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## **Supplementary Materials Third Quarter of Fiscal 2020**

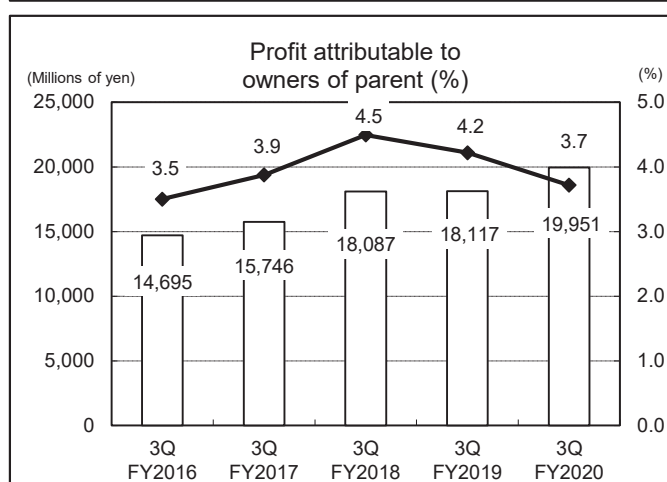
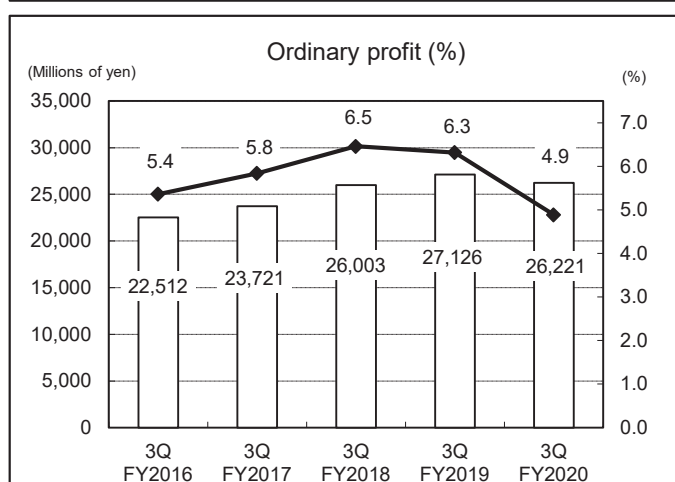
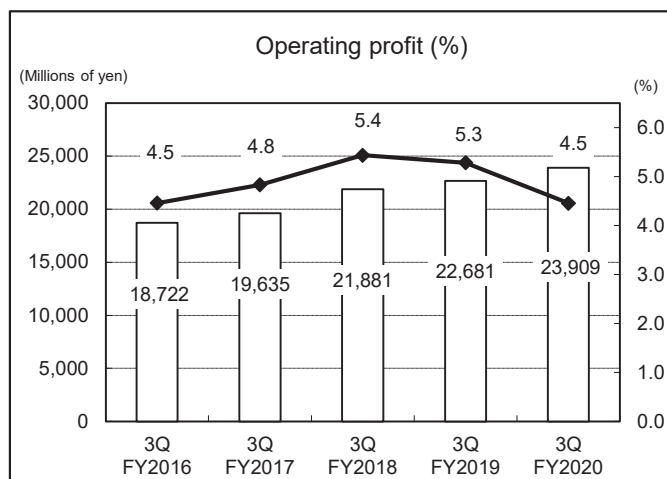
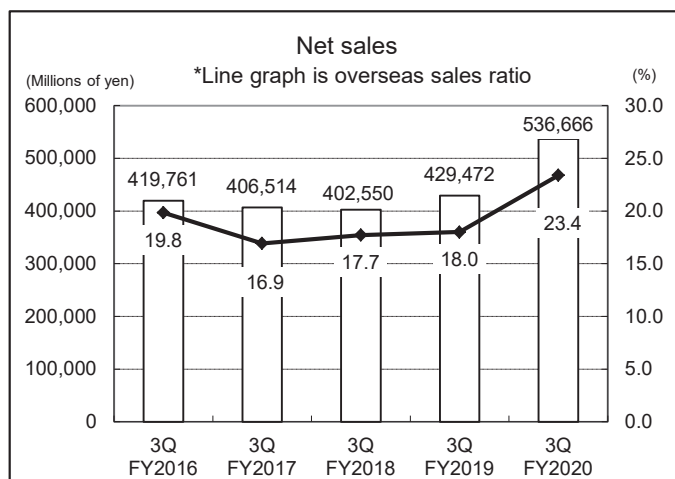
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**January 30, 2020**

**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



### [Performance Trends]

	3Q FY2016	3Q FY2017	3Q FY2018	3Q FY2019	3Q FY2020	vs. 3Q FY2019	Change (%)	(Millions of yen) FY2020 Forecast
Net sales	419,761	406,514	402,550	429,472	536,666	107,193	125.0%	715,000
Overseas sales (%)	19.8%	16.9%	17.7%	18.0%	23.4%	48,232	162.4%	167,200 23.4%
Operating profit (%)	4.5%	4.8%	5.4%	5.3%	4.5%	1,227	105.4%	29,500 4.1%
Ordinary profit (%)	5.4%	5.8%	6.5%	6.3%	4.9%	(904)	96.7%	31,000 4.3%
Profit attributable to owners of parent (%)	3.5%	3.9%	4.5%	4.2%	3.7%	1,833	110.1%	22,000 3.1%
Capital expenditures (construction base)	11,217	8,561	15,485	12,556	15,968	3,412	127.2%	23,000
Depreciation and amortization	12,485	12,042	11,405	10,980	15,551	4,570	141.6%	20,000

### (Reference)

Operating profit before amortization of goodwill, others	20,431	21,286	23,559	24,364	30,242	5,878	124.1%	37,800
Amortization of goodwill, others*	1,709	1,651	1,678	1,683	6,333	4,650	376.3%	8,300

\*"Amortization of goodwill, others" refers to amortization of goodwill and intangible assets (customer-related assets, etc.)

## II. Net Sales and Operating Profit by Segment

### [3Q FY2020 Performance]

#### [Net Sales by Segment]

(Millions of yen)						
	3Q FY2019	(Composition ratio)	3Q FY2020	(Composition ratio)	Difference from previous year	YoY Change
Flour Milling	185,043	43%	232,575	43%	47,532	125.7%
Processed Food	162,947	38%	163,591	30%	644	100.4%
Prepared Dishes and Other Prepared Foods	34,742	8%	94,378	18%	59,635	271.7%
Others	46,738	11%	46,120	9%	(618)	98.7%
Total	429,472	100%	536,666	100%	107,193	125.0%

#### \* Overseas Sales (included in sales data above)

(Millions of yen)					
	3Q FY2019	3Q FY2020	Difference from previous year	Impact of currency exchange rate fluctuations	YoY Change
Flour Milling	63,017	109,726	46,708	(1,206)	174.1%
Processed Food	10,664	12,253	1,589	(243)	114.9%
Prepared Dishes and Other Prepared Foods	-	-	-	-	-
Others	3,578	3,512	(65)	(50)	98.2%
Total	77,259	125,492	48,232	(1,500)	162.4%

#### Currency Exchange Rates

(Yen)		
	3Q FY2019	3Q FY2020
USD	110.6	108.8
CAD	84.8	82.0
AUD	-	75.2
NZD	75.7	71.1
THB	3.4	3.5

#### (Analysis of Net Sales Difference from Previous Year)

			(Billions of yen)
			3Q FY2020 (Difference from previous year)
Flour Milling	+47.5	<ul style="list-style-type: none"> <li>· Domestic wheat flour shipments (down 1.3% year on year)</li> <li>· Flour price revisions, others accompanying revised wheat prices</li> <li>· Bran prices</li> <li>· Overseas sales, others</li> </ul>	(1.5) +2.0 +0.2 +46.8
Processed Food	+0.7	<ul style="list-style-type: none"> <li>· Processed Food sales                             <ul style="list-style-type: none"> <li>Household-use flour sales</li> <li>Prepared mix product sales</li> <li>Pasta-related sales</li> <li>Frozen food sales</li> <li>Overseas processed food sales</li> <li>Other</li> </ul> </li> <li>· Oriental Yeast sales</li> <li>· Nisshin Pharma sales</li> </ul>	(0.4) (0.1) (0.5) +1.0 +0.3 +0.2 (1.3) (0.5) +1.6
Prepared Dishes and Other Prepared Foods	+59.6	<ul style="list-style-type: none"> <li>· Effects from the new consolidation of Tokatsu Foods, others</li> </ul>	+59.6
Others	(0.6)	<ul style="list-style-type: none"> <li>· Nisshin Petfood sales</li> <li>· NBC Meshtec sales</li> <li>· Facility construction sales, others (Nisshin Engineering, others)</li> </ul>	(0.2) (0.3) (0.1)
Total	+107.2		

## [Operating Profit by Segment]

(Millions of yen)

	3Q FY2019	(Composition ratio)	3Q FY2020	(Composition ratio)	Difference from previous year	YoY Change
Flour Milling	8,019	35%	7,510	31%	(509)	93.6%
Processed Food	10,380	46%	9,961	42%	(419)	96.0%
Prepared Dishes and Other Prepared Foods	925	4%	2,145	9%	1,219	231.8%
Others	3,177	14%	4,127	17%	950	129.9%
Eliminations/Corporate	178	1%	164	1%	(13)	-
<b>Total</b>	<b>22,681</b>	<b>100%</b>	<b>23,909</b>	<b>100%</b>	<b>1,227</b>	<b>105.4%</b>

\* Amortization of goodwill, others (Deducted from [Operating Profit by Segment] above)

	3Q FY2019	3Q FY2020	Difference from previous year
Flour Milling	1,544	5,373	3,828
Processed Food	10	48	37
Prepared Dishes and Other Prepared Foods	128	912	784
Others	-	-	-
<b>Total</b>	<b>1,683</b>	<b>6,333</b>	<b>4,650</b>

\* Overseas Operating Profit (included in [Operating Profit by Segment] above)

	3Q FY2019	3Q FY2020	Difference from previous year	Impact of currency exchange rate fluctuations	YoY Change
Flour Milling	1,780	913	(867)	4	51.3%
Processed Food	1,405	1,924	518	(20)	136.9%
Prepared Dishes and Other Prepared Foods	-	-	-	-	-
Others	129	71	(58)	(3)	54.9%
<b>Total</b>	<b>3,315</b>	<b>2,908</b>	<b>(406)</b>	<b>(19)</b>	<b>87.7%</b>

## (Analysis of Operating Profit Difference from Previous Year)

(Billions of yen)

3Q FY2020  
(Difference from previous year)

Flour Milling	(0.5)	<ul style="list-style-type: none"> <li>· Domestic wheat flour shipment volume (0.2)</li> <li>· Sales expansion costs +0.4</li> <li>· Bran prices +0.1</li> <li>· Cost related +0.1</li> <li>· Overseas subsidiaries, others (0.9)</li> </ul>
Processed Food	(0.4)	<ul style="list-style-type: none"> <li>· Shipment volume (0.1)</li> <li>· Sales expansion costs +0.4</li> <li>· Cost related (1.2)</li> <li>· Overseas subsidiaries, others (incl. Oriental Yeast, Nisshin Pharma exports) +0.5</li> </ul>
Prepared Dishes and Other Prepared Foods	+1.2	· Effects from the new consolidation of Tokatsu Foods, others +1.2
Others	+0.9	<ul style="list-style-type: none"> <li>· Sales (0.2)</li> <li>· Cost related, others +1.1</li> </ul>
Eliminations/Corporate	(0.0)	· Intersegment transaction eliminations (0.0)
<b>Total</b>	<b>+1.2</b>	

## [Performance Forecast]

\*While business forecasts are unchanged from figures announced on October 29, 2019, the breakdown of net sales by segment and operating profit by segment has changed.

## [Net Sales by Segment]

(Millions of yen)

	FY2019	(Composition ratio)	FY2020 Forecast	(Composition ratio)	Difference from previous year	YoY Change
Flour Milling	245,943	44%	307,000	43%	61,056	124.8%
Processed Food	215,038	38%	217,000	30%	1,961	100.9%
Prepared Dishes and Other Prepared Foods	43,745	8%	133,000	19%	89,254	304.0%
Others	60,616	10%	58,000	8%	(2,616)	95.7%
<b>Total</b>	<b>565,343</b>	<b>100%</b>	<b>715,000</b>	<b>100%</b>	<b>149,656</b>	<b>126.5%</b>

\* Overseas Sales (included in sales data above)

(Millions of yen)					Currency Exchange Rates (Yen)		
	FY2019	FY2020 Forecast	Difference from previous year	YoY Change		FY2019	FY2020 (Projection)
Flour Milling	84,856	145,900	61,043	171.9%	USD	110.5	108.0
Processed Food	14,115	16,600	2,484	117.6%	CAD	84.3	81.0
Prepared Dishes and Other Prepared Foods	-	-	-	-	AUD	-	74.0
Others	4,767	4,700	(67)	98.6%	NZD	75.5	70.0
<b>Total</b>	<b>103,739</b>	<b>167,200</b>	<b>63,460</b>	<b>161.2%</b>	THB	3.4	3.5

(Analysis of Net Sales Difference from Previous Year)

			(Billions of yen)
			FY2020 Forecast (Difference from previous year)
Flour Milling	+61.0	· Domestic wheat flour shipments (no change)	+0.0
		· Flour price revisions, others accompanying revised wheat prices	+0.3
		· Bran prices	+0.2
		· Overseas sales, others	+60.5
Processed Food	+2.0	· Domestic processed food sales	(0.4)
		· Overseas processed food sales	+0.2
		· Oriental Yeast sales	+0.2
		· Nisshin Pharma sales	+2.0
Prepared Dishes and Other Prepared Foods	+89.2	· Effects from the new consolidation of Tokatsu Foods, others	+89.2
Others	(2.6)	· Nisshin Petfood sales	+0.5
		· NBC Meshtec sales	(0.1)
		· Facility construction sales, others (Nisshin Engineering, others)	(3.0)
<b>Total</b>	<b>+149.6</b>		

## [Operating Profit by Segment]

(Millions of yen)

	FY2019	(Composition ratio)	FY2020 Forecast	(Composition ratio)	Difference from previous year	YoY Change
Flour Milling	9,179	34%	9,500	32%	320	103.5%
Processed Food	12,850	48%	13,000	44%	149	101.2%
Prepared Dishes and Other Prepared Foods	571	2%	2,000	7%	1,428	350.3%
Others	4,088	15%	4,800	16%	711	117.4%
Eliminations/Corporate	226	1%	200	1%	(26)	-
<b>Total</b>	<b>26,916</b>	<b>100%</b>	<b>29,500</b>	<b>100%</b>	<b>2,583</b>	<b>109.6%</b>

\* Amortization of goodwill, others (Deducted from [Operating Profit by Segment] above)

	FY2019	FY2020 Forecast	Difference from previous year
Flour Milling	2,058	6,920	4,861
Processed Food	26	64	37
Prepared Dishes and Other Prepared Foods	170	1,316	1,145
Others	-	-	-
<b>Total</b>	<b>2,256</b>	<b>8,300</b>	<b>6,043</b>

\* Overseas Operating Profit (included in [Operating Profit by Segment] above)

	FY2019	FY2020 Forecast	Difference from previous year	YoY Change
Flour Milling	1,926	1,600	(326)	83.1%
Processed Food	1,761	2,500	738	141.9%
Prepared Dishes and Other Prepared Foods	-	-	-	-
Others	193	100	(93)	51.8%
<b>Total</b>	<b>3,880</b>	<b>4,200</b>	<b>319</b>	<b>108.2%</b>

## (Analysis of Operating Profit Difference from Previous Year)

(Billions of yen)

FY2020 Forecast  
(Difference from  
previous year)

Flour Milling	+0.3	· Domestic wheat flour shipment volume	+0.0
		· Sales expansion costs	+0.4
		· Bran prices	+0.1
		· Cost related	+0.1
		· Overseas subsidiaries, others	(0.3)
Processed Food	+0.2	· Shipment volume	+0.2
		· Sales expansion costs	+0.6
		· Cost related	(1.3)
		· Overseas subsidiaries, others (incl. Oriental Yeast, Pharma exports)	+0.7
Prepared Dishes and Other Prepared Foods	+1.4	· Effects from the new consolidation of Tokatsu Foods, others	+1.4
Others	+0.7	· Sales	(0.3)
		· Cost related, others	+1.0
Eliminations/Corporate	(0.0)	· Others	(0.0)
<b>Total</b>	<b>+2.6</b>		