods also remained firm.

(Unit: 100 million yen)	1Q of FY2020	1Q of FY2021	Y-on-Y	
			(Amount)	(%)
Net Sales	<b>53</b>	<b>78</b>	<b>24</b>	<b>46.7</b>
Operating Profit	<b>2</b>	<b>10</b>	<b>7</b>	<b>264.0</b>

Net Sales (FY2019 – FY2021)



Operating Profit (FY2019 – FY2021)





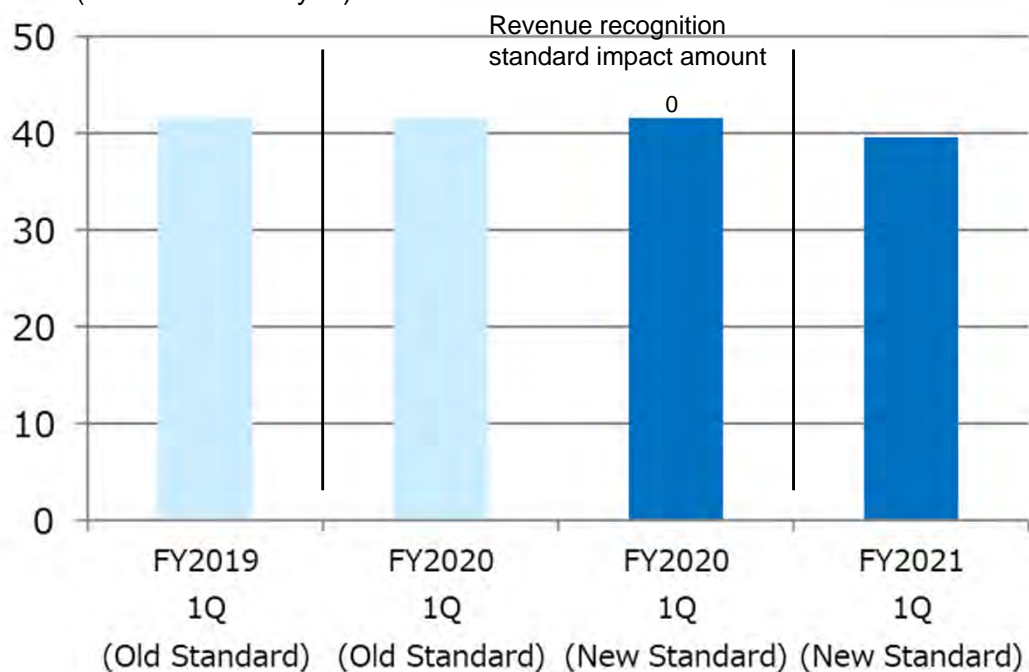


Although the amount of loading and unloading remained strong, sales decreased due to a decrease in inventory in storage. Profits increased due to a decrease in the start-up cost of Osaka Maishima Logistics Center Building No. 2 in the previous year.

(Unit: 100 million yen)	1Q of FY2020	1Q of FY2021	Y-on-Y	
			(Amount)	(%)
Net Sales	<b>41</b>	<b>39</b>	<b>(2)</b>	<b>(4.9)</b>
Operating Profit	<b>4</b>	<b>5</b>	<b>0</b>	<b>20.4</b>

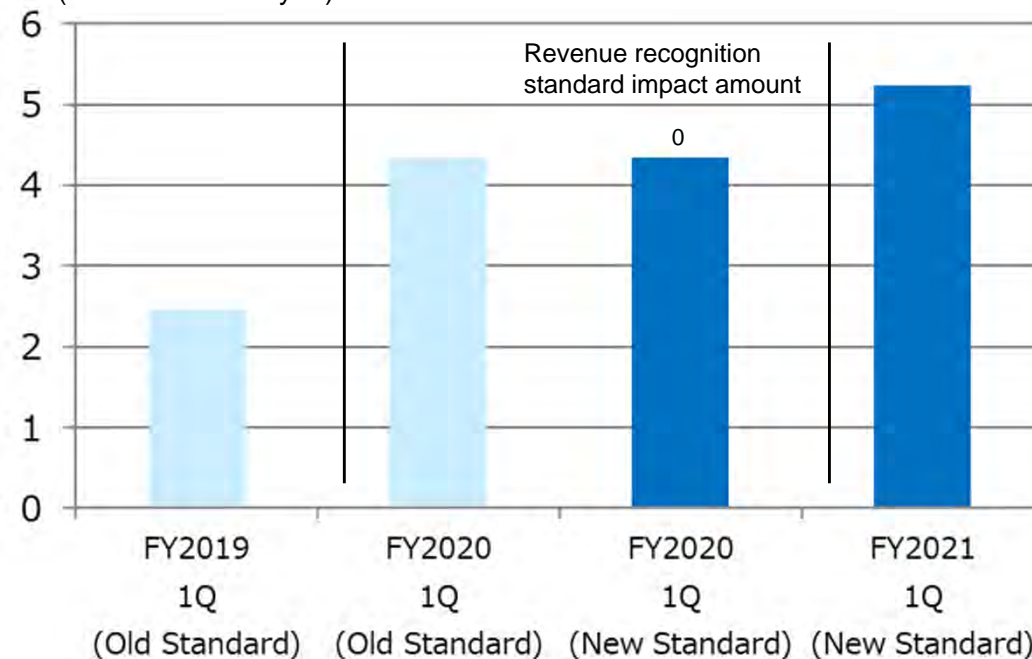
Net Sales (FY2019 – FY2021)

(Unit: 100 million yen)



Operating Profit (FY2019 – FY2021)

(Unit: 100 million yen)



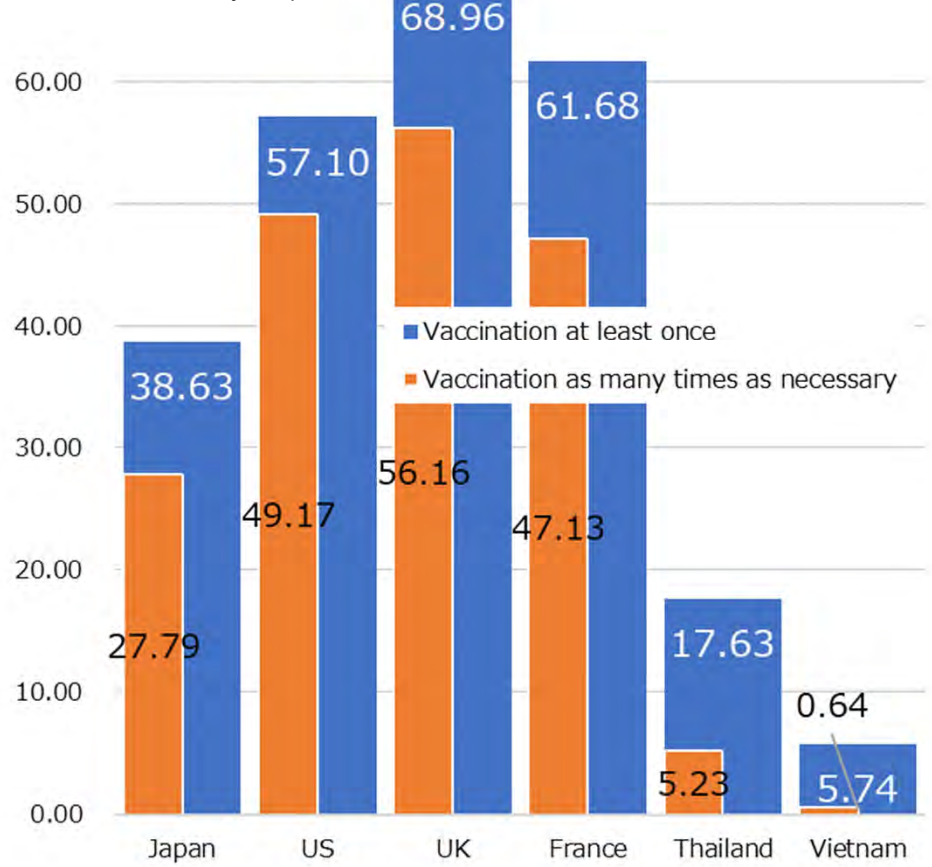
# Future Outlook / Initiatives



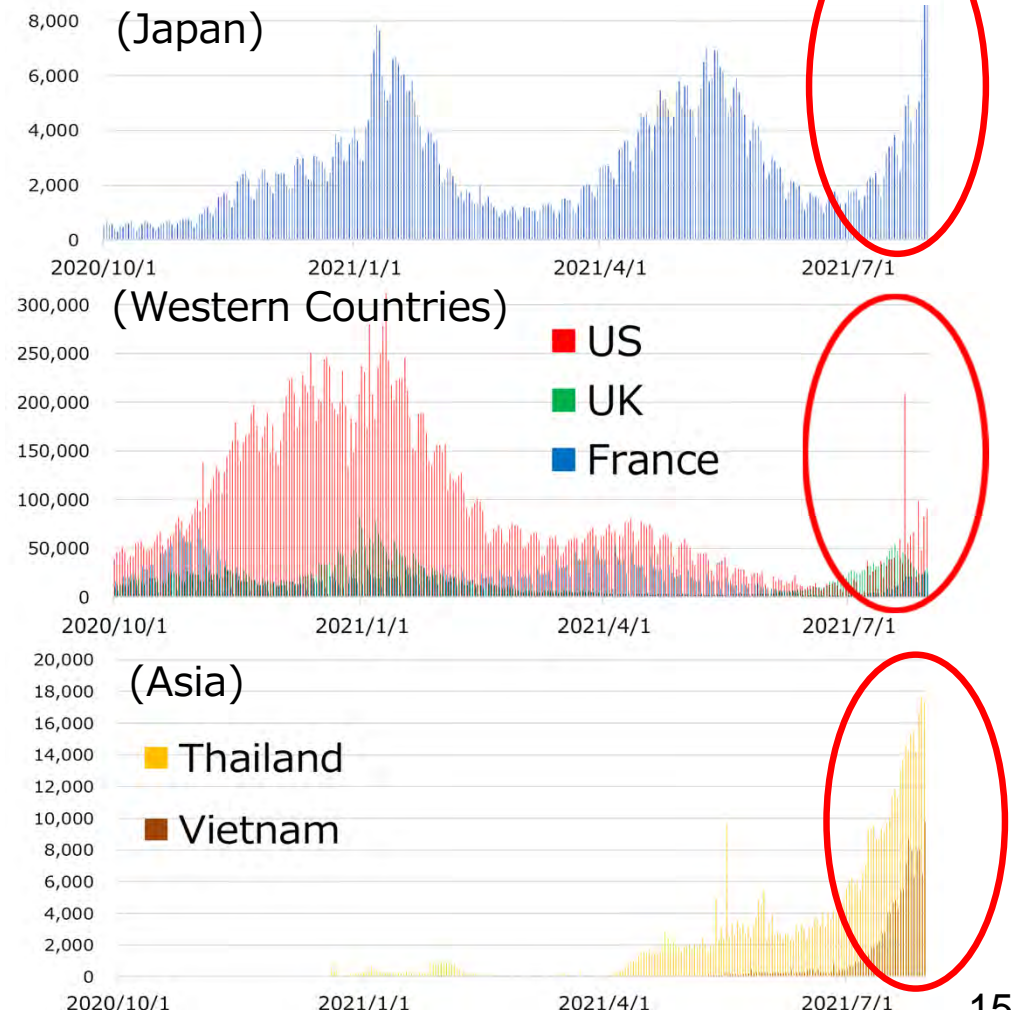
Vaccination is progressing all over the world, but the rapid spread of infection by mutant strains is a cause for concern about the impact on production and procurement and the increase in costs such as raw materials and distribution costs.

## [Vaccination status (population ratio of each country)]

Source: Our World in Data  
 \* The inoculation status of each country is based on the latest information.  
 (Japan/France: July 29, US/Vietnam: July 31, UK: July 30, Thai: July 25)



## [Changes in the number of newly infected people]



The aquaculture business is implementing improvement measures by reducing costs and improving productivity. In addition, we will promote the concrete implementation of the business in Iwate Prefecture for business expansion.

### [Efforts to strengthen the tuna farming system]

#### - Expansion of farmed tuna

Expansion of aquaculture bases, thorough measures against natural disasters, maximize profits by increasing the weight of fish shipped

#### - Streamlining aquaculture operations of two tuna aquaculture companies

Joint operation of some offices, joint purchase of fish feed, securing of fish seedlings, efficiency of duplicate work



### [Salmon/trout farming test in Otsuchi Town, Iwate Prefecture]

2nd year of testing, progress towards commercialization



"Iwate Otsuchi Salmon Festival" sponsored by Otsuchi Town

Concluded a cooperation agreement with local fishermen's cooperatives in 2020, started aquaculture test in Otsuchi Town, Iwate Prefecture, and is verifying for commercialization.







In May 2021, we acquired a 75% stake in Three Oceans, a company that produces and sells frozen white fish in the UK. In collaboration with Caistor's fried whitefish business, we will further strengthen the fried whitefish business in the UK.

Advanced Fishery Processing



Strengthen the fried whitefish business by improving customer base and production efficiency through collaboration between the two companies



and

**flatfish (UK)**  
THE FUTURE OF FRESH OCEAN PRODUCE

Strengthen sales collaboration in the UK

**Cité marine (France)**

Cooperation in the production side of food manufacturing



Three Oceans is known as a manufacturer of high-quality frozen white fish fried foods, widely sold for retail use including mass retailers and for commercial use such as dining out and school lunch.

For overseas expansion of high-purity EPA, written inspection by FDA has started, but the timing of factory inspection including remote is undecided. Expected to expand Nissui Pharmaceutical's test drug business.

**[Nissui Pharmaceutical's diagnostic and test drug business]**

Sale of new coronavirus detection PCR reagent and wiping test reagent kit (both developed by Shimadzu Corporation)

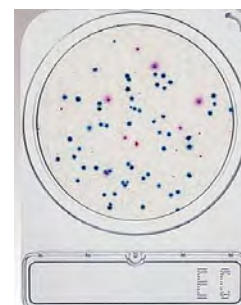
Expand sales of compact dry (culture media for measuring the number of bacteria that does not require culture media preparation) overseas



PCR reagent



Wiping test reagent kit



Used for hygiene management and safety confirmation for the purpose of preventing the spread of new coronavirus infection

In addition to establishing an overseas sales network, we started a global online service "@BactLAB" that can measure the number of bacteria by uploading images.



Developing products that meet the demand for nesting and heightened health awareness

[Promotion of e-commerce business initiatives]



Frozen food for household  
"Matsuya supervised beef rice ball"

- Expand sales in the e-commerce market, which both Matsuya and Nissui are focusing on.
- After pre-sale in the e-commerce market, it started to sell to mass retailers from August 1st.

[Expansion of fast muscle protein products]



For daily delivery section  
"Noodles made from fish that can get protein, Ginger ankake"

\* Fast muscle protein series  
A series of products using 100% Alaska pollack surimi, which is a high-quality protein

Process surimi into the shape of noodles with our unique patented manufacturing method



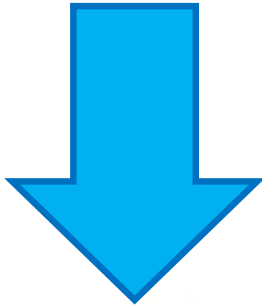
For daily delivery section  
"Stewed and delicious"



Started selling alternative meat (soy meat) products in Japan

Reproduce the fibrous and grainy texture of livestock meat by using our original made soybean meat

VEGETABLE  
• MEAT •



Frozen food for household  
"Demi-glaze hamburger steak"

Cholesterol-free hamburger steak with no animal-derived ingredients that gives you a meat-like texture and juiciness



Frozen food for food service  
"White fish and soy meat hamburger steak"

A hamburger with a full-fledged texture made from white fish Alaska pollack and soybean meat



Obtained ASC certification at domestic salmon/trout aquaculture companies.

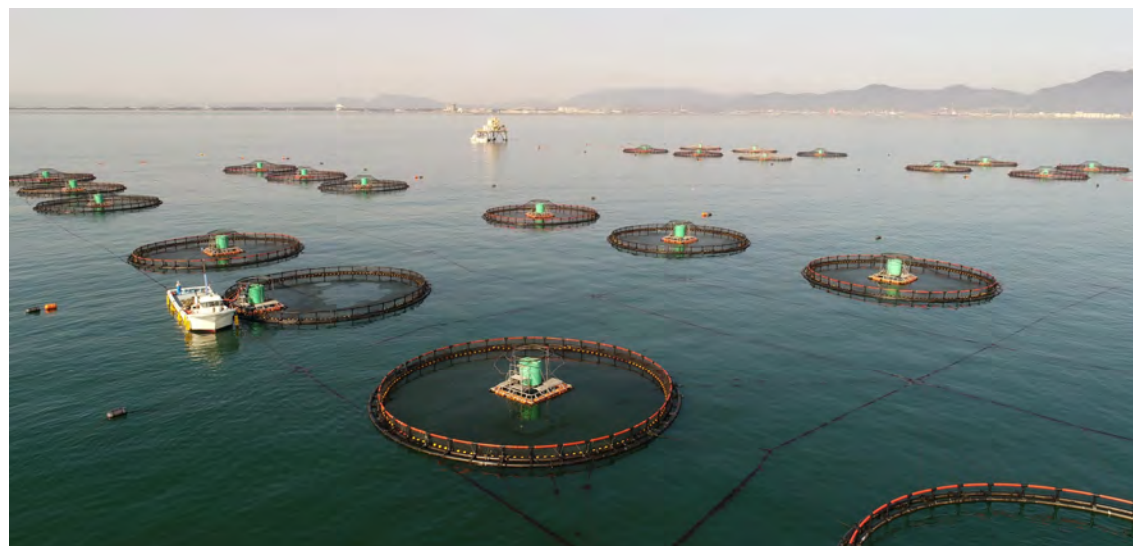


Yumigahama Suisan, which cultivates, processes and sells coho salmon, obtained **ASC certification** for Sakaiminato Sea Surface Farm (Tottori Prefecture) and Sado Plant (Niigata Prefecture) on July 5, 2021.



It proves that the aquaculture business is a “responsible aquaculture product” that is operated in a sustainable manner and that takes into consideration the surrounding natural environment and local communities. It is run by the Aquaculture Stewardship Council.

Considering overseas shipment with the acquisition of ASC certification



Sakaiminato Sea Surface Farm (Tottori Prefecture) of Yumigahama Suisan

# Make people around the world healthy from sustainable fishery resources



(2021年7月31日現在)

# Appendix



## Sales and profits increased year-on-year.

(Unit : 100 million yen)	1Q of FY2020	1Q of FY2021	Y-on-Y	Main causes of fluctuations
Net sales	1,519	1,654	134	
<b>Gross profit</b>	<b>241</b>	<b>275</b>	<b>34</b>	
SGA Expenses	199	205	5	
<b>Operating profit</b>	<b>42</b>	<b>70</b>	<b>28</b>	
Non-operating profit	11	8	(3)	Share of profit of entities accounted for using equity method (3)
Non-operating expenses	4	4	(0)	
<b>Ordinary profit</b>	<b>49</b>	<b>74</b>	<b>25</b>	
Extraordinary profit	1	4	2	Gain on sale of investment securities 2
Extraordinary losses	1	2	1	Loss on disaster 1
<b>Profit before income taxes</b>	<b>49</b>	<b>76</b>	<b>26</b>	
Income taxes - current	10	17	6	
Income taxes - deferred	7	5	(1)	
<b>Profit</b>	<b>32</b>	<b>53</b>	<b>21</b>	
Profit attributable to non-controlling interests	0	1	1	
<b>Profit attributable to owners of parent</b>	<b>31</b>	<b>51</b>	<b>20</b>	

# Impact on net sales by foreign exchange and exchange rate



Exchange rate among overseas subsidiaries	1Q of FY2020		1Q of FY2021		Increase/Decrease		Breakdown (Unit: 100 million yen)	
	Local Currency	JPY (100 million)	Local Currency	JPY (100 million)	Local Currency	JPY (100 million)	Impact other than exchange rate	Impact of exchange rate
USD (million)	329	358	347	372	18	13	19	(6)
EUR (million)	81	97	91	117	10	19	12	7
DKK (million)	698	112	684	118	(14)	5	(2)	8
Other Currencies	—	52	—	58	—	6	4	2
Total		621		666		45	34	11

## <Ref. Foreign Exchange rate>

Note) The foreign exchange rate on the right table is the average rate during the 1<sup>st</sup> Quarter.

	1Q of FY2020	1Q of FY2021	variation
USD	109.11 yen	107.15 yen	(1.8%)
EUR	120.06 yen	128.44 yen	7.0%
DKK	16.07 yen	17.28 yen	7.5%

# Consolidated cumulative net sales by Segment Matrix (Y-on-Y)



(Unit : 100 million yen)

	Japan		North America		South America		Asia		Europe		Sub Total		Consolidated Adjustment		Grand Total	
Marine Products	492	<i>11</i>	111	<i>(18)</i>	53	<i>6</i>	16	<i>0</i>	134	<i>8</i>	<b>808</b>	<b>8</b>	(172)	<i>8</i>	<b>635</b>	<i>17</i>
	480		130		46		15		126		<b>799</b>		(181)		<b>617</b>	
Food Products	569	<i>18</i>	206	<i>24</i>			16	<i>3</i>	126	<i>21</i>	<b>918</b>	<b>67</b>	(77)	<i>3</i>	<b>840</b>	<i>71</i>
	550		182				12		105		<b>850</b>		(81)		<b>769</b>	
Fine Chemicals	85	<i>24</i>					1	<i>(0)</i>			<b>86</b>	<b>24</b>	(7)	<i>0</i>	<b>78</b>	<i>24</i>
	60						1				<b>62</b>		(8)		<b>53</b>	
General Distribution	69	<i>0</i>									<b>69</b>	<b>0</b>	(30)	<i>(2)</i>	<b>39</b>	<i>(2)</i>
	69										<b>69</b>		(27)		<b>41</b>	
Others	74	<i>23</i>					0	<i>0</i>			<b>74</b>	<b>23</b>	(14)	<i>(0)</i>	<b>59</b>	<i>22</i>
	51						0				<b>51</b>		(14)		<b>36</b>	
Sub Total	<b>1,290</b>	<b>78</b>	<b>318</b>	<b>5</b>	<b>53</b>	<b>6</b>	<b>33</b>	<b>3</b>	<b>261</b>	<b>29</b>	<b>1,957</b>	<b>124</b>				
	<b>1,212</b>		<b>312</b>		<b>46</b>		<b>30</b>		<b>231</b>		<b>1,833</b>					
Consolidated Adjustment	(206)	<i>(6)</i>	(32)	<i>18</i>	(36)	<i>0</i>	(24)	<i>(3)</i>	(2)	<i>0</i>			(303)	<i>10</i>		
	(200)		(51)		(37)		(21)		(3)				(313)			
Grand Total	<b>1,083</b>	<b>72</b>	<b>285</b>	<b>24</b>	<b>16</b>	<b>7</b>	<b>9</b>	<b>0</b>	<b>258</b>	<b>30</b>					<b>1,654</b>	<b>134</b>
	<b>1,011</b>		<b>260</b>		<b>9</b>		<b>9</b>		<b>228</b>						<b>1,519</b>	

- The upper columns indicate the result of FY2021 and the lower columns indicate that of FY2020. The Italic figures mean increase/decrease.
- Consolidated adjustment include elimination between the group companies.



# Consolidated cumulative operating profit by Segment Matrix (Y-on-Y)



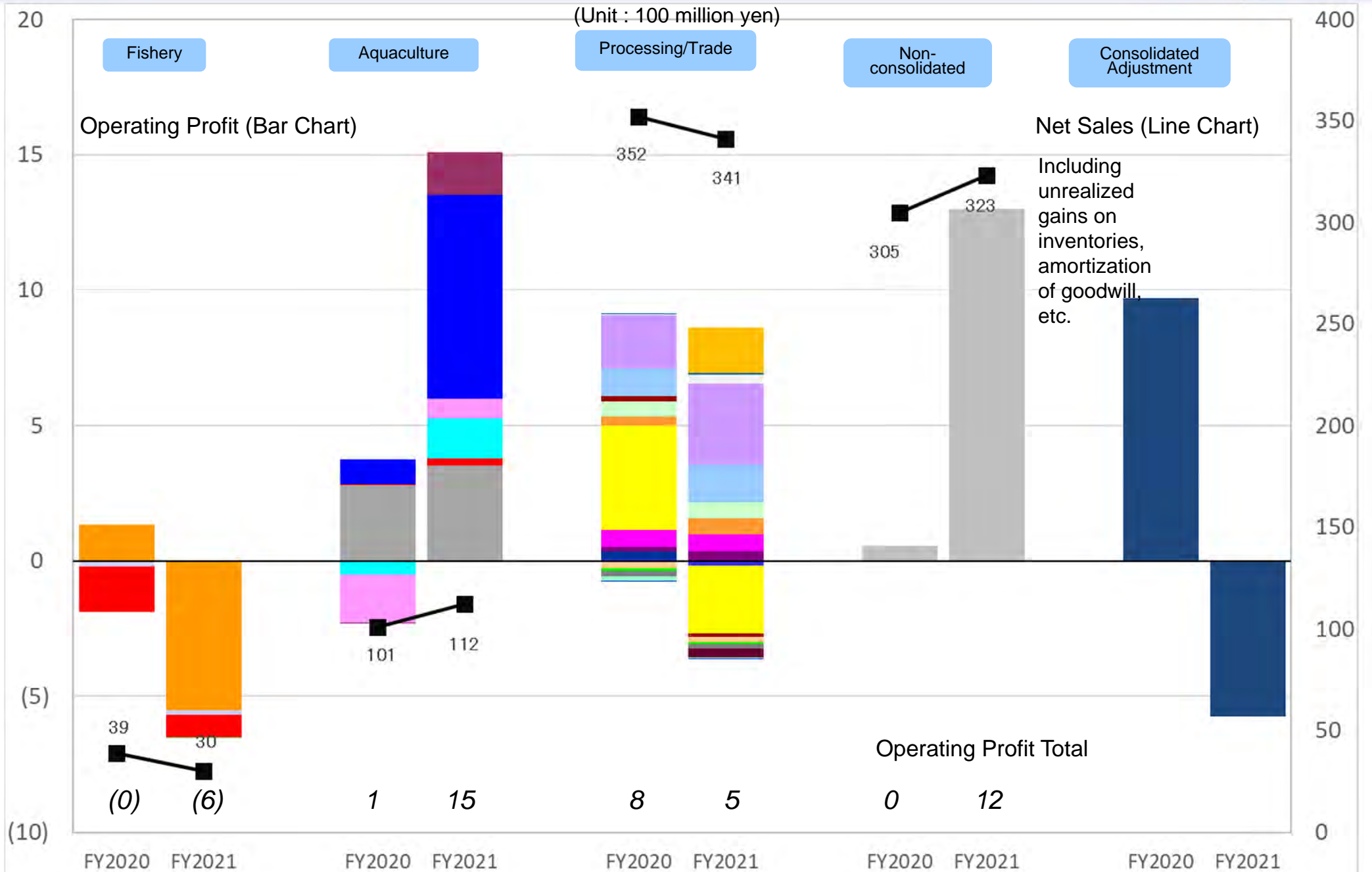
(Unit : 100 million yen)

	Japan	North America	South America	Asia	Europe	Common Costs	Sub Total	Consolidated Adjustment	Grand Total	Ratio of operating profit to net sales (%)
Marine Products	15 12	1 (4)	6 7	0 0	3 1		<b>26 16</b>	(5) (15)	<b>21 1</b>	3.3 0.1
	2	5	(0)	0	2		<b>10</b>	9	<b>19</b>	3.2
Food Products	24 6	17 10		1 2	9 3		<b>52 23</b>	(0) (2)	<b>51 20</b>	6.1 2.1
	17	6		(0)	5		<b>28</b>	2	<b>30</b>	4.0
Fine Chemicals	10 7			0 0			<b>10 7</b>	0 0	<b>10 7</b>	13.5 8.0
	2			0			<b>2</b>	(0)	<b>2</b>	5.4
General Distribution	5 0						<b>5 0</b>	0 0	<b>5 0</b>	13.2 2.8
	4						<b>4</b>	0	<b>4</b>	10.4
Others	0 (0)			0 0			<b>0 (0)</b>	0 0	<b>1 (0)</b>	2.1 (3.0)
	1			0			<b>1</b>	0	<b>1</b>	5.1
Common Costs						(18) (1)	<b>(18) (1)</b>	(0) (0)	<b>(19) (1)</b>	
						(17)	<b>(17)</b>	(0)	<b>(17)</b>	
Sub Total	<b>55 25</b>	<b>18 6</b>	<b>6 7</b>	<b>2 2</b>	<b>12 5</b>	<b>(18) (1)</b>	<b>76 45</b>			
	<b>29</b>	<b>12</b>	<b>(0)</b>	<b>0</b>	<b>7</b>	<b>(17)</b>	<b>30</b>			
Consolidated Adjustment	(4) (4)	1 1	(1) (13)	(0) (2)	(0) 1	(0) 0		(5) (17)		
	0	(0)	12	1	(1)	(0)		11		
Grand Total	<b>50 21</b>	<b>20 8</b>	<b>4 (6)</b>	<b>1 (0)</b>	<b>12 6</b>	<b>(18) (1)</b>			<b>70 28</b>	4.3 1.5
	<b>29</b>	<b>12</b>	<b>11</b>	<b>1</b>	<b>5</b>	<b>(17)</b>			<b>42</b>	2.8

- The upper columns indicate the result of FY2021 and the lower columns indicate that of FY2020. The Italic figures mean increase/decrease.
- Consolidated adjustment includes amortization of goodwill and unrealized income in inventory, etc.

# Marine Products Business

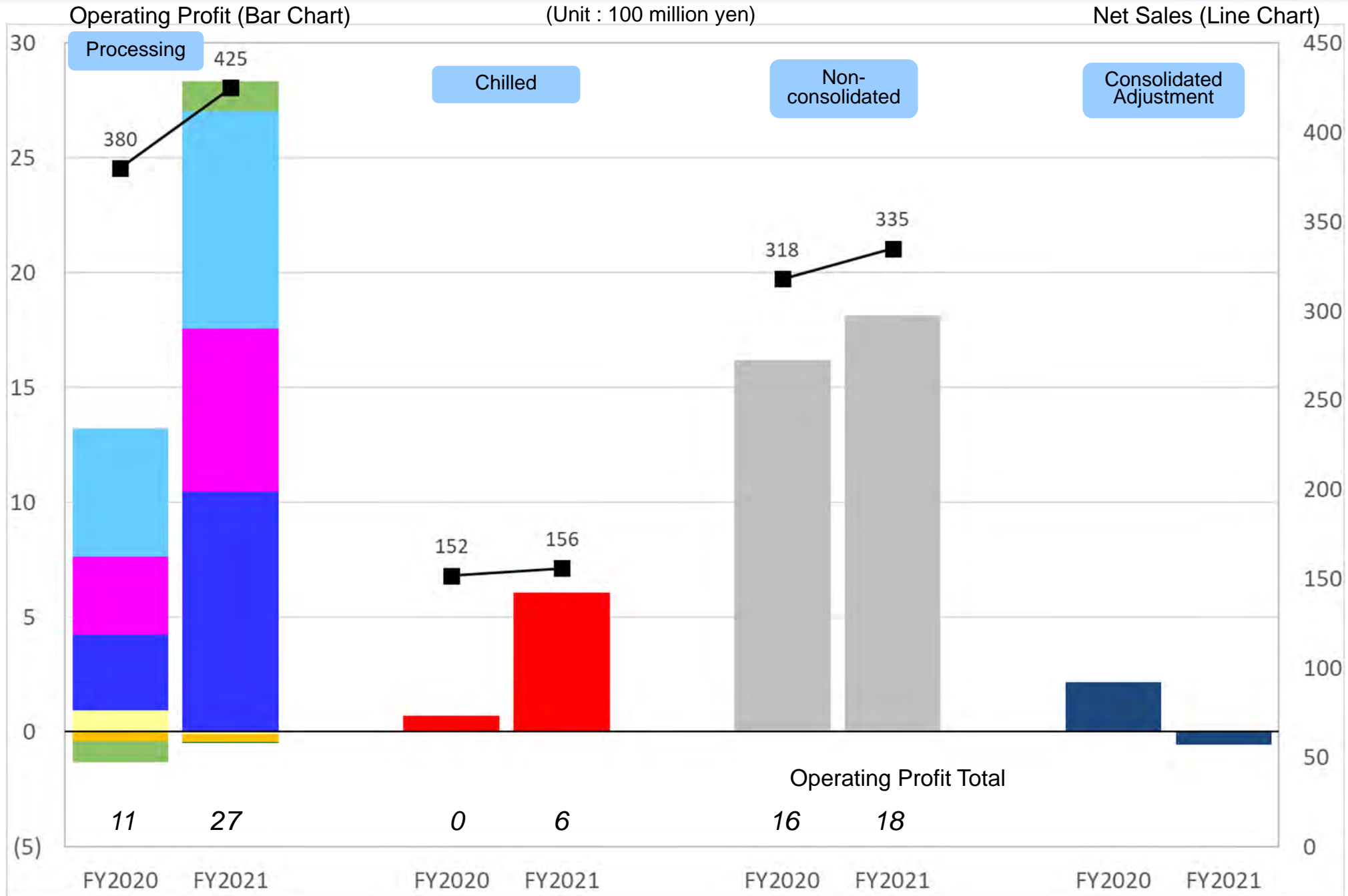
## Net Sales & Operating Profit (Y-on-Y)



\* The Italic figures in the lower part of this chart show the accumulation of the bar (Operating Profit)

# Food Products Business

## Net Sales & Operating Profit (Y-on-Y)



\* The Italic figures in the lower part of this chart show the accumulation of the bar (Operating Profit).

# Disclaimer regarding forward-looking statements



This presentation contains forward-looking statements regarding Nissui's business projections for the current term and future terms. All forward-looking statements are based on rational judgment of management derived from the information currently available to it, and the Company provides no assurances that these projections will be achieved.

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