Q&A Summary of The Nisshin OilliO Group's
Financial Results Briefing for Q1 FY2026

Date and time: Friday, August 7, 2026; 3:00 p.m.–4:00 p.m.

Format: Teleconference

Attendees from The Nisshin OilliO Group:

Koji Miki, Executive Officer, General Manager of Financial Dept. and Investor Relations Dept.

Hiroshi Hasegawa, Executive Officer, General Manager of Corporate Planning, responsible for Sustainability Strategy and Public Relations

Q: By how much did operating profit in each segment exceed the initial plan in the first quarter?

A: In Global Oil & Fat and Processed Oil & Fat, operating profit exceeded the initial plan by approximately ¥1,000 million, owing to higher-than-expected mark-to-market valuation gains of palm oil transactions. In Oil, Fat & Meal, operating profit exceeded the initial plan by several hundred million yen, reflecting both increased sales volume due to last-minute demand ahead of the June price revisions and lower-than-expected costs associated with the situation in the Middle East that had been factored into the plan. In Processed Food & Materials, operating profit exceeded the plan by approximately ¥200 million, as unit sales prices of chocolate products at Daito Cacao did not decline as much as expected. In Fine Chemical, operating profit exceeded the plan by approximately ¥100 million due to increased sales volume in Japan and overseas.

Q: In Global Oil & Fat and Processed Oil & Fat, what drove the substantial increase in sales volume in the first quarter? Also, despite this strong growth in sales volume, why was the sales volume factor negative in the "Breakdown of Changes in Operating Profit in ISF (Malaysia)" included in the supplementary materials?

A: Shipments in the first half of the previous fiscal year were concentrated in the second quarter, resulting in a substantial year-on-year increase in sales volume in the first quarter. For the first half as a whole, our plan assumes a year-on-year increase in sales volume of approximately 4%–5%. The negative contribution from the sales volume factor reflects the sales mix of products with different levels of per-unit profitability across ISF's broad product portfolio.

Q: Given current cocoa bean market prices, could you describe current demand for CBE (Cocoa Butter Equivalent) and the trend in unit sales prices?

A: Demand for CBE remains extremely strong, and unit sales prices for CBE increased by approximately 15% year on year in the first quarter. However, unit sales prices of component products used to manufacture CBE declined, reflecting the fall in market prices for palm oil, the raw material used to manufacture these products. Nevertheless, as both cocoa bean and palm oil prices have recently begun to rise again, we expect prices of these component products to bottom out.

Q: Could you provide an update on the price revisions for general-purpose oils in the Oil, Fat & Meal business that began in June? Could you also comment on whether any further price revisions may be announced?

A: Progress was limited in the first quarter. Since July, however, we have made some progress in securing customer acceptance, and we expect to make further progress toward our initial target by the end of September. Any further price revisions would be considered in light of future cost trends, but we are not contemplating any at present. For now, we will focus on fully implementing the price revisions currently underway.

Q: Excluding the increase in sales volume driven by last-minute demand, do you expect the other factors behind the first-quarter outperformance to persist to some extent from the second quarter onward?

A: Based on current conditions, our full-year plan factors in the impact of the situation in the Middle East, as well as recent performance at Daito Cacao and in the Fine Chemical segment. For household-use products, we expect to see some pullback in the second quarter following the last-minute demand. For commercial-use products, however, demand remains strong. By proposing a range of solutions tailored to customers' needs and the value they seek, we aim to secure full-year sales volume above the previous fiscal year's level.

Q: In the Oil, Fat & Meal business, how does the full-year plan factor in higher packaging/materials, logistics, and energy costs resulting from the situation in the Middle East?

A: Compared with the initial plan, we assume additional costs of approximately ¥1,000 million in each quarter from the second quarter onward. On a year-on-year basis, these costs are incorporated, together with other factors, into the ¥4.35 billion negative impact shown under "Other products & manufacturing costs" for the Oil, Fat & Meal business on page 6 of the supplementary materials.