

The Nisshin OilliO Group, Ltd.

TSE: 2602

H1 FY2025

Financial Results Briefing

November 14, 2025

Highlights of Financial Results for H1 FY2025 and Full-Year Earnings Forecast for FY2025

Financial Results for H1 FY2025

- **Consolidated net sales increased YoY to ¥269.9 billion, whereas consolidated operating profit decreased YoY to ¥6.9 billion.**
 - Global Oil & Fat and Processed Oil & Fat posted higher sales YoY due to higher sales volumes and higher unit sales prices amid higher market prices of palm oil. However, the segment posted lower profits YoY due to lower gross profit per unit, coupled with the impact of mark-to-market valuation losses of palm oil transactions.
 - Oil, Fat & Meal posted lower sales YoY due to lower sales volumes of household-use products and lower unit sales prices of meal. The latter factor was a result of a drop in international market prices, driven by a decrease in meal value against the backdrop of lower soybean market prices and higher demand for biodiesel. The category also posted lower profits YoY due to higher oil & fat costs and lower gross profit per unit resulting from delays in sales price revisions, coupled with higher SG&A expenses.
 - Processed Food & Materials posted higher sales and profits YoY mainly due to higher unit sales prices of chocolate products.

Full-Year Earnings Forecast for FY2025

- **We revised the consolidated earnings forecast—net sales to ¥540.0 billion and operating profit to ¥15.0 billion.**
 - We expect consolidated net sales to increase YoY due to higher sales volumes and unit sales prices mainly in Global Oil & Fat and Processed Oil & Fat, coupled with higher unit sales prices of chocolate products.
 - We expect consolidated operating profit to decrease YoY due to lower gross profit per unit of domestic oil and fat and chocolate products.
 - ✓ Global Oil & Fat and Processed Oil & Fat will show higher profits YoY due to higher gross profit per unit and higher sales volumes of confectionery fats.
 - ✓ Domestic Oil & Fat will experience lower profits YoY due to lower sales volumes of household-use products and rising oil & fat costs, as well as higher SG&A expenses.
 - ✓ Processed Food & Materials will experience lower profits YoY due to lower sales volumes and higher costs of chocolate products.

Value UpX

01

Summary of H1 FY2025 Financial Results

Financial Results for H1 FY2025

(Billion yen)

	H1 FY2025	H1 FY2024	YoY change (Amount)	YoY change (Percentage)
Net sales	269.9	261.1	+8.7	103.4%
Operating profit	6.9	10.3	(3.3)	67.4%
Operating profit margin	2.6%	4.0%	–	
Ordinary profit	5.9	8.9	(2.9)	67.0%
Profit attributable to owners of parent	18.5	7.5	+10.9	246.1%

Results by Business Segment for H1 FY2025 (Net Sales and Operating Profit)

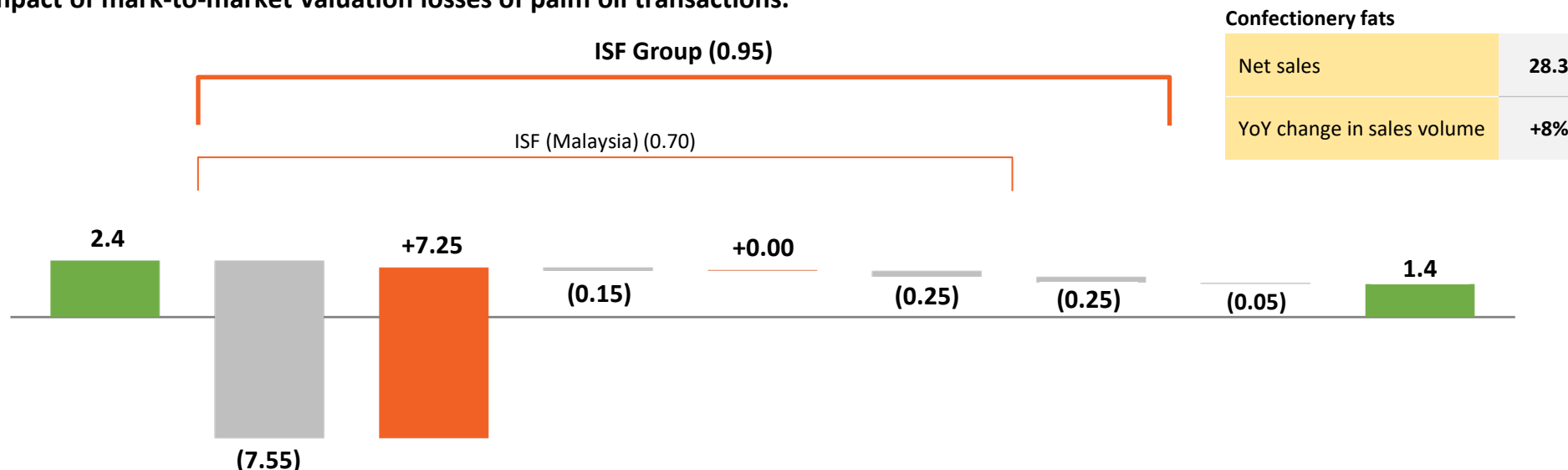
	(Billion yen)			
	H1 FY2025	H1 FY2024	YoY change (Amount)	YoY change (Percentage)
Net sales	269.9	261.1	+8.7	103.4%
Global Oil & Fat and Processed Oil & Fat	65.5	54.3	+11.2	120.6%
Oil, Fat & Meal and Processed Food & Materials	191.5	194.2	(2.7)	98.6%
Oil, Fat & Meal	154.2	157.5	(3.2)	97.9%
Processed Food & Materials	37.2	36.7	+0.4	101.3%
Fine Chemical	7.6	7.2	+0.3	104.5%
Other/Adjustments	5.2	5.2	(0.0)	99.8%
Operating profit	6.9	10.3	(3.3)	67.4%
Global Oil & Fat and Processed Oil & Fat	1.4	2.4	(0.9)	59.6%
Oil, Fat & Meal and Processed Food & Materials	4.8	7.2	(2.3)	67.1%
Oil, Fat & Meal	2.7	5.8	(3.0)	47.8%
Processed Food & Materials	2.0	1.3	+0.6	147.5%
Fine Chemical	0.8	0.8	+0.0	101.9%
Other/Adjustments	(0.1)	(0.1)	(0.0)	—

Changes in Operating Profit by Business Segment for H1 FY2025

(Billion yen)

Global Oil & Fat and Processed Oil & Fat

- While there were transient high-margin transactions in the same period last year due to soaring cocoa market prices, none existed this term, leading to a decline in gross profit per unit, and eventually a decline in operating profit. It also declined partly due to the impact of mark-to-market valuation losses of palm oil transactions.



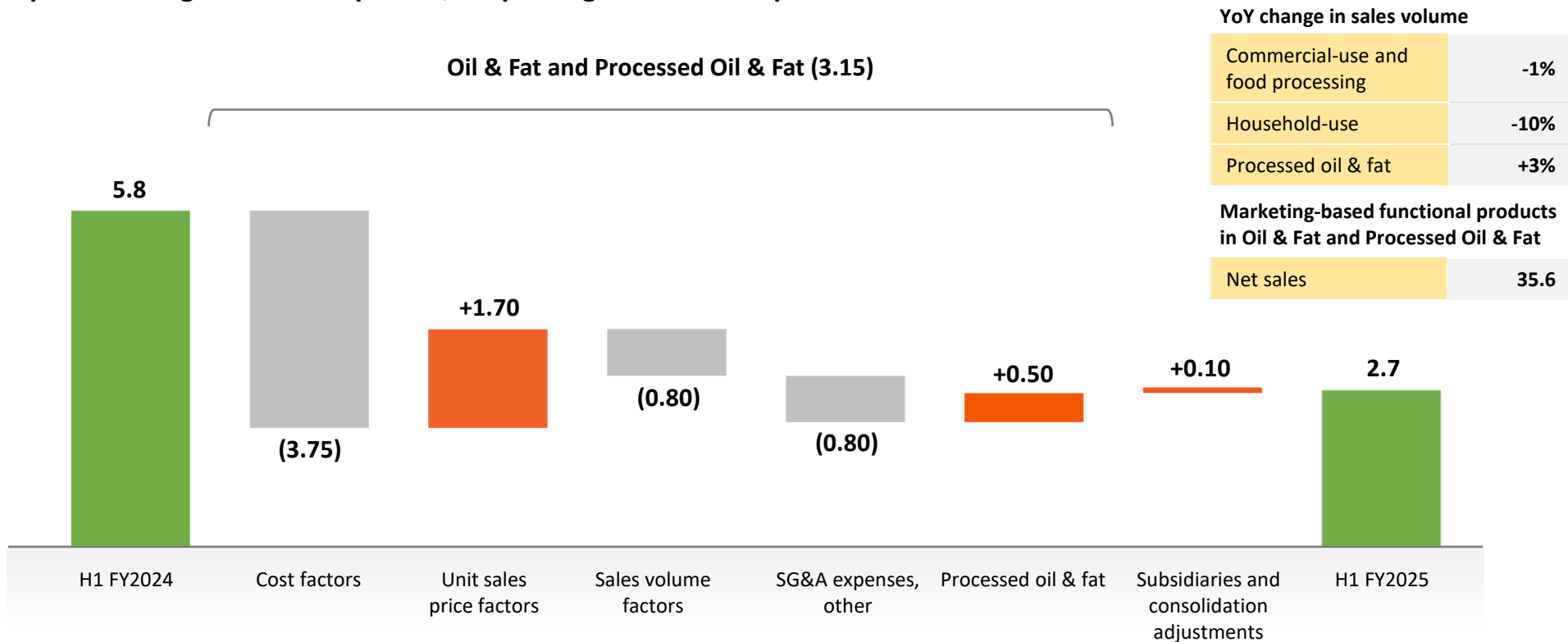
H1 FY2024	Cost factors	Unit sales price factors	Sales volume factors	SG&A expenses, other	Mark-to-market valuation of palm oil transactions	ISF Italy ISF Shanghai	Other subsidiary and consolidation adjustments	H1 FY2025
Breakdown of cost factors		Breakdown of unit sales price factors		Breakdown of sales volume factors		Mark-to-market valuation		
Raw materials costs	(8.50)	Confectionery fats	+3.25	Confectionery fats	+0.30	H1 FY2024	(0.90)	
Manufacturing costs, other	+0.95	Other	+4.00	Other	(0.45)	H1 FY2025	(1.15)	

Changes in Operating Profit by Business Segment for H1 FY2025

(Billion yen)

Oil, Fat & Meal

- Operating profit decreased YoY due to higher oil & fat costs and lower sales volumes of household-use products, coupled with higher SG&A expenses, despite higher unit sales prices.



Breakdown of cost factors

Soybean	+0.40 [C&F +6.10, foreign exchange +0.85, meal sales (6.55)]
Rapeseed	(3.35) [C&F (0.65), foreign exchange +0.20, meal sales (2.90)]
Other products & manufacturing costs	(0.80) [yield rate, energy costs, etc. (1.15), other +0.35]

Breakdown of unit sales price factors

Commercial-use and food processing	+1.55
Household-use	+0.15

Breakdown of sales volume factors

Commercial-use and food processing	(0.00)
Household-use	(0.80)

Changes in Operating Profit by Business Segment for H1 FY2025

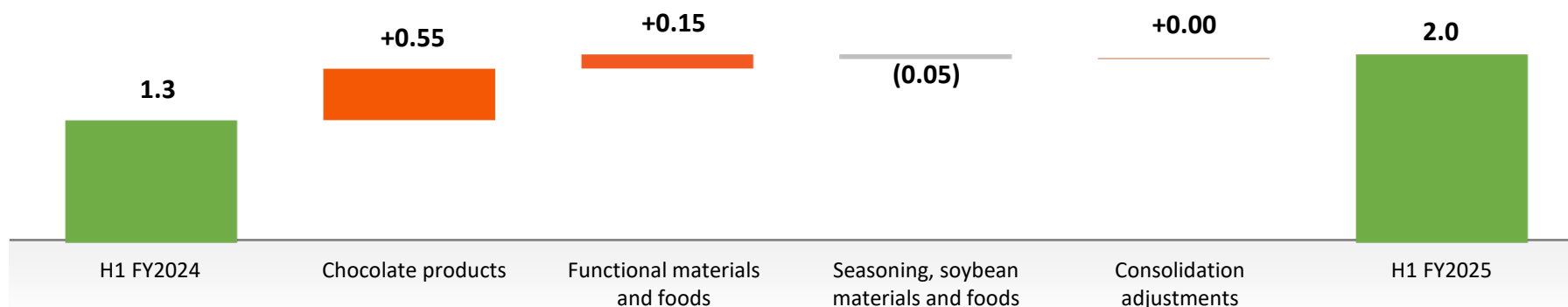
Processed Food & Materials

- Operating profit increased YoY due to higher gross profit per unit, driven by higher unit sales prices of chocolate products, as well as sales of MCT products at appropriate prices.

(Billion yen)

Net sales of MCT products

3.0 (+0.0 YoY)

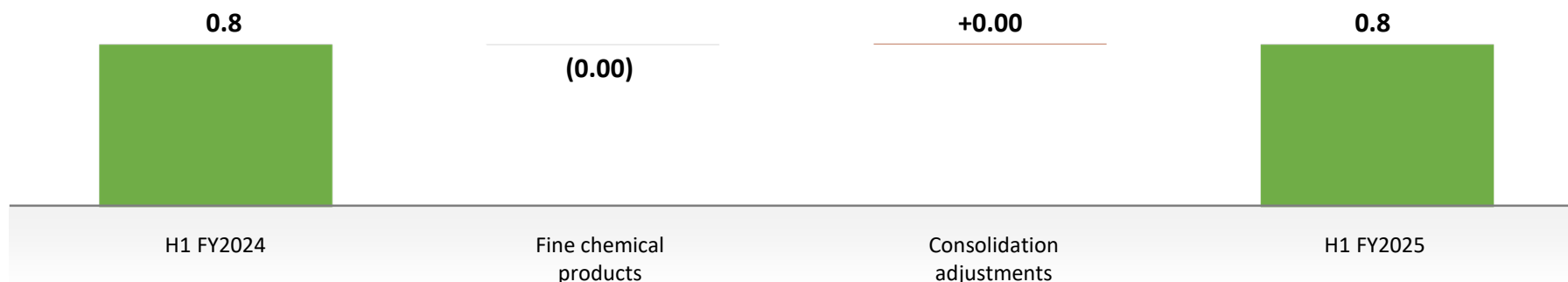


Fine Chemical

- Operating profit remained flat from the same period last year mainly due to higher manufacturing costs overseas, despite higher sales volumes of cosmetic ingredients in Japan.

Net sales of cosmetic ingredients

6.0 (+0.1 YoY)



Consolidated Balance Sheets and Cash Flows

(Billion yen)

Consolidated Balance Sheets

Item	End of September 2025	End of March 2025	Change
Total assets	429.9	388.2	+41.6
Current assets	252.0	228.6	+23.3
Non-current assets	177.8	159.5	+18.3
Total liabilities	217.5	190.1	+27.3
Interest-bearing liabilities	112.1	90.7	+21.3
Other liabilities	105.4	99.3	+6.0
Total net assets	212.4	198.0	+14.3

Item	End of September 2025	End of March 2025
Equity ratio	46.8%	48.2%
Net D/E ratio	0.42	0.39

Consolidated Cash Flows

Item	H1 FY2025	H1 FY2024	Change
Operating cash flows	(2.5)	+7.9	(10.4)
Depreciation	+5.6	+5.0	+0.5
Decrease (increase) in working capital	(9.0)	+2.9	(11.9)
Investing cash flows	(0.3)	(3.9)	+3.6
Financing cash flows	+12.1	(4.4)	+16.5

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02

Earnings Forecast for FY2025

Earnings Forecast for FY2025

(Billion yen)

	FY2025 forecast	FY2024 results	YoY change (Amount)	YoY change (Percentage)	Forecast disclosed in August 2025
Net sales	540.0	530.8	+9.1	101.7%	550.0
Operating profit	15.0	19.2	(4.2)	77.8%	21.0
Operating profit margin	2.8%	3.6%	—		
Ordinary profit	14.0	18.0	(4.0)	77.4%	19.5
Profit attributable to owners of parent	23.5	12.8	+10.6	182.9%	27.5
ROE	12.3%	7.0%	+5.3 pts	—	14.2%
ROIC	4.0%	4.6%	(0.6) pts	—	5.3%

Forecast by Business Segment for FY2025 (Net Sales and Operating Profit)

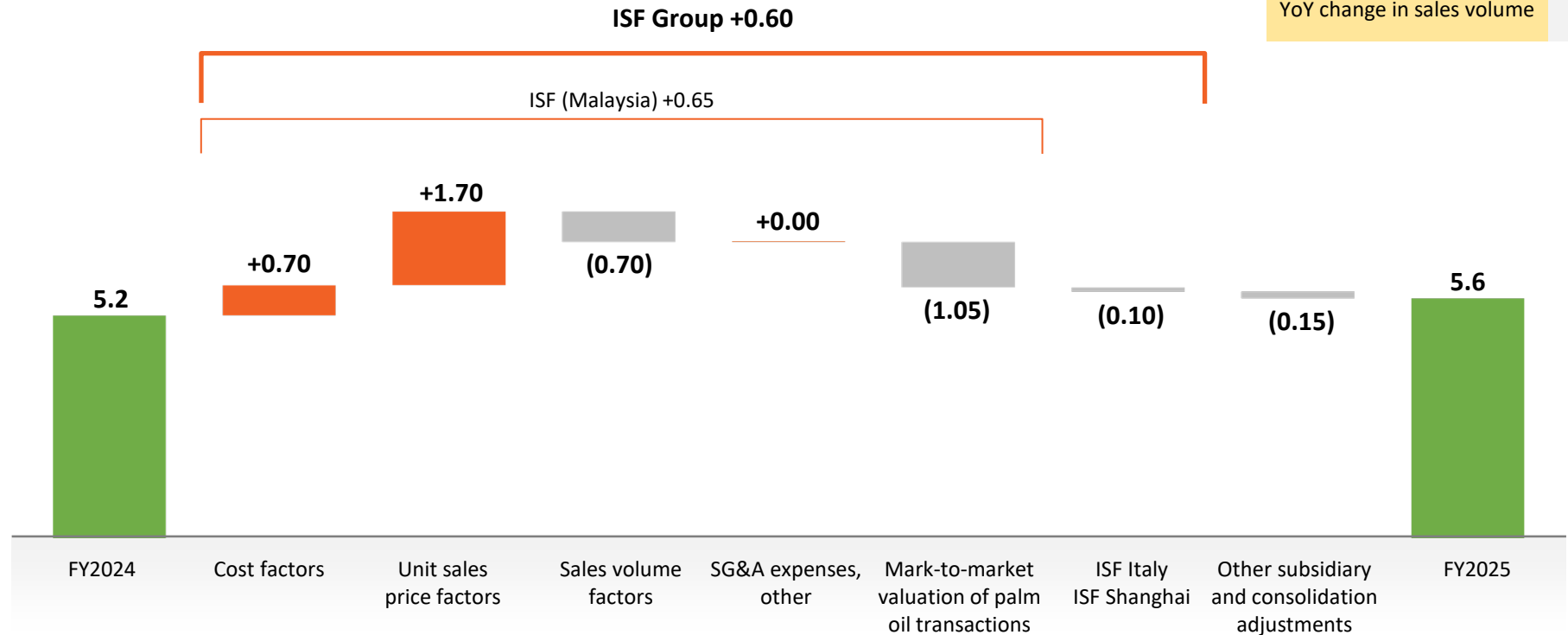
(Billion yen)

	FY2025 forecast	FY2024 results	YoY change (Amount)	YoY change (Percentage)	Forecast disclosed in August 2025
Net sales	540.0	530.8	+9.1	101.7%	550.0
Global Oil & Fat and Processed Oil & Fat	123.5	115.4	+8.0	107.0%	124.0
Oil, Fat & Meal and Processed Food & Materials	390.3	390.4	(0.1)	100.0%	399.5
Oil, Fat & Meal	308.4	312.6	(4.2)	98.6%	311.5
Processed Food & Materials	81.9	77.7	+4.1	105.3%	88.0
Fine Chemical	15.9	14.5	+1.3	109.3%	16.5
Other/Adjustments	10.3	10.5	(0.2)	98.0%	10.0
Operating profit	15.0	19.2	(4.2)	77.8%	21.0
Global Oil & Fat and Processed Oil & Fat	5.6	5.2	+0.4	107.9%	6.2
Oil, Fat & Meal and Processed Food & Materials	8.1	12.7	(4.6)	63.8%	13.5
Oil, Fat & Meal	5.3	8.1	(2.8)	65.3%	10.0
Processed Food & Materials	2.8	4.6	(1.8)	61.1%	3.5
Fine Chemical	1.6	1.5	+0.0	100.6%	1.5
Other/Adjustments	(0.4)	(0.3)	(0.0)	—	(0.3)

Changes in Operating Profit by Business Segment for FY2025

Global Oil & Fat and Processed Oil & Fat

- Operating profit is expected to increase YoY due to higher gross profit per unit and sales volumes of confectionery fats.



Confectionery fats

Net sales	62.8
YoY change in sales volume	+13%

Breakdown of cost factors

Raw materials costs	(0.35)
Manufacturing costs, other	+1.05

Breakdown of unit sales price factors

Confectionery fats	+0.60
Other	+1.10

Breakdown of sales volume factors

Confectionery fats	+0.45
Other	(1.15)

Mark-to-market valuation

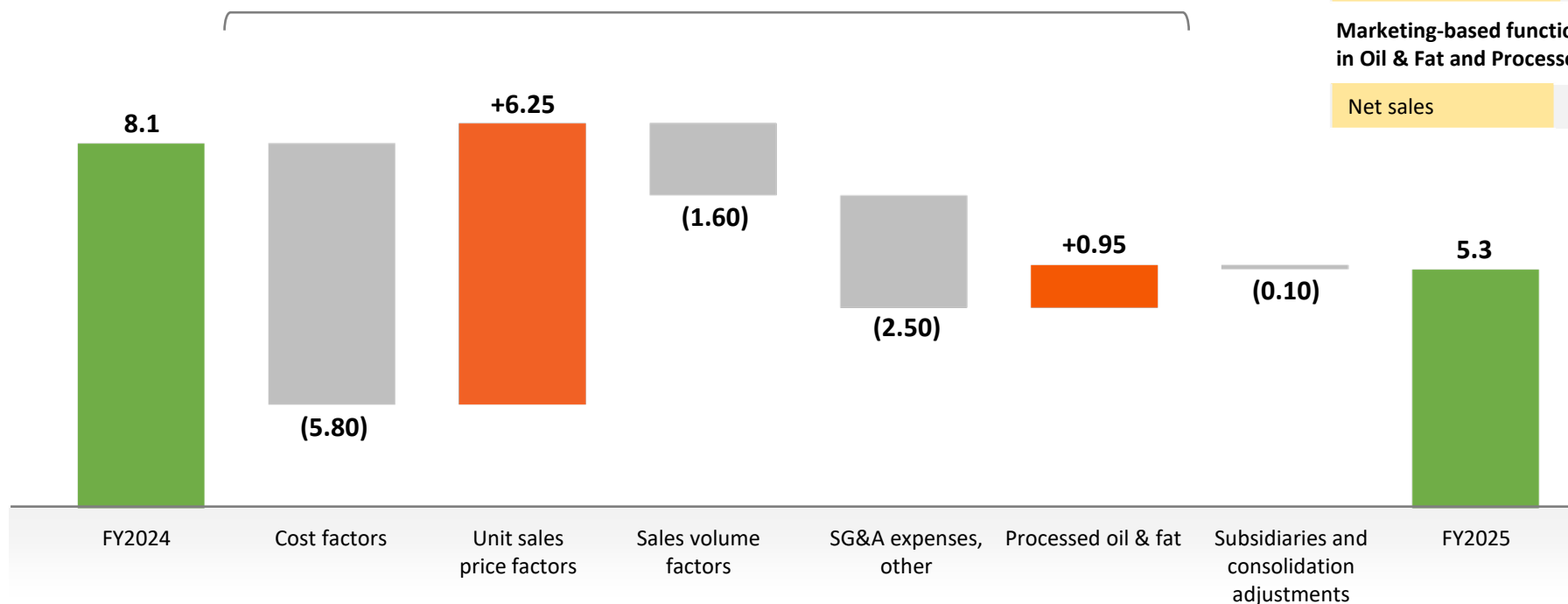
FY2024	+0.45
FY2025	(0.60)

Changes in Operating Profit by Business Segment for FY2025

Oil, Fat & Meal

- Operating profit is expected to decrease YoY due to rising oil & fat costs, lower sales volumes of household-use products, and higher SG&A expenses, despite higher unit sales prices.

Oil & Fat and Processed Oil & Fat (2.70)



YoY change in sales volume

Commercial-use and food processing	-1%
Household-use	-10%
Processed oil & fat	+1%

Marketing-based functional products in Oil & Fat and Processed Oil & Fat

Net sales	73.2
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Breakdown of cost factors

Soybean	(1.05) [C&F +8.05, foreign exchange +1.50, meal sales (10.60)]
Rapeseed	(6.30) [C&F (2.70), foreign exchange +1.25, meal sales (4.85)]
Other products & manufacturing costs	+1.55 [olive oil +2.45, yield rate, energy costs, etc. (1.50), other +0.60]

Breakdown of unit sales price factors

Commercial-use and food processing	+5.75
Household-use	+0.50

Breakdown of sales volume factors

Commercial-use and food processing	(0.15)
Household-use	(1.45)

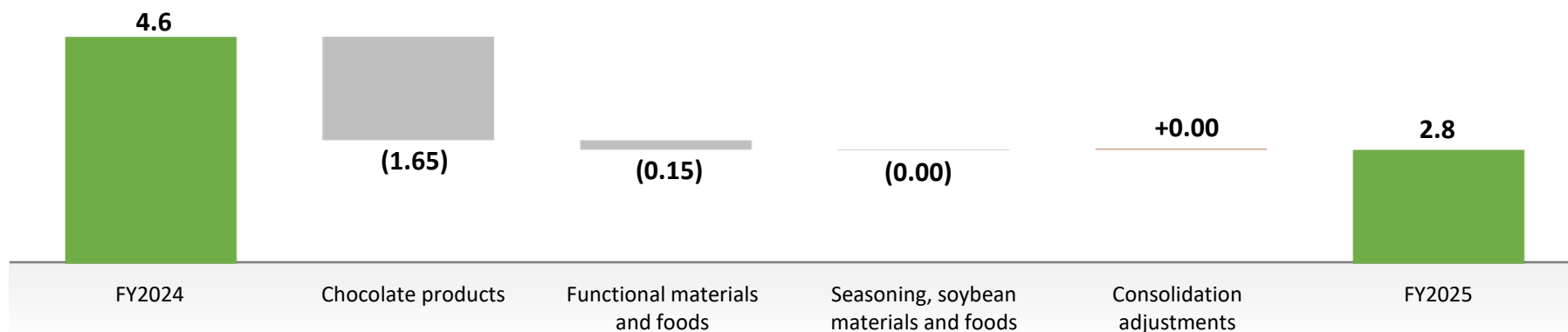
Changes in Operating Profit by Business Segment for FY2025

Processed Food & Materials

- Operating profit is expected to decrease YoY because of surging cocoa bean prices shrinking the chocolate products market, lower sales volumes of chocolate products following sales price revisions, and lower gross profit per unit resulting from higher costs.

Net sales of MCT products

6.2 (+0.3 YoY)

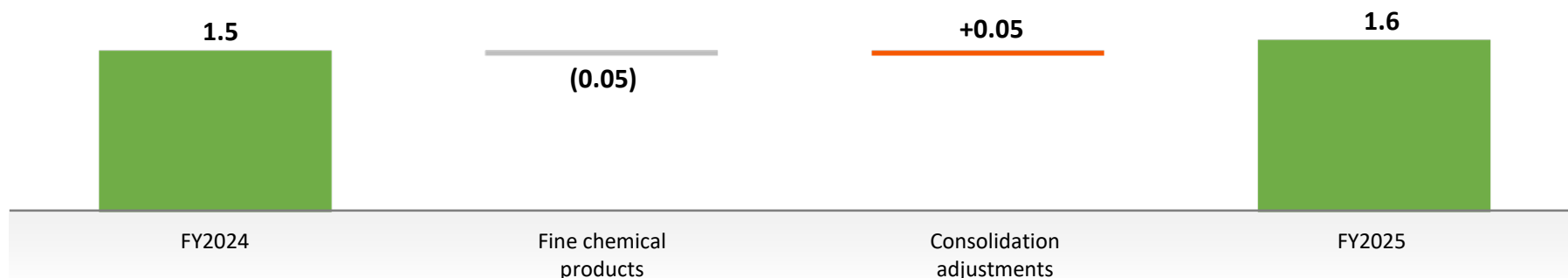


Fine Chemical

- Operating profit is expected to remain flat from FY2024 due to lower gross profit per unit resulting from higher costs in subsidiaries, despite higher sales volumes of cosmetic ingredients in Japan.

Net sales of cosmetic ingredients

12.5 (+0.6 YoY)



Consolidated Balance Sheets and Cash Flows

(Billion yen)

Consolidated Balance Sheets

Item	End of March 2026	End of March 2025	Change
Total assets	430.0	388.2	+41.7
Current assets	236.7	228.6	+8.0
Non-current assets	193.2	159.5	+33.6
Total liabilities	222.9	190.1	+32.7
Interest-bearing liabilities	119.5	90.7	+28.7
Other liabilities	103.4	99.3	+4.0
Total net assets	207.0	198.0	+9.0

Item	End of March 2026	End of March 2025
Equity ratio	45.5%	48.2%
Net D/E ratio	0.49	0.39

Consolidated Cash Flows

Item	FY2025	FY2024	Change
Operating cash flows	+20.0	+21.1	(1.1)
Depreciation	+11.2	+10.4	+0.7
Decrease (increase) in working capital	(3.8)	+3.6	(7.4)
Investing cash flows	(26.0)	(9.5)	(16.4)
Financing cash flows	+12.5	(13.8)	+26.3

Group-wide and Segment ROIC for FY2025

Group-wide		FY2025 forecast	FY2024 results	YoY change
		(Billion yen)		
ROIC		4.0%	4.6%	(0.6) pts
Net sales		540.0	530.8	+9.1
Operating profit		15.0	19.2	(4.2)
Profit attributable to owners of parent		23.5	12.8	+10.6
Invested capital*		296.4	278.7	+17.7

Segment		FY2025 forecast	FY2024 results	YoY change
Global Oil & Fat and Processed Oil & Fat	ROIC	6.8%	8.2%	(1.4) pts
	Operating profit	5.6	5.2	+0.4
	Invested capital*	64.4	50.6	+13.7
Oil, Fat & Meal and Processed Food & Materials	ROIC	3.2%	3.9%	(0.7) pts
	Operating profit	8.1	12.7	(4.6)
	Invested capital*	213.8	206.4	+7.3
Fine Chemical	ROIC	10.8%	10.1%	+0.7 pts
	Operating profit	1.6	1.5	+0.0
	Invested capital*	10.7	11.4	(0.7)

* Invested capital is the average of the beginning and ending balances.

Value UpX

03

Progress of *Value UpX* and Initiatives Going Forward

Progress through H1 FY2025 and Initiatives Going Forward

H1 FY2025

FY2025
 Operating profit: ¥15.0bn

FY2028
 Operating profit: ¥28.0bn

Challenges faced

Domestic Oil & Fat

- Delays in implementing price revisions for general-purpose oils
- Significant decrease in sales volumes of general-purpose, household-use oils
- Pressure on profitability from olive oil products

Operating cash flows

Delays in starting to achieve the targets set under *Value UpX*

Immediate priority initiatives

Complete revising the prices early

Simultaneously recover the sales volumes of olive oil products and improve their profitability

Thoroughly review and examine expenses

Initiatives for medium-term growth

Steadily recover sales volumes in response to market changes

Refine the strategy for sustainable growth, including product portfolio optimization

Pursue capital efficiency

Progressed as planned

Global Oil & Fat and Processed Oil & Fat

Sales volumes of confectionery fats progressed generally in line with the plan

Fine Chemical

Sales volumes of cosmetic ingredients increased due to their new adoptions mainly in Japan

Ongoing initiatives

Drive profit growth by increasing sales of confectionery fats centered on CBEs (cocoa butter equivalents)

Increase sales of cosmetic ingredients and expand global market share

ISF Group's Progress toward Achieving Profit Growth

Progress in H1 FY2025 for confectionery fats

- Sales volumes of confectionery fats progressed generally in line with the plan.
- Sales volume of CBEs in particular steadily increased as planned.

Plan for confectionery fats in H2 FY2025

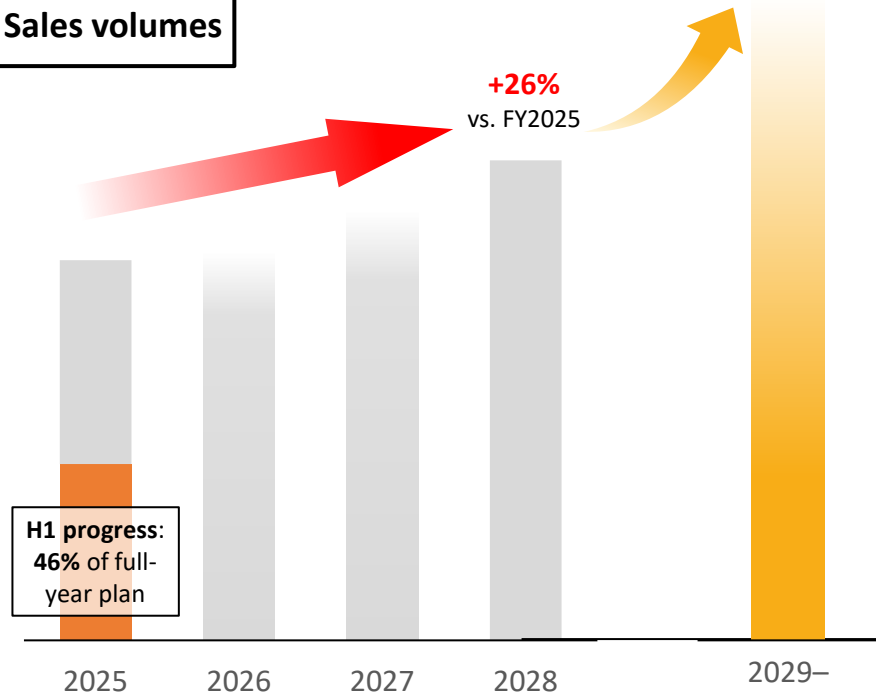
- Following the progress made in H1, the sales volumes of confectionery fats will continue to increase as planned, contributed by:

Capital investments made during the period of *Value Up+*, the previous medium-term business plan

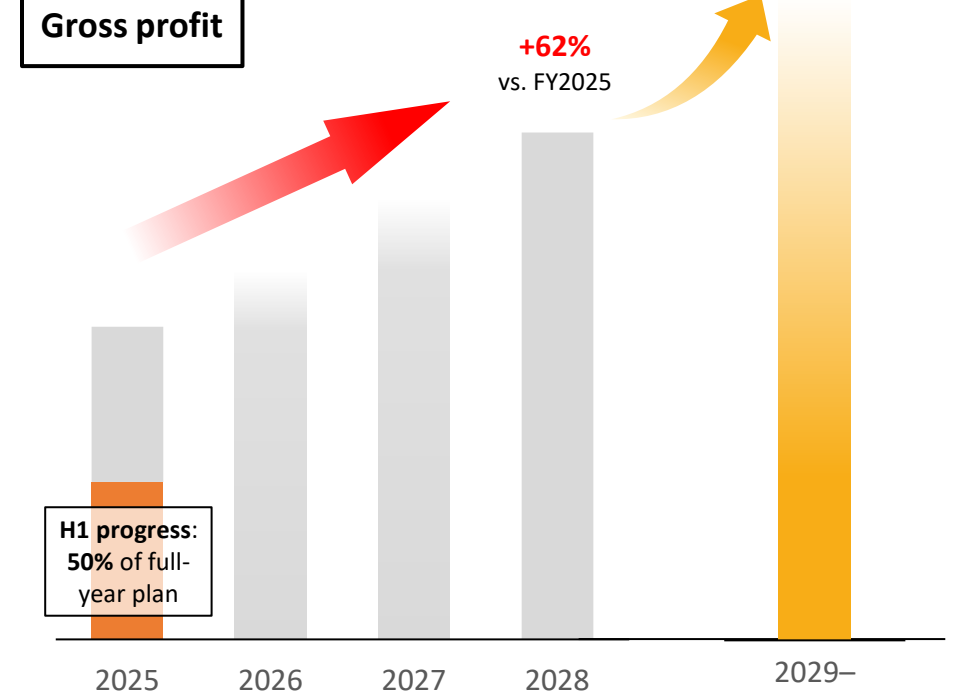
Increase of transactions with key customers and development of new value-added products

Sales volumes and gross profit of confectionery fats (H1 FY2025 show results and H2 FY2025 to FY2028 show plans.)

Sales volumes



Gross profit



The capital investments to be made during the period of *Value UpX* are expected to contribute profit growth from around FY2029 onward.

Progress for Cosmetic Ingredients and Growth Strategy for Functional Oils & Fats and Functional Oil-based Materials

● Progress in H1 FY2025 for cosmetic ingredients

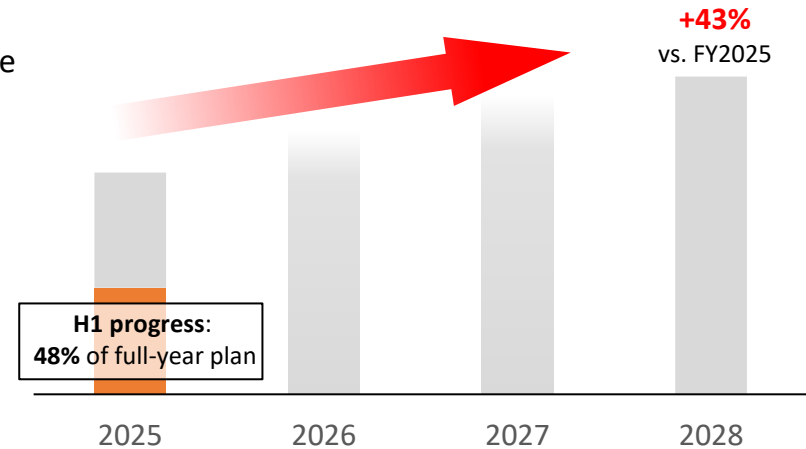
- Sales of cosmetic ingredients progressed generally in line with the plan.
- We boosted sales promotion activities in Southeast Asia, starting from the Thai Representative Office established this spring.

● Plan for cosmetic ingredients in H2 FY2025

- Prioritize the production of key products and advance sales price revisions based on strong demand in H2.
- Strengthen relationships with local manufacturers in China and intensify sales promotion activities for key products centered in Japan and Southeast Asia.

Sales of cosmetic ingredients

(H1 FY2025 shows result and H2 FY2025 to FY2028 show plans.)



● Functional oils & fats and functional oil-based materials

- are products that combine vegetable oils & fats with various functional materials; and
- add value that goes beyond the functional benefits of oils & fats to end-user products and help address issues faced by users, such as simplifying cooking processes and reducing errors.

● Growth strategy outline

- Create contact points with previously unreachable customers by combining our strength in outbound sales with inbound marketing.
- Leverage Incubation Square for co-creating value with customers and demonstrate user support functions.

Nisshin Sozai Strong R70 released on September 25, 2025

By simply using an appropriate amount of *Nisshin Sozai Strong R70* during cooking, it enhances the aroma and flavor of the food. With high versatility, the new product can be used in various applications (e.g., pasta sauces, stir-fry dishes, soups, snacks, and baked goods) and cooking environments (e.g., restaurants, deli kitchens, cafes, and confectionery manufacturers).



Usage examples





"The Natural Power of Plants"