



"The Natural Power of Plants"

The Nisshin Oillio Group, Ltd.

First Quarter of FY2024

Supplementary Materials

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1. Summary of Financial Results

1-1. Summary for First Quarter FY2024

(Million yen)

	First Quarter FY2024	First Quarter FY2023	YoY Change	YoY Change (%)
Net sales	128,488	128,740	(252)	99.8
Percentage of overseas sales	23.5%	18.3%	—	—
Operating profit	5,738	6,334	(595)	90.6
Operating profit to net sales	4.5%	4.9%	—	—
Ordinary profit	5,137	6,554	(1,417)	78.4
Profit attributable to owners of parent	5,125	5,037	+88	101.8

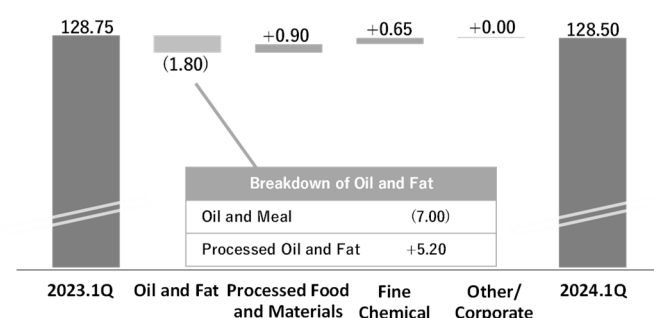
1-2. Results by Business Segment

(Million yen)

	First Quarter FY2024	First Quarter FY2023	YoY Change	YoY Change (%)
Net sales	128,488	128,740	(252)	99.8
Oil and Fat	104,658	106,465	(1,807)	98.3
Oil and Meal	77,060	84,046	(6,986)	91.7
Processed Oil and Fat	27,598	22,418	+5,179	123.1
Processed Food and Materials	17,905	17,010	+895	105.3
Fine Chemical	5,282	4,643	+638	113.7
Other/Adjustments	641	621	+20	103.3
Operating profit	5,738	6,334	(595)	90.6
Oil and Fat	4,587	5,896	(1,308)	77.8
Oil and Meal	2,784	4,842	(2,057)	57.5
Processed Oil and Fat	1,803	1,053	+749	171.1
Processed Food and Materials	768	194	+574	394.6
Fine Chemical	499	312	+187	159.8
Other/Adjustments	(117)	(69)	(47)	—

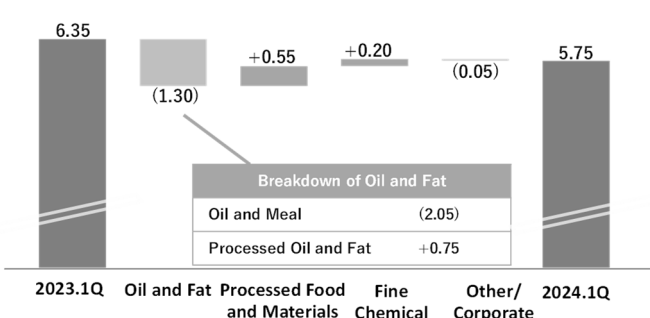
1-3. Segment Information: Factors Impacting Net Sales and Operating Profit (Year on Year)

Changes in net sales



Changes in operating profit

(Billion yen)



< Factors impacting net sales >

- Oil and Fat
 - Decrease in unit sales prices of general-purpose products and meal for domestic oil and fat (↓)
 - Increase in sales volume of commercial-use products and meal (↑)
 - Decrease in sales volume of products for processing-use and household-use (↓)
 - Increase in sales volume and unit sales prices of overseas processed oil and fat (↑)
 - Increase in sales volume of domestic processed oil and fat (↑)
- Processed Food and Materials
 - Increase in unit sales prices of chocolate products (↑)
 - Decrease in sales volume of soybean foods/materials (↓)
- Fine Chemical
 - Increase in sales volume and unit sales prices of raw materials for cosmetics (↑)

< Factors impacting operating profit >

- Oil and Fat
 - Increase in costs for olive oil (↓)
 - Deterioration of gross profit per unit of domestic oil and fat and higher logistics costs (↓)
 - Increase in earnings on mark-to-market valuation of palm oil transactions (↑)
 - Increase in sales volume of overseas processed oil and fat (↑)
 - Increase in sales volume and higher gross profit per unit of domestic processed oil and fat (↑)
- Processed Food and Materials
 - Improved gross profit per unit due to higher unit sales prices of chocolate products (↑)
 - Sales of functional materials and foods at appropriate prices (↑)
- Fine Chemical
 - Increase in sales volume of raw materials for cosmetics (↑)

1-4. Segment Information Details

Oil and Meal (Included in Oil and Fat)

(Million yen; Changes: YoY)

	Net Sales		Changes in Operating Profit	Remarks
	Results	Changes		
Domestic oil and fat	46,289	(4,926)	(2,022)	<ul style="list-style-type: none"> Despite factors that increased sales including higher sales volumes of commercial-use products and meal, net sales decreased due to lower unit sales prices. In addition to deterioration of the gross profit per unit for general-purpose products and effects from higher costs for olive oil, logistics costs also increased, and as a result, profits were down.
Commercial-use and processing-use	28,919	(3,734)		
Household-use	17,369	(1,192)		
Meal	22,484	(2,511)		
Subsidiaries	20,307	+271	(75)	
Consolidation adjustment and others	(12,021)	+179	+39	
Oil and meal total	77,060	(6,986)	(2,057)	

Supplement: Value-added products in domestic oil and fat

Sales composition ratio	YoY change in net sales
21%	+1,473

Supplement: Breakdown of Changes in Operating Profit in Domestic Oil and Fat

(Billion yen)

	Changes	Main Factors
Sales volume factors	+0.25	Commercial-use and processing-use [+0.20], household-use [+0.05]
Unit sales price factors	(5.55)	Commercial-use and processing-use [(4.75)], household-use [(0.80)]
Cost factors	+3.70	
Soybean	+1.30	C&F [+5.55], foreign exchange [(2.40)], meal sales [(1.85)]
Rapeseed	+2.45	C&F [+5.50], foreign exchange [(1.80)], meal sales [(1.25)]
Other products & manufacturing costs	(0.05)	
SG&A expenses and others	(0.40)	
Total	(2.00)	

Processed Oil and Fat (Included in Oil and Fat)

(Million yen; Changes: YoY)

	Net Sales		Changes in Operating Profit	Remarks
	Results	Changes		
Overseas processed oil and fat	28,672	+5,636	+583	<ul style="list-style-type: none"> In addition to higher sales volume and higher unit sales prices, there were also effects from currency conversion, and sales increased. Profits increased due to higher sales volumes and higher mark-to-market valuation of palm oil transactions (as of June 30, 2024: +0.60 billion yen; as of June 30, 2023: +0.25 billion yen).
Europe	11,007	+1,493		
Asia	15,818	+3,761		
Other regions	1,847	+381		
Domestic processed oil and fat	3,815	+189	+175	Net sales and profits increased due to higher sales volume and sales at appropriate prices.
Consolidation adjustment and others	(4,889)	(646)	(9)	
Processed oil and fat total	27,598	+5,179	+749	

Supplement: Percentage change in sales volume of overseas processed oil and fat

	YoY changes
Overseas processed oil and fat	+12%
Europe	+13%
Asia	+12%
Other regions	+15%

Supplement: Specialty fats centered on oil and fat for chocolate in overseas processed oil and fat

Sales composition ratio	Change in sales volume YoY
38%	+11%

Supplement: Breakdown of Changes in Operating Profit in ISF (Malaysia)

(Billion yen)

	Changes	Main Factors
Sales volume factors	+0.30	Specialty fats [+0.00], other products [+0.30]
Unit sales price factors	+1.00	Specialty fats [+0.20], other products [+0.80]
Cost factors	(1.10)	
Raw material costs	(1.15)	
Manufacturing costs and others	+0.05	
SG&A expenses and others	+0.05	
Mark-to-market valuation of palm oil transactions	+0.35	As of June 30, 2024: +0.60 billion yen; as of June 30, 2023: +0.25 billion yen
Total	+0.60	

Processed Food and Materials

(Million yen; Changes: YoY)

	Net Sales		Changes in Operating Profit	Remarks
	Results	Changes		
Chocolate	9,685	+1,302	+297	Despite higher raw materials costs, net sales and profits increased due to revisions to sales prices and other factors.
Seasoning	1,368	+52	+71	Net sales and profits increased due to the launching of new salad dressing products.
Functional materials and foods	2,372	(13)	+145	<ul style="list-style-type: none"> · Net sales decreased due to lower unit sales prices in conjunction with lower raw material prices for MCT products. · Profits increased due to sales at appropriate prices.
MCT	1,832	(89)		
Soybean materials and foods	5,495	(261)	+60	Net sales decreased as a result of lower sales volume of meal used for manufacturing soy sauce. Profits increased due to higher gross profit per unit.
Consolidation adjustment and others	(1,016)	(183)	(2)	
Processed food and materials total	17,905	+895	+574	

Fine Chemical

(Million yen; Changes: YoY)

	Net Sales		Changes in Operating Profit	Remarks
	Results	Changes		
Fine chemical products	4,628	+708	+174	Net sales and profits increased due to higher sales volumes in Japan and overseas.
Environment and hygiene-related products	1,457	(134)	(5)	
Consolidation adjustment and others	(803)	+64	+18	
Fine chemical total	5,282	+638	+187	

Supplement: Raw materials for cosmetics

Net Sales	YoY change
3,054	+846

Note: Net sales of raw materials for cosmetics are included in the net sales of fine chemical products.

Key exchange rates (Average rate during period)

	JPY/USD	JPY/EUR	JPY/MYR	JPY/CNY	JPY/IDR
First Quarter FY2023	137.49	149.58	30.38	19.56	0.0092
First Quarter FY2024	155.85	167.85	32.96	21.47	0.0097

2. Earnings Forecast for FY2024

2-1. Earnings Forecast

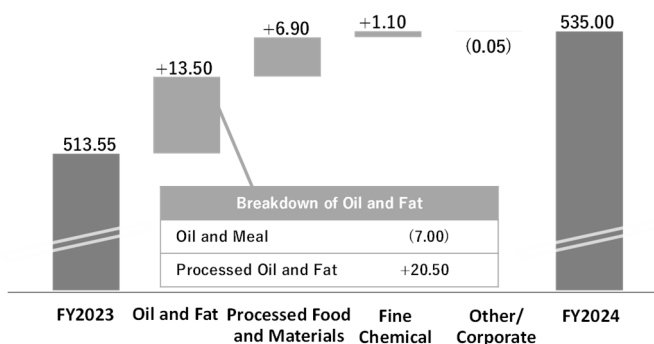
	(Million yen)				
	FY2024 Forecast	FY2023 Results	YoY Change	YoY Change (%)	Reference: May 2024 disclosure
Net sales	535,000	513,541	+21,458	104.2	535,000
Operating profit	21,000	20,840	+159	100.8	21,000
Ordinary profit	20,000	20,033	(33)	99.8	20,000
Profit attributable to owners of parent	14,500	15,148	(648)	95.7	14,500

2-2. Forecast by Business Segment

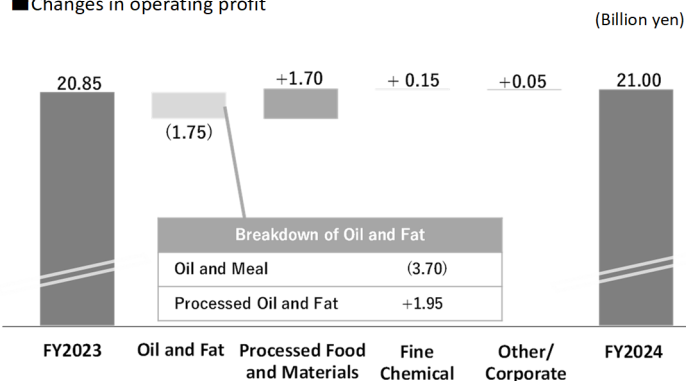
	(Million yen)				
	FY2024 Forecast	FY2023 Results	YoY Change	YoY Change (%)	Reference: May 2024 disclosure
Net sales	535,000	513,541	+21,458	104.2	535,000
Oil and Fat	435,500	421,973	+13,526	103.2	435,500
Oil and Meal	311,000	317,995	(6,995)	97.8	311,000
Processed Oil and Fat	124,500	103,978	+20,521	119.7	124,500
Processed Food and Materials	77,000	70,129	+6,870	109.8	77,000
Fine Chemical	20,000	18,884	+1,115	105.9	20,000
Other/Adjustments	2,500	2,553	(53)	97.9	2,500
Operating profit	21,000	20,840	+159	100.8	21,000
Oil and Fat	17,250	18,981	(1,731)	90.9	17,500
Oil and Meal	10,800	14,478	(3,678)	74.6	11,250
Processed Oil and Fat	6,450	4,503	+1,946	143.2	6,250
Processed Food and Materials	2,700	990	+1,709	272.5	2,700
Fine Chemical	1,350	1,208	+141	111.7	1,100
Other/Adjustments	(300)	(340)	+40	—	(300)

2-3. Segment Information: Factors Impacting Net Sales and Operating Profit (Year on Year)

■ Changes in net sales



■ Changes in operating profit



< Factors impacting net sales >

■ Oil and Fat

- Increase in sales volume of domestic oil and fat (↑)
- Decrease in unit sales prices of commercial-use and processing-use oil and fat (↓)
- Decrease in unit sales price of meal due to decline in meal market prices (↓)
- Increase in unit sales prices of household-use products centered on value-added products (↑)
- Increase in unit sales prices of overseas processed oil and fat (↑)

■ Processed Food and Materials

- Increase in sales volume and unit sales prices of chocolate products (↑)
- Increase in sales volume of seasonings and MCT products (↑)

■ Fine Chemical

- Increase in sales volume of raw materials for cosmetics in Japan (↑)

< Factors impacting operating profit >

■ Oil and Fat

- Higher costs for olive oil (↓)
- Deterioration of gross profit per unit of domestic oil and fat and higher logistics costs (↓)
- Increase in gross profit per unit of overseas processed oil and fat (↑)
- Impact of mark-to-market valuation gains on palm oil transactions (↑)

■ Processed Food and Materials

- Higher sales volume and improvement in gross profit per unit of chocolate products (↑)
- Higher sales volume and sales at appropriate prices of seasonings and MCT products (↑)

■ Fine Chemical

- Higher sales volume of raw materials for cosmetics and sales at appropriate prices (↑)

2-4. Segment Information Details

Oil and Meal (Included in Oil and Fat)

(Million yen; Changes: YoY)

	Net Sales		Changes in Operating Profit	Remarks
	Forecast	Changes		
Domestic oil and fat	194,775	+1,998	(3,371)	<ul style="list-style-type: none"> Despite factors that increase sales including higher sales volumes of domestic oil and fat and meal, net sales will decrease due to lower unit sales prices. In addition to deterioration of gross profit per unit for general-purpose products and effects from higher costs for olive oil, logistics costs will also increase, leading to a decrease in profits.
Commercial-use and processing-use	117,876	(4,067)		
Household-use	76,899	+6,066		
Meal	88,358	(6,344)		
Subsidiaries	89,163	+11,605	(256)	
Consolidation adjustment and others	(61,297)	(14,255)	(50)	
Oil and meal total	311,000	(6,995)	(3,678)	

Supplement: Value-added products in domestic oil and fat

Sales composition ratio	YoY change in net sales
21%	+4,677

Supplement: Breakdown of Changes in Operating Profit in Domestic Oil and Fat

(Billion yen)

	Changes	Main Factors
Sales volume factors	+1.70	Commercial-use and processing-use [+1.25], household-use [+0.45]
Unit sales price factors	(6.05)	Commercial-use and processing-use [(7.50)], household-use [+1.45]
Cost factors	+3.15	
Soybean	+1.20	C&F [+13.05], foreign exchange [(7.00)], meal sales [(4.85)]
Rapeseed	+3.40	C&F [+12.80], foreign exchange [(5.65)], meal sales [(3.75)]
Other products & manufacturing costs	(1.45)	Rising cost of olive oil and other factors
SG&A expenses and others	(2.15)	
Total	(3.35)	

Processed Oil and Fat (Included in Oil and Fat)

(Million yen; Changes: YoY)

	Net Sales		Changes in Operating Profit	Remarks
	Forecast	Changes		
Overseas processed oil and fat	127,042	+18,013	+1,969	<ul style="list-style-type: none"> Net sales will increase due to increases in sales volume and unit sales prices, mainly of oil and fat for chocolate. Profits will increase due to higher gross profit per unit resulting from higher unit sales prices, as well as the impact of mark-to-market valuation gains/losses on palm oil transactions (FY2024: 0.0 billion yen; FY2023: -0.8 billion yen)
Europe	51,620	+5,292		
Asia	70,108	+14,878		
Other regions	5,313	(2,157)		
Domestic processed oil and fat	14,884	+116	(36)	
Consolidation adjustment and others	(17,427)	+2,391	+13	
Processed oil and fat total	124,500	+20,521	+1,946	

Supplement: Percentage change in sales volume of overseas processed oil and fat segment

	YoY changes
Overseas processed oil and fat	+3%
Europe	+2%
Asia	+4%
Other regions	(7)%

Supplement: Specialty fats centered on oil and fat for chocolate in overseas processed oil and fat

Sales composition ratio	YoY change in sales volume
44%	+15%

Supplement: Breakdown of Changes in Operating Profit in ISF (Malaysia)

(Billion yen)

	Changes	Main Factors
Sales volume factors	(0.15)	Specialty fats [+0.60], other products [(0.75)]
Unit sales price factors	+13.30	Specialty fats [+1.35], other products [+11.95]
Cost factors	(12.35)	
Raw material costs	(12.05)	
Manufacturing costs and others	(0.30)	
SG&A expenses and others	+0.35	
Mark-to-market valuation of palm oil transactions	+0.80	FY2024: 0.0 billion yen; FY2023: (0.80) billion yen
Total	+1.95	

Processed Food and Materials

(Million yen; Changes: YoY)

	Net Sales		Changes in Operating Profit	Remarks
	Forecast	Changes		
Chocolate	48,539	+10,809	+121	Net sales and profits will increase due to higher sales volumes and unit sales prices.
Seasoning	5,721	+870	+211	Net sales and profits will increase due to the launching of new salad dressing products.
Functional materials and foods	10,252	+1,081	+1,156	Net sales and profits will increase due to higher sales volume of MCT products and sales at appropriate prices.
MCT	8,071	+916		
Soybean materials and foods	16,841	(5,774)	+210	Net sales will decrease as a result of lower sales volume of meal used for manufacturing soy sauce. Profits will increase due to higher gross profit per unit.
Consolidation adjustment and others	(4,354)	(117)	+11	
Processed food and materials total	77,000	+6,870	+1,709	

Fine Chemical

(Million yen; Changes: YoY)

	Net Sales		Changes in Operating Profit	Remarks
	Forecast	Changes		
Fine chemical products	17,082	+1,598	+146	Net sales and profits will increase due to higher sales volume and sales at appropriate prices.
Environment and hygiene-related products	6,547	+151	(7)	
Consolidation adjustment and others	(3,629)	(635)	+2	
Fine chemical total	20,000	+1,115	+141	

Supplement: Raw materials for cosmetics

Net Sales	YoY change
11,280	+1,469

Note: Net sales of raw materials for cosmetics are included in the net sales of fine chemical products.

Key exchange rates (Average rate during period)

	JPY/USD	JPY/EUR	JPY/MYR	JPY/CNY	JPY/IDR
FY2023	144.59	156.75	31.15	20.13	0.0094
FY2024	156.64	168.87	33.18	21.57	0.0097

■ Chicago Soybean Market



Source: Bloomberg

■ ICE Rapeseed Market



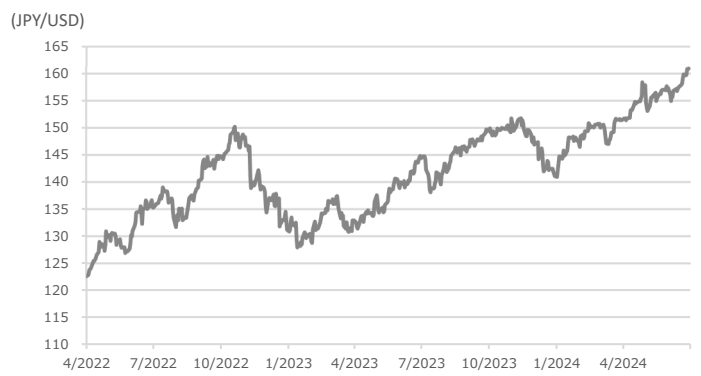
Source: Bloomberg

■ Crude Palm Oil Market



Source: Bloomberg

■ Exchange Rates (JPY/USD)



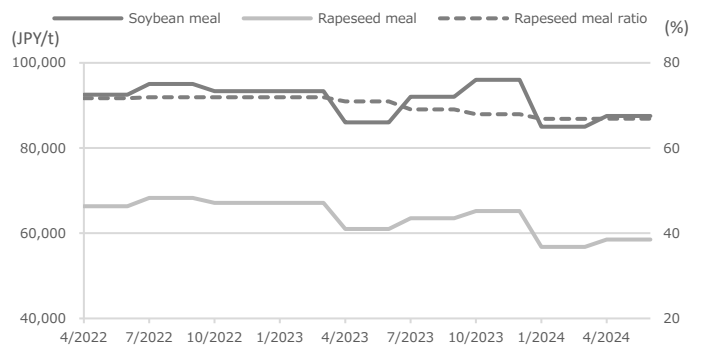
Source: Bloomberg

■ Meal Value Trends



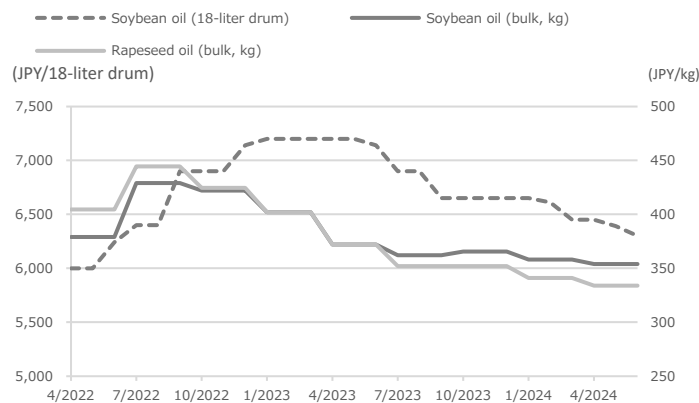
Source: Bloomberg

■ Average Market Price in the Meal Industry



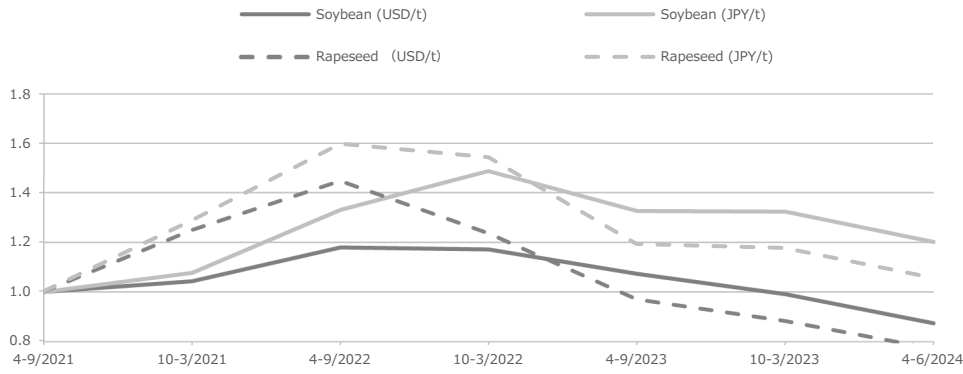
Source: Yushitokuho

■ Nikkei Market Price Trends

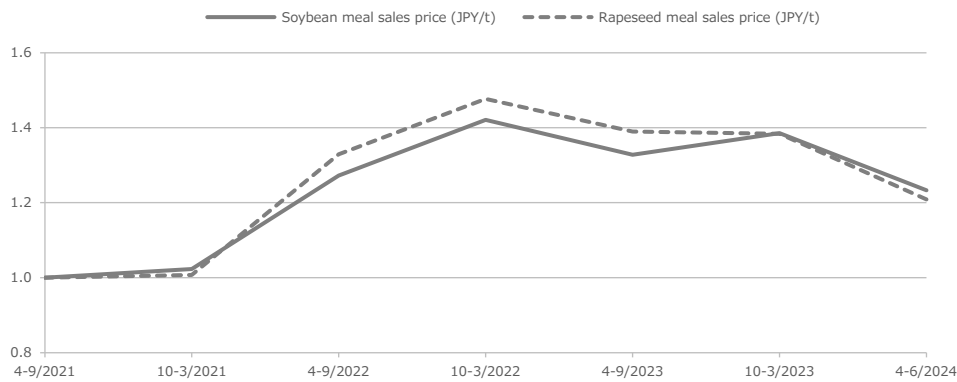


Source: The Nikkei

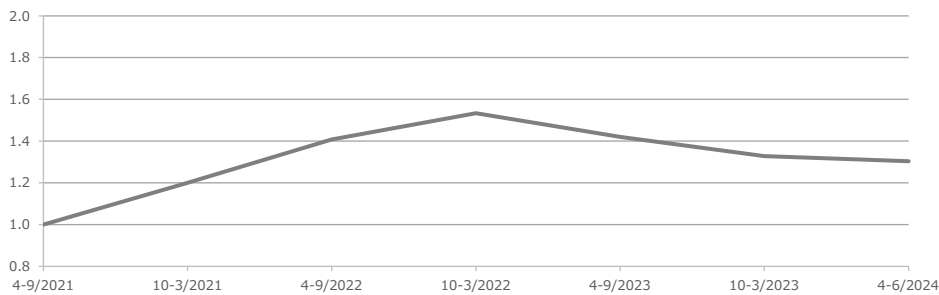
■ Raw Materials (Soybeans and Rapeseed)



■ Meal (Soybeans and Rapeseed)



■ Sales Prices for Main Oil and Fat Products (weighted average, excluding "Gift" products)



Note: Indexed with April–September 2021 result set as 1.0
Source: The Nisshin OilIIO Group, Ltd.