## Supplementary Materials Third Quarter of Fiscal 2019

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## January 31, 2019

## Nisshin Seifun Group Inc.

The statements contained in this document are based on various assumptions and do not constitute any guarantee or definite promise that projections of future performance or related business policies will actually be realized.

## I. Consolidated Performance Highlights for the Third Quarter





[Performance Trends]

|  | $\begin{gathered} \text { 3Q } \\ \text { FY2015 } \end{gathered}$ | $\begin{gathered} \text { 3Q } \\ \text { FY2016 } \end{gathered}$ | $\begin{gathered} \text { 3Q } \\ \text { FY2017 } \end{gathered}$ | $\begin{gathered} \text { 3Q } \\ \text { FY2018 } \end{gathered}$ | $\begin{gathered} \text { 3Q } \\ \text { FY2019 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { vs.3Q } \\ \text { FY2018 } \\ \hline \end{gathered}$ | Change (\%) | FY2019 <br> Forecast |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 387,500 | 419,761 | 406,514 | 402,550 | 429,472 | 26,922 | 6.7\% | 565,000 |
| Overseas sales (\%) | $\begin{array}{r} 57,912 \\ 14.9 \% \\ \hline \end{array}$ | $\begin{array}{r} 83,322 \\ 19.8 \% \end{array}$ | $\begin{array}{r} 68,777 \\ 16.9 \% \end{array}$ | $\begin{array}{r} 71,051 \\ 17.7 \% \end{array}$ | $\begin{array}{r} 77,259 \\ 18.0 \% \end{array}$ | $\begin{array}{r} 6,208 \\ 0.3 \% \end{array}$ | 8.7\% | $\begin{array}{r} 102,600 \\ 18.2 \% \end{array}$ |
| Operating profit (\%) | 15,759 <br> 4.1\% | 18,722 <br> 4.5\% | $\begin{array}{r} 19,635 \\ 4.8 \% \\ \hline \end{array}$ | $\begin{array}{r} 21,881 \\ 5.4 \% \end{array}$ | $\begin{array}{r} 22,681 \\ 5.3 \% \end{array}$ | $\begin{array}{r} 800 \\ (0.1) \% \\ \hline \end{array}$ | 3.7\% | 27,500 |
| Ordinary profit (\%) | $\begin{array}{r} 20,003 \\ 5.2 \% \\ \hline \end{array}$ | $\begin{array}{r} 22,512 \\ 5.4 \% \\ \hline \end{array}$ | $\begin{array}{r} 23,721 \\ 5.8 \% \end{array}$ | $\begin{array}{r} 26,003 \\ 6.5 \% \end{array}$ | $\begin{array}{r} 27,126 \\ 6.3 \% \end{array}$ | $\begin{aligned} & 1,122 \\ & (0.2) \% \end{aligned}$ | 4.3\% | 32,000 |
| Profit attributable to owners of parent (\%) | 13,098 <br> 3.4\% | $\begin{array}{r} 14,695 \\ 3.5 \% \end{array}$ | 15,746 <br> 3.9\% | 18,087 <br> 4.5\% | 18,117 <br> 4.2\% | $\begin{array}{r} 30 \\ (0.3) \% \\ \hline \end{array}$ | 0.2\% | 22,000 |
| Capital expenditures (construction base) | 13,568 | 11,217 | 8,561 | 15,485 | 12,556 | $(2,928)$ | (18.9)\% | 21,000 |
| Depreciation and amortization | 10,637 | 12,485 | 12,042 | 11,405 | 10,980 | (425) | (3.7)\% | 15,000 |
| (Reference) |  |  |  |  |  |  |  |  |
| Operating profit before amortization of goodwill, others | 17,029 | 20,431 | 21,286 | 23,559 | 24,364 | 804 | 3.4\% | 29,700 |
| Amortization of goodwill, others | 1,270 | 1,709 | 1,651 | 1,678 | 1,683 | 4 | 0.3\% | 2,200 |

## II. Net Sales by Segment

[Net Sales by Segment]

|  | (Millions of yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 3 Q \\ \text { FY2018 } \end{gathered}$ | $\begin{gathered} 3 Q \\ \text { FY2019 } \end{gathered}$ | YoY <br> Change | Change (\%) | FY2019 <br> Forecast |  |  |  |  |
| Flour Milling | 175,252 | 185,043 | 9,791 | 5.6\% | 248,000 |  |  |  |  |
| Processed Food | 193,167 | 197,690 | 4,523 | 2.3\% | 259,000 |  |  |  |  |
| Others | 34,131 | 46,738 | 12,607 | 36.9\% | 58,000 |  |  |  |  |
| Total | 402,550 | 429,472 | 26,922 | 6.7\% | 565,000 |  |  |  |  |
| Overseas Sales (included in sales data above) |  |  |  | (Millions of yen) |  | Currency Exchange Rates |  |  |  |
|  | $\begin{gathered} 3 Q \\ \text { FY2018 } \end{gathered}$ | $\begin{gathered} 3 Q \\ \text { FY2019 } \end{gathered}$ | YoY <br> Change | $\left[\begin{array}{l} \text { limpact of } \\ \text { currency } \\ \text { extange } \\ \text { fuctuate } \end{array}\right]$ | FY2019 Forecast |  | $\begin{gathered} 3 Q \\ \text { FY2018 } \end{gathered}$ | $\begin{gathered} 3 Q \\ \text { FY2019 } \end{gathered}$ | FY2019 (Projection) |
| Flour Milling | 58,621 | 63,017 | 4,395 | (883) | 84,100 | USD | 112.19 | 110.58 | 107.00 |
| Processed Food | 8,602 | 10,664 | 2,062 | 116 | 13,300 | CAD | 85.74 | 84.81 | 85.00 |
| Others | 3,827 | 3,578 | (249) | (12) | 5,200 | THB | 3.26 | 3.41 | 3.40 |
| Total | 71,051 | 77,259 | 6,208 | (779) | 102,600 | NZD | 80.20 | 75.69 | 79.00 |

*Due to changes in the fiscal year-end of all overseas subsidiaries in the Flour Milling Business and certain overseas subsidiaries in the Processed Food Business during the current fiscal year, performance figures for the 3Q FY2018 period above are for January to September (or February to October), and April to December for the 3Q FY2019 period.

(Analysis of Net Sales Difference from Previous Year)
+26.9 billon yen
(Billions of yen)

| Flour Milling | +9.8 | - Domestic wheat flour shipments (99.3\%) | (0.8) |
| :---: | :---: | :---: | :---: |
|  |  | - Flour price revisions, others accompanying revised wheat prices | +5.8 |
|  |  | - Bran prices | +0.3 |
|  |  | - Overseas sales, others | +4.5 |
| Processed Food | +4.5 | - Processed Food sales | +2.3 |
|  |  | [ Household-use flour sales | (0.3) |
|  |  | Prepared mix product sales | +1.1 |
|  |  | Pasta-related sales | +0.1 |
|  |  | Frozen food sales | (1.4) |
|  |  | Prepared dishes and other prepared foods sales | +2.5 |
|  |  | Overseas processed food sales | +0.5 |
|  |  | Other | (0.2) |
|  |  | - Oriental Yeast sales | +1.0 |
|  |  | - Nisshin Pharma sales | +1.2 |
| Others | +12.6 | - Nisshin Petfood sales | (0.3) |
|  |  | - NBC Meshtec sales | (0.2) |
|  |  | - Facility construction sales, others (Nisshin Engineering, others) | +13.1 |

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

[Operating Profit by Segment]

|  | (Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 3 Q \\ \text { FY2018 } \end{gathered}$ | $\begin{gathered} \text { 3Q } \\ \text { FY2019 } \end{gathered}$ | YoY Change | Change (\%) | FY2019 <br> Forecast |
| Flour Milling | 7,759 | 8,019 | 260 | 3.4\% | 10,100 |
| Processed Food | 11,402 | 11,306 | (95) | (0.8)\% | 13,500 |
| Others | 2,539 | 3,177 | 638 | 25.1\% | 3,700 |
| Eliminations/Corporate | 180 | 178 | (2) | - | 200 |
| Total | 21,881 | 22,681 | 800 | 3.7\% | 27,500 |

Overseas Operating Profit (included in profit data above)

| $\begin{gathered} 3 Q \\ \text { FY2018 } \end{gathered}$ | $\begin{gathered} \text { 3Q } \\ \text { FY2019 } \end{gathered}$ | YoY Change | $\left(\begin{array}{l}\text { Impact of } \\ \text { currency } \\ \text { exchange rate } \\ \text { fluctuations }\end{array}\right)$ | Change (\%) | FY2019 <br> Forecast |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2,764 | 3,315 | 550 | 33 | 19.9\% | 4,600 |

*Due to changes in the fiscal year-end of all overseas subsidiaries in the Flour Milling Business and certain overseas subsidiaries in the Processed Food Business during the current fiscal year, performance figures for the 3Q FY2018 period above are for January to September (or February to October), and April to December for the 3Q FY2019 period.

(Analysis of Operating Profit Difference from Previous Year)
+0.8 billon yen
(Billions of yen)

| Flour Milling +0.3 | - Domestic wheat flour shipment volume |  | (0.2) |
| :---: | :---: | :---: | :---: |
|  | - Sales expansion costs |  | (0.1) |
|  | - Bran prices |  | +0.4 |
|  | - Cost related |  | (0.1) |
|  | - Overseas subsidiaries, others |  | +0.3 |
| Processed Food | - Shipment volume |  | +1.3 |
|  | - Sales expansion costs |  | (0.1) |
|  | - Cost related |  | (1.2) |
|  | - Overseas subsidiaries, others |  | (0.1) |
| Others +0.6 | - Sales |  | +1.5 |
|  | - Cost related, others |  | (0.9) |
| Eliminations/Corporate (0.0) | - Others |  | (0.0) |
| [Non-operating income (expenses)] | (Millions of yen) |  |  |
|  | 3Q FY2018 | 3Q FY2019 YoY | ange |
| Net financial income | 2,170 | 2,544 | 373 |
| Equity in earnings of affiliates | 1,701 | 1,294 | (406) |
| Other | 250 | 605 | 355 |
| Non-operating income (expenses) | 4,122 | 4,444 | 322 |

