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August 8, 2023

Consolidated Financial Results for the Three Months Ended June 30, 2023 (Q1 FY2023) (Under Japanese GAAP)

Company name: FUJI OIL HOLDINGS INC.
 Listing: Tokyo Stock Exchange
 Securities code: 2607
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 Scheduled date to file quarterly securities report: August 8, 2023
 Scheduled date to commence dividend payments: —
 Preparation of supplementary material on quarterly financial results: Yes
 Holding of quarterly financial results briefing: Yes (For institutional investors and analysts)

(Yen amounts are rounded down to millions, unless otherwise noted.)

1. Consolidated financial results for the three months ended June 30, 2023 (April 1, 2023 – June 30, 2023)

(1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Three months ended								
June 30, 2023	131,053	2.4	3,584	51.0	3,274	△3.0	9,070	388.1
June 30, 2022	127,928	29.6	2,374	△42.3	3,376	△9.8	1,858	△47.4

(Note) Comprehensive income For the three months ended June 30, 2023: ¥26,481 million [48.1%]
 For the three months ended June 30, 2022: ¥17,885 million [102.9%]

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Three months ended		
June 30, 2023	105.51	—
June 30, 2022	21.62	—

(2) Consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of				
June 30, 2023	496,055	235,219	45.2	2,609.21
March 31, 2023	468,789	210,983	43.3	2,359.34

(Reference) Shareholder's equity As of June 30, 2023: ¥224,300 million
 As of March 31, 2023: ¥202,820 million

2. Cash dividends

	Annual dividends per share				
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended March 31, 2023	—	26.00	—	26.00	52.00
Fiscal year ending March 31, 2024	—				
Fiscal year ending March 31, 2024 (Forecast)		26.00	—	26.00	52.00

(Note) Revisions to the forecast of cash dividends most recently announced: None

3. Consolidated forecasts for the fiscal year ending March 31, 2024 (April 1, 2023 - March 31, 2024)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Profit per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Fiscal year ending September 30, 2023	265,000	△1.3	6,000	18.5	5,000	△6.8	10,000	209.8	116.33
Fiscal year ending March 31, 2024	550,000	△1.3	16,500	50.8	15,000	54.8	16,000	161.1	186.12

(Note) Revisions to the consolidated forecast most recently announced: None

* Notes

- (1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): None
- (2) Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements: None
- (3) Changes in accounting policies, changes in accounting estimates, and restatement
 - (i) Changes in accounting policies due to revisions to accounting standards and other regulations: None
 - (ii) Changes in accounting policies due to other reasons: None
 - (iii) Changes in accounting estimates: None
 - (iv) Restatement: None

(4) Number of issued shares (common shares)

- (i) Total number of issued shares at the end of the period (including treasury shares)

As of June 30, 2023	87,569,383 shares
As of March 31, 2023	87,569,383 shares

- (ii) Number of treasury shares at the end of the period

As of June 30, 2023	1,604,682 shares
As of March 31, 2023	1,604,642 shares

- (iii) Average number of shares outstanding during the period (cumulative from the beginning of the fiscal year)

Three months ended June 30, 2023	85,964,727 shares
Three months ended June 30, 2022	85,962,165 shares

* Quarterly financial results reports are exempt from quarterly review conducted by certified public accountants or an audit corporation.

* Explanations and other special notes concerning the appropriate use of business results forecasts

The forward-looking statements such as result forecasts included in this document are based on the information available to the Company at the time of the announcement and on certain assumptions considered reasonable. Actual results may differ materially from the forecast depending on a range of factors.

Accompanying Materials – Contents

1. Qualitative Information on Results for the Three Months Ended June 30, 2023.....	2
(1) Details of Operating Results.....	2
(2) Details of Financial Position.....	3
(3) Information on the Future Outlook, Including Consolidated Business Results Forecasts.....	4
2. Quarterly Consolidated Financial Statements and Key Notes.....	5
(1) Quarterly Consolidated Balance Sheets.....	5
(2) Quarterly Consolidated Statements of Income and Comprehensive Income.....	7
Quarterly Consolidated Statements of Income.....	7
Quarterly Consolidated Statements of Comprehensive Income	8
(3) Quarterly Consolidated Statements of Cash flows.....	9
(4) Notes to Quarterly Consolidated Financial Statements.....	10
(Notes Relating to Assumptions for the Going Concern)	10
(Notes for Case Where Shareholders' Equity underwent Significant Changes in Value)	10
(Segment Information)	10

1. Qualitative Information on Results for the Three Months Ended June 30, 2023

(1) Details of Operating Results

During the first three months of the current consolidated fiscal year, concerns of an economic slowdown continued due to inflation trends in the Europe and America and a rapid downturn in China's economic growth, among other factors. In Japan, we faced rising food prices and yen depreciation in foreign exchange rates due to continued easy monetary policy by Bank of Japan. However, the Japan's economy remains firm from a pause of rising raw material prices and a significant recovery in the accommodation industry and food service industry on account of the shift to a post-COVID-19 environment driving a recovery in consumer behavior and an increase in inbound tourists.

Although future outlook continues uncertainly due to a historic surge in international cacao bean prices, the situation in Ukraine and the effect of yen depreciation on manufacturing costs in Japan, prices for palm oil and soybeans, our main raw materials, remain stable compared to the first quarter of the previous fiscal year.

Amid this environment, we are working to strengthen the business specific management which we have been promoting since the previous fiscal year to ensure the optimal allocation of management resources, with the group headquarters supporting the implementation of profit improvement measures for each group company. In addition to advancing a shift in product portfolio in existing businesses to high-value-added products, which included measures such as the transfer of the non-current assets of Fuji Oil New Orleans, LLC (Louisiana, USA) in April 2023, we are also building a competitive advantage by strengthening our supply structure in Southeast Asia for certified sustainable oils.

As a result of the above, earnings for the first three months of the current consolidated fiscal year were as follows.

	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent
	Millions of yen	Millions of yen	Millions of yen	Millions of yen
Three months ended				
June 30, 2023	131,053	3,584	3,274	9,070
June 30, 2022	127,928	2,374	3,376	1,858
Year-on-year change (Year-on-year change rate)	+3,125 (+2.4%)	+1,209 (+51.0%)	△102 (△3.0%)	+7,211 (+388.1%)

Net sales increased due to higher sales prices to reflect rising raw material prices in the Industrial Chocolate segment and the effect of yen depreciation in foreign exchange rates. Operating profit increased due to improved profitability responding to lower raw material prices in the Vegetable Oils and Fats segment in Japan, North America and Europe and a decrease in fixed cost as a result from the transfer of the non-current assets at Fuji Oil New Orleans, LLC, despite the decline in sales volume against the U.S. economic slowdown in the Industrial Chocolate segment and the rebound from the strong performance in the previous fiscal year in Southeast Asia. Profit attributable to owners of parent increased mainly because of the gain on sale of non-current assets mentioned above.

The operating results by reported segment are shown below.

	Net sales			Operating profit		
	Millions of yen	Year-on-year change		Millions of yen	Year-on-year change	
	Millions of yen	Millions of yen	%	Millions of yen	Millions of yen	%
Vegetable Oils and Fats	45,718	△3,458	△7.0%	3,129	+1,515	+93.8%
Industrial Chocolate	54,965	+7,067	+14.8%	406	△577	△58.7%
Emulsified and Fermented Ingredients	21,455	△1,079	△4.8%	587	+370	+170.3%
Soy-based Ingredients	8,914	+595	+7.2%	397	△175	△30.6%
Adjustment	—	—	—	△936	+77	—
Total	131,053	+3,125	+2.4%	3,584	+1,209	+51.0%

(Vegetable Oils and Fats)

Net sales decreased due to declined sales prices to reflect falling prices for palm oil, our main raw material, and other raw materials, although sales of frying oils and fats in Japan was strong due to recovering demand.

Despite the rebound in Southeast Asia which performed in good shape in the previous fiscal year, operating profit increased due to decreased fixed cost associated with the transfer of the non-current assets at Fuji Oil New Orleans, LLC and improved profitability responding to lower raw material prices in Japan, North America and Europe.

(Industrial Chocolate)

Net sales increased due to higher sales prices to reflect rising raw material prices, increased sales volumes by sales promotion in Brazil, the effect of yen depreciation and other. Operating profit decreased due to decreased sales volumes from economic slowdown in the U.S. and increased manufacturing overhead in the U.S., although sales volumes for food service sector in Brazil and souvenir market in Japan and Europe recovered.

(Emulsified and Fermented Ingredients)

Net sales decreased due to a decrease in sales volume caused by economic slowdown in China and lower sales prices to reflect falling raw material prices in Southeast Asia and China. Operating profit increased due to the steady demand of a whipping cream and other in Japan and improved profitability in line with price revision in Southeast Asia and China.

(Soy-based Ingredients)

Net sales increased due to higher sales prices to reflect rising raw material prices caused by the effect of yen depreciation. Despite of effort to optimize sales prices, operating profit decreased due to increased fixed cost such as amortization cost and other accompanied with the start of operations at new plant in Europe.

(2) Details of Financial Position

①Details of the Consolidated Financial Position

Total assets at the end of the three months of the consolidated fiscal year under review increased by 27,265 million yen from the end of the previous consolidated fiscal year to 496,055 million yen. Under our Mid-term Management Plan, Reborn 2024, we are working to improve our financial structure by strengthening and rebuilding our business foundation. We will improve capital efficiency and strengthen our financial monitoring.

The consolidated financial position at the end of the three months of the fiscal year under review is as follows.

(Millions of yen)

		As of March 31, 2023	As of June 30, 2023	Year-on-year change
Assets	Current assets	227,771	261,605	+33,833
	Property, plant and equipment	159,855	149,438	△10,416
	Intangible assets	57,322	60,091	+2,769
	Other	23,841	24,920	+1,079
Assets		468,789	496,055	+27,265
Liabilities	Interest-bearing debt	168,417	175,156	+6,739
	Other	89,389	85,679	△3,709
Liabilities		257,806	260,836	+3,030
Net assets		210,983	235,219	+24,235

(Assets)

At the end of the three months of the consolidated fiscal year under review, current assets increased due to increases in cash and deposits for the transfer of the non-current assets of Fuji Oil New Orleans, LLC and in working capital attributable to increased raw materials. Property, plant and equipment decreased due to the transfer.

From the reason of aforementioned, assets increased by 27,265 million yen from the end of the previous consolidated fiscal year to 496,055 million yen.

(Liabilities)

Liabilities at the end of the three months of the consolidated fiscal year under review increased by 3,030 million yen from the end of the previous consolidated fiscal year to 260,836 million yen due to an increase in interest-bearing debt associated with an increase in working capital.

(Net assets)

Net assets at the end of the three months of the consolidated fiscal year under review increased by 24,235 million yen from the end of the previous year to 235,219 million yen due to an increase in foreign currency translation adjustments on account of the yen depreciation against the US dollar, euro and real.

Net assets per share increased by 249.87 yen from the end of the previous consolidated fiscal year to 2,609.21 yen. Equity ratio increased by 1.9 points from the end of the previous fiscal year to 45.2%.

②Details of Cash Flows

To maintain and improve our financial discipline, our fundamental policy is to generate free cash flow steadily through steady profit growth and a shortened cash conversion cycle. Cash and cash equivalents at the end of the first three months of the consolidated fiscal year under review increased due to the transfer of the non-current assets of Fuji Oil New Orleans, LLC.

The cash flows for the first three months of the consolidated fiscal year under review are as follows.

	(Millions of yen)		
	Three months ended June 30, 2022	Three months ended June 30, 2023	Year-on-year change
Cash flows from operating activities	△11,478	△2,099	+9,379
Cash flows from investing activities	△2,846	19,802	+22,648
Free Cash flows	△14,325	17,702	+32,027
Cash flows from financing activities	15,506	1,004	△14,501
Cash and cash equivalents at end of period	20,163	39,612	+19,448

(Cash flows from operating activities)

Cash flows from operating activities for the first three months of the consolidated fiscal year under review resulted in expenditures of 2,099 million yen due to an increase in working capital associated with an increase in inventory and other. Expenditures decreased by 9,379 million yen compared to the first three months of the previous consolidated fiscal year in which working capital had increased due to higher raw material prices.

(Cash flows from investing activities)

Cash flows from investing activities for the first three months of the consolidated fiscal year under review resulted in income of 19,802 million yen, increasing by 22,648 million yen compared to the first three months of the previous consolidated fiscal year. This was mainly due to the transfer of the non-current assets of Fuji Oil New Orleans, LLC.

(Cash flows from financing activities)

Cash flows from financing activities for the first three months of the consolidated fiscal year under review resulted in income of 1,004 million yen. Income decreased by 14,501 million yen compared to the first three months of the previous consolidated fiscal year in which interest-bearing debt had increased associated with an increase in working capital.

(3) Information on the Future Outlook, Including Consolidated Business Results Forecasts

The consolidated business results forecasts for the first half and full year remain unchanged from the business performance forecast announced on May 10, 2023.

2. Quarterly Consolidated Financial Statements and Key Notes
(1) Quarterly Consolidated Balance Sheets

(Millions of yen)

	As of March 31, 2023	As of June 30, 2023
Assets		
Current assets		
Cash and deposits	19,002	39,623
Notes and accounts receivable - trade	93,023	88,448
Merchandise and finished goods	49,082	50,414
Raw materials and supplies	56,662	71,589
Other	10,173	11,709
Allowance for doubtful accounts	△173	△179
Total current assets	227,771	261,605
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	44,374	47,278
Machinery, equipment and vehicles, net	64,308	60,895
Land	21,226	19,454
Right-of-use assets, net	13,277	8,359
Construction in progress	13,833	10,445
Other, net	2,834	3,004
Total property, plant and equipment	159,855	149,438
Intangible assets		
Goodwill	27,245	28,410
Customer related assets	17,793	18,450
Other	12,283	13,229
Total intangible assets	57,322	60,091
Investments and other assets		
Investment securities	14,378	15,139
Retirement benefit asset	4,791	4,914
Deferred tax assets	649	678
Other	3,988	4,166
Allowance for doubtful accounts	△63	△58
Total investments and other assets	23,745	24,840
Total non-current assets	240,922	234,370
Deferred assets		
Bond issuance costs	95	79
Total deferred assets	95	79
Total assets	468,789	496,055

(Millions of yen)

	As of March 31, 2023	As of June 30, 2023
Liabilities		
Current liabilities		
Notes and accounts payable - trade	40,285	34,938
Short-term borrowings	76,091	76,106
Commercial papers	10,000	10,000
Income taxes payable	1,872	5,198
Provision for bonuses	2,764	3,280
Provision for bonuses for directors (and other officers)	52	3
Other	14,826	14,812
Total current liabilities	145,891	144,339
Non-current liabilities		
Bonds payable	41,000	41,000
Long-term borrowings	41,325	48,050
Deferred tax liabilities	15,762	17,344
Retirement benefit liability	1,885	1,973
Lease liabilities	9,790	5,903
Other	2,149	2,224
Total non-current liabilities	111,914	116,496
Total liabilities	257,806	260,836
Net assets		
Shareholders' equity		
Share capital	13,208	13,208
Capital surplus	14,757	14,757
Retained earnings	161,305	168,137
Treasury shares	△1,946	△1,946
Total shareholders' equity	187,324	194,156
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	1,593	1,702
Deferred gains or losses on hedges	△547	848
Foreign currency translation adjustment	15,108	28,228
Remeasurements of defined benefit plans	△657	△636
Total accumulated other comprehensive income	15,496	30,143
Non-controlling interests	8,163	10,919
Total net assets	210,983	235,219
Total liabilities and net assets	468,789	496,055

(2) Quarterly Consolidated Statements of Income and Comprehensive Income

Quarterly Consolidated Statements of Income (First three-month period)

(Millions of yen)

	Three months ended June 30, 2022	Three months ended June 30, 2023
Net sales	127,928	131,053
Cost of sales	111,276	112,000
Gross profit	16,651	19,053
Selling, general and administrative expenses	14,277	15,469
Operating profit	2,374	3,584
Non-operating income		
Interest income	135	326
Dividend income	39	34
Foreign exchange gains	826	42
Share of profit of entities accounted for using equity method	151	187
Other	479	138
Total non-operating income	1,633	729
Non-operating expenses		
Interest expenses	362	834
Other	268	204
Total non-operating expenses	630	1,038
Ordinary profit	3,376	3,274
Extraordinary income		
Gain on sale of non-current assets	31	12,598
Gain on sale of investment securities	—	10
Refunded taxes	142	—
Total extraordinary income	173	12,609
Extraordinary losses		
Loss on sale of non-current assets	—	0
Loss on retirement of non-current assets	112	124
Loss on disposal of inventories	—	297
Total extraordinary losses	112	421
Profit before income taxes	3,438	15,461
Income taxes - current	1,307	4,336
Income taxes - deferred	253	25
Total income taxes	1,561	4,361
Profit	1,877	11,100
Profit attributable to non-controlling interests	18	2,029
Profit attributable to owners of parent	1,858	9,070

Quarterly Consolidated Statements of Comprehensive Income (First three-month period)

(Millions of yen)

	Three months ended June 30, 2022	Three months ended June 30, 2023
Profit	1,877	11,100
Other comprehensive income		
Valuation difference on available-for-sale securities	194	108
Deferred gains or losses on hedges	706	1,396
Foreign currency translation adjustment	14,936	13,244
Remeasurements of defined benefit plans, net of tax	34	21
Share of other comprehensive income of entities accounted for using equity method	137	610
Total other comprehensive income	16,008	15,381
Comprehensive income	17,885	26,481
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	17,705	23,717
Comprehensive income attributable to non-controlling interests	180	2,764

(3) Quarterly Consolidated Statements of Cash flows
(First three-month period)

(Millions of yen)

	Three months ended June 30, 2022	Three months ended June 30, 2023
Cash flows from operating activities		
Profit before income taxes	3,438	15,461
Depreciation	4,141	4,305
Amortization of goodwill	596	656
Decrease (increase) in retirement benefit asset	△160	△123
Increase (decrease) in retirement benefit liability	△24	39
Interest and dividend income	△175	△361
Interest expenses	362	834
Share of loss (profit) of entities accounted for using equity method	△151	△187
Loss (gain) on sale of investment securities	—	△10
Loss (gain) on disposal of non-current assets	80	△12,473
Decrease (increase) in trade receivables	1,968	8,458
Decrease (increase) in inventories	△12,474	△12,056
Increase (decrease) in trade payables	△6,467	△7,100
Other, net	406	2,403
Subtotal	△8,460	△152
Interest and dividends received	175	544
Interest paid	△446	△863
Income taxes refund (paid)	△2,748	△1,628
Net cash provided by (used in) operating activities	△11,478	△2,099
Cash flows from investing activities		
Purchase of property, plant and equipment	△3,998	△4,392
Proceeds from sale of property, plant and equipment	1,622	24,465
Purchase of intangible assets	△259	△573
Purchase of investment securities	△290	△1
Proceeds from sale of investment securities	—	33
Payments for investments in capital	—	△21
Other, net	79	293
Net cash provided by (used in) investing activities	△2,846	19,802
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	13,992	3,752
Proceeds from long-term borrowings	5,394	8,000
Repayments of long-term borrowings	△1,466	△8,227
Dividends paid	△2,237	△2,237
Dividends paid to non-controlling interests	△13	△29
Other, net	△163	△253
Net cash provided by (used in) financing activities	15,506	1,004
Effect of exchange rate change on cash and cash equivalents	1,268	1,914
Net increase (decrease) in cash and cash equivalents	2,449	20,621
Cash and cash equivalents at beginning of period	15,915	18,991
Increase in cash and cash equivalents resulting from inclusion of subsidiaries in consolidation	1,798	—
Cash and cash equivalents at end of period	20,163	39,612

(4) Notes to Quarterly Consolidated Financial Statements

(Notes Relating to Assumptions for the Going Concern)

Not applicable.

(Notes for Case Where Shareholders' Equity underwent Significant Changes in Value)

Not applicable.

(Segment Information)

First three-month period of the fiscal year under review (April 1, 2023 - June 30, 2023)

1. Information on net sales and profits or losses by reported segment

(Millions of yen)

	Reported segments					Adjustment (Note 1)	Amounts on Quarterly consolidated statements of income (Note 2)
	Vegetable Oils and Fats	Industrial Chocolate	Emulsified and Fermented Ingredients	Soy-based Ingredients	Total		
Net Sales							
Sales to external customers	45,718	54,965	21,455	8,914	131,053	—	131,053
Transactions with other segments	5,976	680	1,822	52	8,531	△8,531	—
Total	51,695	55,645	23,278	8,966	139,585	△8,531	131,053
Segment profit	3,129	406	587	397	4,520	△936	3,584

(Note) 1. Adjustment of segment profit △936 million yen includes corporate expense and other, which are not allocated to each reported segment. Corporate expenses are expenses related to group management at the submitting company and management companies.

2. Segment profit is adjusted with operating profit in the quarterly consolidated statement of income.

2. Information on impairment losses on non-current assets and goodwill by reported segment

Not applicable.

FUJI OIL HOLDINGS INC.
Financial results supplement material

FY2023 FYE March 2024

Q1

<u>Page</u>	<u>Item</u>
1	Cover
2	0-1 : Note / Exchange Rate
3	1-1 : FY2023Q1 Consolidated Financial Results
4	1-2 : FY2023Q1 Consolidated Net sales & Operating profit (by region, division)
5	2-1 : Major Indicators
6	3-1 : FY2023 Consolidated Financial Forecast
7	3-2 : FY2023 Consolidated Financial Forecast (by region, division)

0-1 : Note / Exchange Rate

Note

Change in accounting period for certain subsidiaries

At the end of FY2022, we made the following changes to the accounting period of our subsidiaries. We changed the accounting period of INDUSTRIAL FOOD SERVICES PTY LIMITED from the end of December to the end of March. We also change the accounting period for Blommer Chocolate Manufacturing (Shanghai) Co., Ltd. from the end of January to the end of March.

As the effect on consolidated accounting is minor, we have made no revisions to YoY comparisons or other figures.

Company	Country	Business	Aria	FY2022 Fisical Period	FY2023 Fisical Period
INDUSTRIAL FOOD SERVICES PTY LIMITED	Australia	Industrial Chocolate	SE Asia	Jan. 2022 - Mar. 2023 (15 months)	Apr. 2023 - Mar. 2024 (12 months)
Blommer Chocolate Manufacturing (Shanghai) Co., Ltd.	China	Industrial Chocolate	China	Feb. 2022 - Mar. 2023 (14 months)	Apr. 2023 - Mar. 2024 (12 months)

Main exchange rate

• P/L : Average rate , B/S : Current rate

		FY2022	FY2022	FY2023	YOY		FY2023
		Q1	End	Q1	Change	Rate of change	Plan
\$	P/L	129.57	135.47	137.37	+7.80	+6.0%	135.00
	B/S	136.68	133.53	144.99	+11.46	+8.6%	—
BRL	P/L	26.34	26.28	27.76	+1.42	+5.4%	26.00
	B/S	26.10	26.29	30.09	+3.80	+14.5%	—
€	P/L	138.12	140.97	149.47	+11.35	+8.2%	142.00
	B/S	142.67	145.72	157.60	+11.88	+8.2%	—
RMB	P/L	19.58	19.75	19.56	(0.02)	(0.1%)	19.50
	B/S	20.38	19.42	19.94	+0.52	+2.7%	—

P/L is a year-on-year comparison. B/S is a comparison with end of the previous fiscal year (end of FY2022).

- FY2023 Q1 Blommer (\$) : P/L 133.36, B/S 134.32.

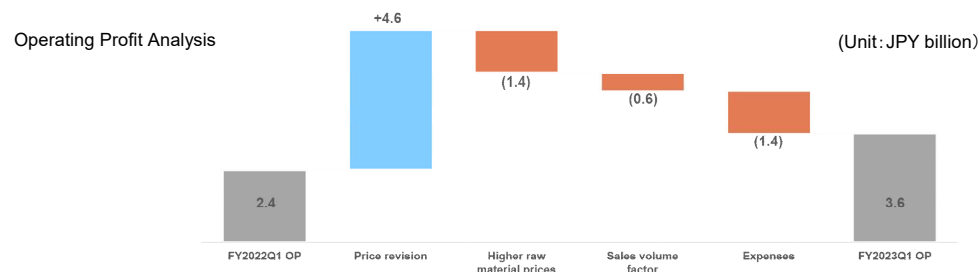
1-2 : FY2023Q1 Consolidated Financial Results

● Summary

Net sales : 131.1 billion yen, YOY +3.1 billion yen

Operating profit : 3.6 billion yen, YOY +1.2 billion yen

Net sales : Net sales increased despite decreased net sales from the Vegetable Oils and Fats Business and the Emulsified and Fermented Ingredients Business due to declining prices for palm, our main raw material, thanks to the Industrial Chocolate Business benefiting from the impact of JPY depreciation, higher sales prices, and other factors.
Operating profit : Despite increased fixed costs for manufacturing due to inflation and decreased sales volume in some businesses, profits increased thanks to price revisions.



		FY2022 Q1	FY2023 Q1	YOY	Factors of change (YOY)
Net sales	Vegetable Oils and Fats	49.2	45.7	(3.5)	Net sales decreased due to declining prices for palm, our main raw material, the selling price declined.
	Industrial Chocolate	47.9	55.0	+7.1	Net sales increased thanks to the effect of JPY's depreciation in foreign exchange and higher sales prices resulting from higher raw material prices.
	Emulsified and Fermented Ingredients	22.5	21.5	(1.1)	Net sales decreased due to decreasing sales volume in China and SE Asia.
	Soy-based Ingredients	8.3	8.9	+0.6	Net sales increased due to higher sales prices resulting from higher raw material prices.
	Total	127.9	131.1	+3.1	
Operating profit	Vegetable Oils and Fats	1.6	3.1	+1.5	↗ Profitability improved in Japan, North America and Europe, and we sold off the fixed assets of Fuji Oil New Orleans in America, a region where we recorded operating losses the previous fiscal year. ↘ Decrease operating profit in Southeast Asia, where recorded favorable performance the previous fiscal year.
	Industrial Chocolate	1.0	0.4	(0.6)	↗ Increase sales volume for souvenir confectioneries in Japan and frozen desserts in SE Asia. ↘ Decrease sales volume and increase in fixed costs for manufacturing in North America.
	Emulsified and Fermented Ingredients	0.2	0.6	+0.4	↗ Increase sales volume of whipping cream in Japan. Improved profitability in SE Asia and China. ↘ Decrease sales volume in China and SE Asia.
	Soy-based Ingredients	0.6	0.4	(0.2)	↘ Decrease sales volume of soy protein foods and functional ingredients in Japan, increase of depreciation costs for a new plant in Europe.
	Total	2.4	3.6	+1.2	
Operating margin		1.9%	2.7%	+0.9pt	
Ordinary profit		3.4	3.3	(0.1)	
Profit attributable to owners of parent		1.9	9.1	+7.2	Increase thanks to extraordinary gains from transfer of fixed assets in Fuji Oil New Orleans, LLC.

*Figures are rounded to the nearest JPY billion.

1-2 : FY2023 1Q Consolidated Net sales & Operating profit (by region, division)

Net sales

(Unit: JPY million)

	FY	Japan		Americas		SE Asia		China		Europe		Consolidated Total	
		Results	YOY	Results	YOY	Results	YOY	Results	YOY	Results	YOY	Results	YOY
Vegetable Oils and Fats	FY2023 1Q	13,919	+1,065	17,200	(1,692)	5,496	(3,691)	834	(67)	8,269	+928	45,718	(3,458)
	FY2022 1Q	12,853	+3,284	18,892	+9,839	9,187	+4,476	902	+159	7,341	+2,382	49,177	+20,139
	FY2021 1Q	9,569	-	9,053	-	4,711	-	743	-	4,959	-	29,037	-
Industrial Chocolate	FY2023 1Q	10,224	+750	36,743	+4,635	4,128	+440	1,471	+455	2,397	+785	54,965	+7,067
	FY2022 1Q	9,474	+567	32,108	+4,289	3,688	+1,015	1,015	(141)	1,611	+500	47,897	+6,228
	FY2021 1Q	8,907	-	27,819	-	2,673	-	1,156	-	1,111	-	41,668	-
Emulsified and Fermented Ingredients	FY2023 1Q	14,246	+553	-	-	3,051	(730)	4,157	(902)	-	-	21,455	(1,079)
	FY2022 1Q	13,692	+1,281	-	-	3,782	+1,031	5,059	+1,270	-	-	22,534	+3,581
	FY2021 1Q	12,411	-	-	-	2,751	-	3,789	-	-	-	18,953	-
Soy-based Ingredients	FY2023 1Q	8,693	+636	-	-	-	-	220	(41)	-	-	8,914	+595
	FY2022 1Q	8,056	(446)	-	-	-	-	262	(254)	-	-	8,318	(700)
	FY2021 1Q	8,502	-	-	-	-	-	516	-	-	-	9,019	-
Net sales Total	FY2023 1Q	47,083	+3,006	53,943	+2,943	12,676	(3,981)	6,683	(556)	10,666	+1,713	131,053	+3,125
	FY2022 1Q	44,077	+4,686	51,000	+14,127	16,658	+6,522	7,239	+1,032	8,953	+2,882	127,928	+29,249
	FY2021 1Q	39,391	-	36,873	-	10,136	-	6,207	-	6,071	-	98,679	-

*The net sales above is sales to outside customers.

Operating profit

	FY	Japan		Americas		SE Asia		China		Europe		Consolidated adjustment		Group administrative expenses		Consolidated Total	
		Results	YOY	Results	YOY	Results	YOY	Results	YOY	Results	YOY	Results	YOY	Results	YOY	Results	YOY
Vegetable Oils and Fats	FY2023 1Q	1,159	+539	983	+833	290	(666)	5	+46	533	+363	156	+398	-	-	3,129	+1,515
	FY2022 1Q	619	(229)	150	(410)	957	+658	(40)	(23)	169	+20	(242)	(469)	-	-	1,614	(454)
	FY2021 1Q	848	-	560	-	299	-	(17)	-	149	-	227	-	-	-	2,069	-
Industrial Chocolate	FY2023 1Q	1,250	+67	(1,164)	(825)	147	+79	(35)	+39	195	+77	13	(15)	-	-	406	(577)
	FY2022 1Q	1,183	(214)	(338)	(46)	67	+52	(75)	(55)	117	+95	28	+16	-	-	983	(151)
	FY2021 1Q	1,397	-	(292)	-	15	-	(20)	-	22	-	12	-	-	-	1,134	-
Emulsified and Fermented Ingredients	FY2023 1Q	659	+181	-	-	(238)	+209	83	+86	-	-	82	(107)	-	-	587	+370
	FY2022 1Q	477	+45	-	-	(448)	(237)	(3)	(255)	-	-	190	(1)	-	-	217	(447)
	FY2021 1Q	432	-	-	-	(211)	-	252	-	-	-	191	-	-	-	664	-
Soy-based Ingredients	FY2023 1Q	504	(48)	-	-	-	-	80	+30	(182)	(123)	(4)	(34)	-	-	397	(175)
	FY2022 1Q	553	(511)	-	-	-	-	49	(49)	(59)	+1	29	+12	-	-	573	(547)
	FY2021 1Q	1,064	-	-	-	-	-	98	-	(60)	-	17	-	-	-	1,120	-
Consolidated adjustment	FY2023 1Q	35	(22)	8	+11	33	+28	(3)	(14)	99	+253	(160)	(233)	-	-	12	+23
	FY2022 1Q	57	+18	(3)	+4	4	+5	10	(8)	(153)	(185)	72	+154	-	-	(11)	(11)
	FY2021 1Q	39	-	(7)	-	(1)	-	18	-	32	-	(82)	-	-	-	-	-
Group administrative expenses	FY2023 1Q	-	-	-	-	-	-	-	-	-	-	-	-	(949)	+53	(949)	+53
	FY2022 1Q	-	-	-	-	-	-	-	-	-	-	-	-	(1,002)	(132)	(1,002)	(132)
	FY2021 1Q	-	-	-	-	-	-	-	-	-	-	-	-	(870)	-	(870)	-
Operating profit Total	FY2023 1Q	3,609	+718	(172)	+19	232	(348)	129	+188	646	+571	86	+7	(949)	+53	3,584	+1,209
	FY2022 1Q	2,891	(891)	(193)	(456)	581	+479	(58)	(389)	75	(68)	79	(287)	(1,002)	(132)	2,374	(1,744)
	FY2021 1Q	3,782	-	263	-	102	-	331	-	143	-	366	-	(870)	-	4,118	-

2-1:Major Indicators

Primary Item	Item	Unit	Note	FY2021	FY2022	FY2023 (Total Results)				FY2023 E
						Q1	Q2	Q3	Q4	
PL related	Operating profit	JPY billion		15.0	10.9	3.6				16.5
	Operating profit growth rate	%		(16.2%)	(27.1%)	+51.0%				+50.8%
	EBITDA	JPY billion		32.4	31.2	8.6				36.5
	Capital Expenditures	JPY billion	For tangible fixed assets	17.3	21.5	3.6				-
	Depreciation	JPY billion	Depreciation for tangible fixed assets.	12.7	14.6	3.6				-
	ROA	%	Ordinary profit / Average total assets at beginning and end of period	3.7%	2.2%	*2 2.7%				3.3%
	ROE	%	Net profit margin × Total asset turnover × Financial leverage	6.6%	3.1%	17.0%				7.6%
	Net profit margin	%	Net profit / Net sales	2.7%	1.1%	6.9%				2.9%
	Total asset turnover	Times	Net sales / Total assets at beginning and end of period	1.12	1.26	1.09				1.21
	Financial leverage	Times	Total assets / Equity	2.2	2.3	2.2				2.0
ROIC	%	Operating profit× (1-corporate tax rate) / (Interest-bearing debt + Equity)	3.1%	2.0%	2.5%				3.3%	
BS related	Total assets	JPY billion		416.6	468.8	496.1				440.0
	Interest-bearing debt	JPY billion		148.8	168.4	175.2				127.0
	Net interest-bearing debt	JPY billion		132.8	149.4	135.5				112.0
	Net operating capital	JPY billion		80.5	81.9	117.3				-
	Equity ratio	%		44.7%	43.3%	45.2%				50.1%
	Debt ratio	%		121.9%	127.1%	116.3%				94.8%
	Goodwill (in a broad sense)	JPY billion	Goodwill (in a broad sense) refers to goodwill as well as trademark rights and other intangible fixed assets.	49.9	55.2	57.8				52.9
	Amortization of goodwill	JPY billion		2.2	2.6	0.7				2.6
	Goodwill (in a broad sense) / Net assets ratio	%		26%	26%	25%				23%
	D/E ratio	Times	Interest-bearing debt / Equity	0.80	0.83	0.78				0.58
Net D/E ratio	Times	Net interest-bearing debt (interest-bearing debt - cash and deposits) / equity capital	0.73	0.80	0.70				0.56	
CF related	Cash flows from operating activities	JPY billion		3.5	7.6	(2.1)				40.0
	Cash flows from investing activities	JPY billion		(18.8)	(16.5)	19.8				2.0
	Free cash flows	JPY billion		(15.3)	(8.9)	17.7				42.0
	Cash flows from financing activities	JPY billion		9.4	9.8	1.0				(46.0)
	CCC	Day		115	104	122				98

*1 If the previous year's figure has changed, the retroactively corrected figure is shown.

*2 ROA, ROE and ROIC for Q1 FY2023 are annualized figures for reference.

Capital expenditures

FY	Major expenditures		JPY billion
2023	Japan	Capital expenditures , etc.	1.3
Q1	Americas	Capital expenditures for Blommer, etc.	0.5
	Americas	Construction of Harald's No.2 plant, etc.	0.4
Total			3.6

Dividend history

Dividend Policy	
·Payout ratio 30% to 40%	
·Stable, consistent dividends	

FY	Dividend per share (Unit : JPY)			Payout ratio
	1st half	2nd half	total	
2015	17	18	35	32.6%
2016	22	22	44	31.2%
2017	23	25	48	30.0%
2018	25	25	50	37.1%
2019	27	29	56	29.4%
2020	26	26	52	40.6%
2021	26	26	52	38.9%
2022	26	26	52	73.0%
2023 Forecast	26	26	52	28.0%

3-1 : FY2023 Consolidated Financial Forecast

In the first half of FY2023, we plan Net sales 265.0 billion yen, Operating profit 6.0 billion yen, and Profit attributable to owners of parent 10.0 billion yen. The progress rate to the forecast for the first half of FY2023 is 49% for Net sales, 60% for Operating Profit, and 91% for Profit attributable to owners of parent.

To achieve the full-year plan, we will continue to optimize selling prices, reduce costs, and implement growth strategies.

(Unit : JPY billion)

	FY2023 Q1 Results	FY2023 1H Forecast	FY2023 1H Progress Rate	FY2023 Forecast	FY2023 Progress Rate
Net Sales	131.1	265.0	49%	550.0	24%
Operating profit	3.6	6.0	60%	16.5	22%
Ordinary profit	3.3	5.0	65%	15.0	22%
Profit attributable to owners of parent	9.1	10.0	91%	16.0	57%

3-2 : FY2023 Forecast (by region, division)

Net sales

(Unit: JPY million)

	FY	Japan		Americas		SE Asia		China		Europe		Consolidated Total	
		YOY		YOY		YOY		YOY		YOY		YOY	
Vegetable Oils and Fats	2023 Forecast	56,700	+268	64,400	(14,817)	29,700	(1,158)	3,100	(274)	29,600	(3,964)	183,500	(19,948)
	2022 Results	56,432	+13,045	79,217	+35,378	30,858	+9,876	3,374	+380	33,564	+9,792	203,448	+68,471
	2021 Results	43,387	-	43,839	-	20,982	-	2,994	-	23,772	-	134,976	-
Industrial Chocolate	2023 Forecast	44,600	+2,352	155,800	+2,476	19,800	+1,632	7,100	(367)	7,900	+596	235,200	+6,687
	2022 Results	42,248	+2,711	153,324	+31,091	18,168	+5,628	7,467	+1,075	7,304	+2,470	228,513	+42,973
	2021 Results	39,537	-	122,233	-	12,540	-	6,392	-	4,834	-	185,540	-
Emulsified and Fermented Ingredients	2023 Forecast	58,700	+1,003	-	-	17,600	+1,529	19,000	+1,605	-	-	95,300	+4,136
	2022 Results	57,697	+6,405	-	-	16,071	+4,090	17,395	+1,523	-	-	91,164	+12,017
	2021 Results	51,292	-	-	-	11,981	-	15,872	-	-	-	79,146	-
Soy-based Ingredients	2023 Forecast	34,800	+1,552	-	-	-	-	1,100	+65	100	+100	36,000	+1,716
	2022 Results	33,248	+933	-	-	-	-	1,035	(817)	-	-	34,284	+116
	2021 Results	32,315	-	-	-	-	-	1,852	-	-	-	34,167	-
Net sales Total	2023 Forecast	194,800	+5,173	220,200	(12,342)	67,100	+2,003	30,300	+1,027	37,600	(3,269)	550,000	(7,410)
	2022 Results	189,627	+23,094	232,542	+66,469	65,097	+19,593	29,273	+2,162	40,869	+12,262	557,410	+123,579
	2021 Results	166,533	-	166,073	-	45,504	-	27,111	-	28,607	-	433,831	-

* Net sales above is sales to outside customers.

Operating profit

	FY	Japan		Americas		SE Asia		China		Europe		Consolidated adjustment		Group administrative expenses		Consolidated Total	
		YOY		YOY		YOY		YOY		YOY		YOY		YOY		YOY	
Vegetable Oils and Fats	2023 Forecast	3,829	(121)	2,048	+2,986	1,623	(1,336)	(227)	(40)	1,231	(152)	28	+173	-	-	8,532	+1,511
	2022 Results	3,950	+144	(938)	(1,271)	2,959	+839	(187)	(198)	1,383	+147	(145)	(38)	-	-	7,021	(380)
	2021 Results	3,806	-	333	-	2,120	-	11	-	1,236	-	(107)	-	-	-	7,401	-
Industrial Chocolate	2023 Forecast	5,312	(317)	1,292	+3,318	1,392	+510	(96)	(134)	309	(66)	29	(44)	-	-	8,238	+3,265
	2022 Results	5,629	(696)	(2,026)	(2,270)	882	+231	38	(97)	375	+201	73	+56	-	-	4,973	(2,574)
	2021 Results	6,325	-	244	-	651	-	135	-	174	-	17	-	-	-	7,548	-
Emulsified and Fermented Ingredients	2023 Forecast	2,023	(140)	-	-	215	+647	786	+971	-	-	33	+87	-	-	3,058	+1,568
	2022 Results	2,163	+369	-	-	(432)	+432	(185)	(715)	-	-	(54)	(211)	-	-	1,490	(126)
	2021 Results	1,794	-	-	-	(864)	-	530	-	-	-	157	-	-	-	1,617	-
Soy-based Ingredients	2023 Forecast	1,330	(16)	-	-	-	-	380	+96	(724)	(348)	40	+18	-	-	1,026	(251)
	2022 Results	1,346	(703)	-	-	-	-	284	(33)	(376)	(80)	22	(56)	-	-	1,277	(872)
	2021 Results	2,049	-	-	-	-	-	317	-	(296)	-	78	-	-	-	2,149	-
Consolidated adjustment	2023 Forecast	-	(158)	-	+8	-	+52	-	(16)	-	+133	-	+10	-	-	-	+30
	2022 Results	158	+8	(8)	(15)	(52)	(47)	16	+13	(133)	(120)	(10)	+153	-	-	(30)	(10)
	2021 Results	150	-	7	-	(5)	-	3	-	(13)	-	(163)	-	-	-	(20)	-
Group administrative expenses	2023 Forecast	-	-	-	-	-	-	-	-	-	-	-	-	(4,355)	(563)	(4,355)	(563)
	2022 Results	-	-	-	-	-	-	-	-	-	-	-	-	(3,792)	(103)	(3,792)	(103)
	2021 Results	-	-	-	-	-	-	-	-	-	-	-	-	(3,688)	-	(3,688)	-
Operating profit Total	2023 Forecast	12,494	(753)	3,341	+6,314	3,230	(126)	842	+875	817	(431)	130	+244	(4,355)	(563)	16,500	+5,560
	2022 Results	13,247	(880)	(2,973)	(3,557)	3,356	+1,454	(33)	(1,032)	1,248	+147	(114)	(96)	(3,792)	(103)	10,940	(4,068)
	2021 Results	14,127	-	584	-	1,902	-	999	-	1,101	-	(18)	-	(3,688)	-	15,008	-