## Supplementary Materials First Quarter of Fiscal 2019

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## July 26, 2018

## Nisshin Seifun Group Inc.

## I. Consolidated Performance Highlights for the First Quarter





[Performance Trends]

|  | $\begin{gathered} \text { 1Q } \\ \text { FY2015 } \end{gathered}$ | $\begin{gathered} \hline \text { 1Q } \\ \text { FY2016 } \end{gathered}$ | $\begin{gathered} \hline \text { 1Q } \\ \text { FY2017 } \end{gathered}$ | $\begin{gathered} \hline \text { 1Q } \\ \text { FY2018 } \end{gathered}$ | $\begin{gathered} \hline \text { 1Q } \\ \text { FY2019 } \end{gathered}$ | $\begin{gathered} \hline \text { vs.1Q } \\ \text { FY2018 } \end{gathered}$ | Change (\%) | FY2019 Forecast |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 120,975 | 139,610 | 135,923 | 130,788 | 141,271 | 10,483 | 8.0\% | 565,000 |
| Overseas sales (\%) | $\begin{array}{r} 15,450 \\ 12.8 \% \end{array}$ | $\begin{array}{r} 28,542 \\ 20.4 \% \\ \hline \end{array}$ | $\begin{array}{r} 24,090 \\ 17.7 \% \\ \hline \end{array}$ | $\begin{array}{r} 23,537 \\ 18.0 \% \end{array}$ | $\begin{array}{r} 24,886 \\ 17.6 \% \end{array}$ | $\begin{aligned} & 1,349 \\ & (0.4) \% \end{aligned}$ | 5.7\% | $\begin{array}{r} 100,400 \\ 17.8 \% \end{array}$ |
| Operating profit (\%) | $\begin{array}{r} 3,980 \\ 3.3 \% \end{array}$ | $\begin{array}{r} 5,003 \\ 3.6 \% \\ \hline \end{array}$ | $\begin{array}{r} 5,184 \\ 3.8 \% \end{array}$ | $\begin{array}{r} 6,185 \\ 4.7 \% \end{array}$ | $\begin{array}{r} 7,260 \\ 5.1 \% \end{array}$ | $\begin{gathered} 1,075 \\ 0.4 \% \end{gathered}$ | 17.4\% | 27,500 |
| Ordinary profit (\%) | $\begin{array}{r} 5,697 \\ 4.7 \% \end{array}$ | $\begin{array}{r} 6,926 \\ 5.0 \% \end{array}$ | $\begin{array}{r} 7,227 \\ 5.3 \% \\ \hline \end{array}$ | $\begin{array}{r} 7,960 \\ 6.1 \% \\ \hline \end{array}$ | $\begin{gathered} 9,052 \\ 6.4 \% \end{gathered}$ | $\begin{gathered} 1,092 \\ 0.3 \% \\ \hline \end{gathered}$ | 13.7\% | 32,000 |
| Profit attributable to owners of parent (\%) | $\begin{array}{r} 3,231 \\ 2.7 \% \\ \hline \end{array}$ | $\begin{array}{r} 4,630 \\ 3.3 \% \\ \hline \end{array}$ | $\begin{array}{r} 5,252 \\ 3.9 \% \end{array}$ | $\begin{array}{r} 5,521 \\ 4.2 \% \end{array}$ | $\begin{array}{r} 6,083 \\ 4.3 \% \\ \hline \end{array}$ | $\begin{gathered} 562 \\ 0.1 \% \\ \hline \end{gathered}$ | 10.2\% | 22,000 |
| Capital expenditures (construction base) | 3,104 | 5,296 | 2,808 | 4,061 | 3,297 | (764) | (18.8)\% | 21,000 |
| Depreciation and amortization | 3,326 | 4,004 | 3,988 | 3,745 | 3,550 | (195) | (5.2)\% | 15,000 |
| (Reference) |  |  |  |  |  |  |  |  |
| Operating profit before amortization of goodwill, others | 4,308 | 5,582 | 5,765 | 6,756 | 7,807 | 1,050 | 15.5\% | 29,700 |
| Amortization of goodwill, others | 328 | 578 | 581 | 571 | 546 | (24) | (4.3)\% | 2,200 |

## II. Net Sales by Segment

[Net Sales by Segment]

|  | (Millions of yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 1Q } \\ \text { FY2018 } \end{gathered}$ | $\begin{gathered} \text { 1Q } \\ \text { FY2019 } \end{gathered}$ | YoY Change | Change (\%) | FY2019 <br> Forecast |  |  |  |  |
| Flour Milling | 57,406 | 60,683 | 3,277 | 5.7\% | 246,000 |  |  |  |  |
| Processed Food | 63,422 | 65,266 | 1,844 | 2.9\% | 261,000 |  |  |  |  |
| Others | 9,960 | 15,322 | 5,362 | 53.8\% | 58,000 |  |  |  |  |
| Total | 130,788 | 141,271 | 10,483 | 8.0\% | 565,000 |  |  |  |  |
| Overseas Sales (included in sales data above) |  |  |  | (Millions of yen) |  | Currency Exchange Rates |  |  |  |
|  | $\begin{gathered} \text { 1Q } \\ \text { FY2018 } \end{gathered}$ | $\begin{gathered} 1 Q \\ \text { FY2019 } \end{gathered}$ | YoY Change |  | FY2019 <br> Forecast |  | $\begin{gathered} \text { 1Q } \\ \text { FY2018 } \end{gathered}$ | $\begin{gathered} \text { 1Q } \\ \text { FY2019 } \end{gathered}$ | FY2019 (Projection) |
| Flour Milling | 19,691 | 20,437 | 745 | (964) | 82,100 | USD | 114.74 | 108.05 | 107.00 |
| Processed Food | 2,632 | 3,271 | 638 | 47 | 13,100 | CAD | 85.30 | 83.94 | 85.00 |
| Others | 1,212 | 1,177 | (35) | (7) | 5,200 | THB | 3.24 | 3.42 | 3.40 |
| Total | 23,537 | 24,886 | 1,349 | (924) | 100,400 | NZD | 81.60 | 76.70 | 79.00 |


(Analysis of Net Sales Difference from Previous Year)

## +10.5 billon yen

(Billions of yen)

| Flour Milling | +3.3 | - Domestic wheat flour shipments (+0.0\%) | +0.0 |
| :---: | :---: | :---: | :---: |
|  |  | - Flour price revisions, others accompanying revised wheat prices | +2.4 |
|  |  | - Bran prices | +0.1 |
|  |  | - Overseas sales, others | +0.8 |
| Processed Food | +1.8 | - Processed Food sales | +0.5 |
|  |  | Household-use flour sales | (0.1) |
|  |  | Prepared mix product sales | +0.5 |
|  |  | Pasta-related sales | (0.2) |
|  |  | Frozen food sales | (0.6) |
|  |  | Prepared dishes and other prepared foods sales | +0.8 |
|  |  | Overseas processed food sales | +0.2 |
|  |  |  | (0.1) |
|  |  | - Oriental Yeast sales | +1.0 |
|  |  | - Nisshin Pharma sales | +0.3 |
| Others | +5.4 | - Nisshin Petfood sales | (0.1) |
|  |  | - NBC Meshtec sales | +0.0 |
|  |  | - Facility construction sales, others (Nisshin Engineering, others) | +5.5 |

## III. Operating Profit and Non-operating Income (Expenses) by Segment

[Operating Profit by Segment]

|  | (Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 1Q } \\ \text { FY2018 } \end{gathered}$ | $\begin{gathered} 1 Q \\ \text { FY2019 } \end{gathered}$ | YoY <br> Change | Change (\%) | FY2019 <br> Forecast |
| Flour Milling | 1,963 | 2,625 | 661 | 33.7\% | 10,100 |
| Processed Food | 3,520 | 3,781 | 261 | 7.4\% | 13,500 |
| Others | 621 | 810 | 189 | 30.4\% | 3,700 |
| Eliminations/Corporate | 80 | 44 | (36) | - | 200 |
| Total | 6,185 | 7,260 | 1,075 | 17.4\% | 27,500 |

Overseas Operating Profit (included in profit data above)

| $\begin{gathered} \text { 1Q } \\ \text { FY2018 } \end{gathered}$ | $\begin{gathered} \text { 1Q } \\ \text { FY2019 } \end{gathered}$ | YoY <br> Change | $\left(\begin{array}{l}\text { Impact of } \\ \text { currency } \\ \text { exchane rate } \\ \text { fluctuations }\end{array}\right)$ | Change (\%) | FY2019 Forecast |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 967 | 1,167 | 200 | (1) | 20.7\% | 4,600 |


(Analysis of Operating Profit Difference from Previous Year)

## +1.1 billon yen

(Billions of yen)


