



"The Natural Power of Plants"

The Nisshin Oillio Group, Ltd.

FY2022 (Year ended March 31, 2023)

Supplementary Materials

1. Summary of Financial Results
 - 1-1. Summary for FY2022
 - 1-2. Results by Business Segment
 - 1-3. Segment Information: Factors Impacting Net Sales and Operating Profit (Year on Year)
 - 1-4. Segment Information Details
2. Earnings Forecast for FY2023
 - 2-1. Earnings Forecast
 - 2-2. Forecast by Business Segment
 - 2-3. Segment Information: Factors Impacting Net Sales and Operating Profit (Year on Year)
 - 2-4. Segment Information Details
3. Main Indicators
 - 3-1. Performance Targets
 - 3-2. Balance Sheet Items
 - 3-3. Cash Flow Items

1. Summary of Financial Results

1-1. Summary for FY2022

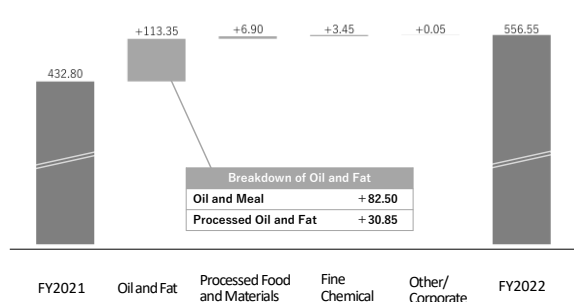
	(Million yen)			
	FY2022	FY2021	YoY	
			Change	Change (%)
Net sales	556,565	432,778	+123,786	+28.6%
Percentage of overseas sales	22.8%	21.8%	+1.1P	—
Operating profit	16,186	11,670	+4,516	+38.7%
Percentage of operating profit to net sales	2.9%	2.7%	+0.2P	—
Ordinary profit	16,242	12,648	+3,593	+28.4%
Profit attributable to owners of parent	11,157	8,595	+2,561	+29.8%

1-2. Results by Business Segment

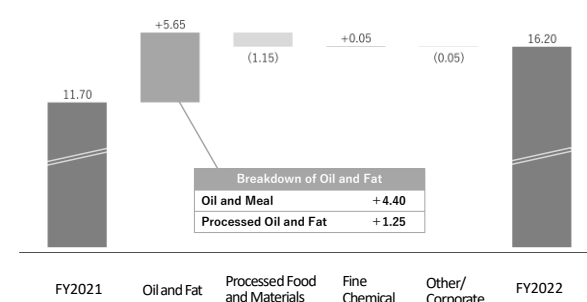
	(Million yen)			
	FY2022	FY2021	YoY	
			Change	Change (%)
Net sales	556,565	432,778	+123,786	+28.6%
Oil and Fat	468,379	355,026	+113,352	+31.9%
Oil and Meal	350,356	267,840	+82,515	+30.8%
Processed Oil and Fat	118,023	87,186	+30,836	+35.4%
Processed Food and Materials	65,103	58,185	+6,918	+11.9%
Fine Chemical	20,462	17,003	+3,459	+20.3%
Other/Adjustments	2,619	2,563	+56	+2.2%
Operating profit	16,186	11,670	+4,516	+38.7%
Oil and Fat	14,625	8,975	+5,650	+63.0%
Oil and Meal	9,097	4,716	+4,380	+92.9%
Processed Oil and Fat	5,528	4,258	+1,270	+29.8%
Processed Food and Materials	533	1,672	(1,138)	(68.1%)
Fine Chemical	1,385	1,336	+48	+3.6%
Other/Adjustments	(358)	(314)	(44)	—

1-3. Segment Information: Factors Impacting Net Sales and Operating Profit (Year on Year)

■ Changes in net sales



■ Changes in operating profit



< Factors impacting net sales >

■ Oil and Fat

- Revisions to sales prices due to an increase in raw material costs (↑)
- Increase in sales volume of household-use products (↑)
- Increase in both sales volume and sales prices of meal (↑)
- Foreign currency translation effects of overseas subsidiaries (↑)

■ Processed Food and Materials

- Revisions to sales prices of chocolate products, MCT products, and soybean material/food product (↑)
- Foreign currency translation effects of overseas subsidiaries (↑)

■ Fine Chemical

- Revisions to sales prices and higher sales volumes generated by European subsidiary (↑)
- Foreign currency translation effects of overseas subsidiaries (↑)

< Factors impacting operating profit >

■ Oil and Fat

- Increase in raw material costs for oil and meal, processed oil and fat (↓)
- Revisions to sales prices due to an increase in raw material costs (↑)
- Foreign currency translation effects of overseas subsidiaries (↑)
- Decrease in earnings on mark-to-market valuation of palm oil transactions (↓)

■ Processed Food and Materials

- Increase in cost rate for chocolate products and decrease in sales volume of premixed products (↓)
- Increase in raw material costs for seasonings, MCT products and soybean-related products (↓)
- Increase in selling, general and administrative expenses of seasonings and MCT products (↓)

■ Fine Chemical

- Revisions to sales prices and higher sales volumes generated by European subsidiaries (↑)
- Increase in raw material costs and depreciation costs incurred with the start of operations at new plant (↓)
- Increase in raw material costs for hygiene-related products (↓)

1-4. Segment Information Details

Oil and Meal (Included in Oil and Fat)

(Million yen; Changes: YoY)

	Net Sales		Changes in operating profit	Remarks
	Results	Changes		
Domestic oil and fat	207,537	+49,365		
Commercial-use and processing-use	132,883	+34,855	+4,327	Net sales and profits increased due to sale price revision in conjunction with an increase in raw material costs of oils and fats; an increase in sales volume of household-use products; and an increase in sales volume and prices for meals.
Household-use	74,654	+14,509		
Meal	109,525	+31,253		
Subsidiaries	82,281	+9,723	+75	
Consolidation adjustment and others	(48,987)	(7,825)	(22)	
Oil and meal total	350,356	+82,515	+4,380	

Supplement: Value-added products in domestic oil and fat

Sales composition ratio	YoY Change in net sales
16%	+2,957

Supplement: Breakdown of Changes in Operating Profit in Domestic Oil and Fat

(Billion yen)

	Changes	Main factors
Sales volume factors	(0.40)	Commercial-use and processing-use [(0.65)], household-use [+0.25]
Sales price factors	+50.80	Commercial-use and processing-use [+35.05], household-use [+15.75]
Cost factors	(43.35)	
Soybean	(12.15)	C&F [(13.55)], foreign exchange [(18.25)], meal sales [+19.65]
Rapeseed	(18.40)	C&F [(13.50)], foreign exchange [(12.70)], meal sales [+7.80]
Other products & manufacturing costs	(12.80)	Increasing costs of palm oil and others
SG&A expenses and others	(2.70)	
Total	+4.35	

Processed Oil and Fat (Included in Oil and Fat)

(Million yen; Changes: YoY)

	Net Sales		Changes in operating profit	Remarks
	Results	Changes		
Overseas processed oil and fat	125,080	+37,160		
Europe	54,001	+21,071	+1,436	<ul style="list-style-type: none"> Sales increased due to rising sales prices and foreign currency translation effects. Although there were factors decreasing profits, such as an increase in raw material costs and the mark-to-market valuation of palm oil transactions (FY2022: +1.45 billion yen; FY2021: +2.70 billion yen), profits increased due to an increase in sales volume and unit sales prices for oils and fats used for chocolate, as well as foreign currency translation effects.
Asia	62,559	+12,438		
Other regions	8,520	+3,650		
Domestic processed oil and fat	13,420	+3,483	(152)	Net sales increased due to sales price revision, but profits declined due to a higher cost of sales.
Consolidation adjustment and others	(20,478)	(9,807)	(14)	
Processed oil and fat total	118,023	+30,836	+1,270	

Supplement: Percentage change in sales volume of overseas processed oil and fat segment

	YoY changes
Overseas processed oil and fat	(7%)
Europe	(9%)
Asia	(7%)
Other regions	+9%

Supplement: Specialty fats centered on oil and fat for chocolate in overseas processed oil and fat

Sales composition ratio	Change in sales volume YoY
36%	+8%

Supplement: Breakdown of Changes in Operating Profit in ISF (Malaysia)

(Billion yen)

	Changes	Main factors
Sales volume factors	+0.15	Specialty fats [+0.35], other commodity products [(0.20)]
Sales price factors	+22.50	Specialty fats [+11.40], other commodity products [+11.10]
Cost factors	(20.70)	
Raw material costs	(14.65)	
Manufacturing costs and others	(6.05)	
SG&A expenses and others	+0.30	
Mark-to-market valuation of palm oil transactions	(1.25)	FY2022: +1.45 billion yen; FY2021: +2.70 billion yen
Total	+1.00	

Processed Food and Materials

(Million yen; Changes: YoY)

	Net Sales		Changes in operating profit	Remarks
	Results	Changes		
Chocolate	34,419	+4,535	(144)	Net sales increased due to sales price revision, but profit declined due to a higher cost ratio.
Seasoning	4,520	+98	(68)	Net sales increased due to sales price revision, but profit declined due to increase in costs of raw materials and increase in selling, general and administrative expenses.
Functional materials and foods	7,985	+970	(554)	Net sales increased due to MCT sales price revision, but profit declined due to higher raw material costs and increase in selling, general and administrative expenses.
MCT	6,183	+1,036		
Soybean materials and foods	21,955	+1,883	(356)	Net sales increased due to sales price revision, but profit declined due to increase in costs of raw materials.
Consolidation adjustment and others	(3,777)	(569)	(13)	
Processed food and materials total	65,103	+6,918	(1,138)	

Fine Chemical

(Million yen; Changes: YoY)

	Net Sales		Changes in operating profit	Remarks
	Results	Changes		
Fine chemical products	16,933	+4,392	+219	Net sales and profits increased due to sales price revision and higher sales volumes generated by subsidiaries.
Environment and hygiene-related products	6,937	(87)	(154)	Sales volume increased, but both sales and profit declined due to increase in costs of raw materials.
Consolidation adjustment and others	(3,407)	(845)	(16)	
Fine chemical total	20,462	+3,459	+48	

Supplement: Raw materials for cosmetics

Net Sales	YoY change
10,258	+2,628

Note: Sales of raw materials for cosmetics are included in fine chemical product sales.

Main exchange rates (Average rate during period)

	JPY/USD	JPY/EUR	JPY/MYR	JPY/CNY	JPY/IDR
FY2021	112.39	130.55	26.52	17.51	0.0078
FY2022	135.50	140.99	30.47	19.75	0.0090

2. Earnings Forecast for FY2023

2-1. Earnings Forecast

(Million yen)

	FY2023 Forecast	FY2022 Results	YoY	
			Change	Change (%)
Net sales	540,000	556,565	(16,565)	(3.0%)
Operating profit	16,000	16,186	(186)	(1.1%)
Ordinary profit	16,000	16,242	(242)	(1.5%)
Profit attributable to owners of parent	11,500	11,157	+342	+3.1%

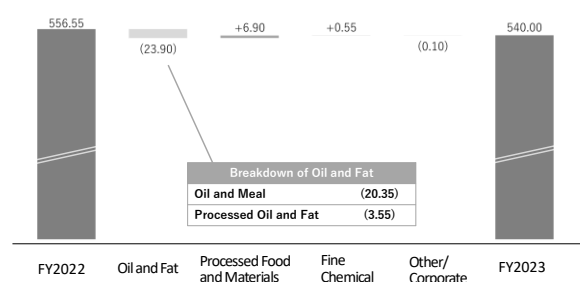
2-2. Forecast by Business Segment

(Million yen)

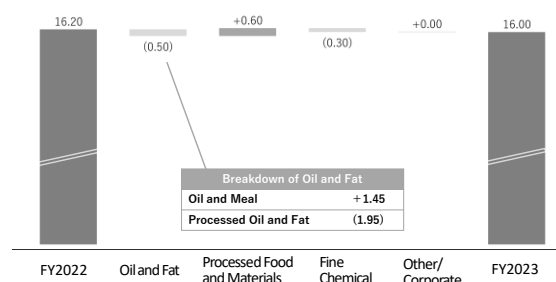
	FY2023 Forecast	FY2022 Results	YoY	
			Change	Change (%)
Net sales	540,000	556,565	(16,565)	(3.0%)
Oil and Fat	444,500	468,379	(23,879)	(5.1%)
Oil and Meal	330,000	350,356	(20,356)	(5.8%)
Processed Oil and Fat	114,500	118,023	(3,523)	(3.0%)
Processed Food and Materials	72,000	65,103	+6,896	+10.6%
Fine Chemical	21,000	20,462	+537	+2.6%
Other/Adjustments	2,500	2,619	(119)	(4.6%)
Operating profit	16,000	16,186	(186)	(1.1%)
Oil and Fat	14,100	14,625	(525)	(3.6%)
Oil and Meal	10,550	9,097	+1,452	+16.0%
Processed Oil and Fat	3,550	5,528	(1,978)	(35.8%)
Processed Food and Materials	1,150	533	+616	+115.5%
Fine Chemical	1,100	1,385	(285)	(20.6%)
Other/Adjustments	(350)	(358)	+8	—

2-3. Segment Information: Factors Impacting Net Sales and Operating Profit (Year on Year)

■ Changes in net sales



■ Changes in operating profit



< Factors impacting net sales >

- Oil and Fat
 - Increase in sales volume of domestic oil and fat (↑)
 - Decrease in unit sales prices of oil and fat and meal in conjunction with falling market prices for raw materials (↓)
 - Decrease in sales volume of meal (↓)
 - Decrease in unit sales prices of overseas processed oil and fat (↓)
- Processed Food and Materials
 - Increase in sales volume of chocolate products in Japan and overseas (↑)
 - Increase in sales volume and unit sales prices of MCT products (↑)
- Fine Chemical
 - Decrease in sales volume and unit sales prices of raw materials for cosmetics by European subsidiary (↓)
 - Increase in sales volume of raw materials for cosmetics in Japan (↑)
 - Increase in sales volume and unit sales prices of hygiene-related products (↑)

< Factors impacting operating profit >

- Oil and Fat
 - Decrease in costs in conjunction with falling market prices for raw materials, and continued sales at appropriate prices (↑)
 - Decrease in unit sales prices of oil and fat and meal in conjunction with falling market prices for raw materials (↓)
 - Increase in sales volume of domestic oil and fat (↑)
 - Decrease in earnings on mark-to-market valuation of palm oil transactions (↓)
- Processed Food and Materials
 - Increase in sales volume and unit sales prices of chocolate products (↑)
 - Increase in sales volume and unit sales prices of MCT products (↑)
 - Increase in sales volume and unit sales prices of soybean-related products (↑)
- Fine Chemical
 - Decrease in sales volume and sales prices of raw materials for cosmetics by European subsidiary (↓)
 - Increase in sales volume and unit sales prices of hygiene-related products (↑)

2-4. Segment Information Details

Oil and Meal (Included in Oil and Fat)

(Million yen; Changes: YoY)

	Net Sales		Changes in operating profit	Remarks
	Forecast	Changes		
Domestic oil and fat	197,047	(10,490)	+1,788	<ul style="list-style-type: none"> Domestic oil and fat sales volume will increase but net sales will decrease as a result of lower sales prices in conjunction with falling market prices for raw materials and lower meal sales volume. Unit sale prices for domestic oils and fats as well as meal will be down in conjunction with falling market prices for raw materials, but profits will increase due to cost reductions and ongoing sales at appropriate prices.
Commercial-use and processing-use	121,576	(11,306)		
Household-use	75,470	+816		
Meal	95,963	(13,561)		
Subsidiaries	83,892	+1,611	(318)	
Consolidation adjustment and others	(46,902)	+2,085	(17)	
Oil and meal total	330,000	(20,356)	+1,452	

Supplement: Value-added products in domestic oil and fat

Sales composition ratio	YoY Change in net sales
19%	+3,683

Supplement: Breakdown of Changes in Operating Profit in Domestic Oil and Fat

(Billion yen)

	Changes	Main factors
Sales volume factors	+1.20	Commercial-use and processing-use [+0.75], household-use [+0.45]
Sales price factors	(16.05)	Commercial-use and processing-use [(15.90)], household-use [(0.15)]
Cost factors	+19.50	
Soybean	+5.75	C&F [+10.90], foreign exchange [(3.30)], meal sales [(1.85)]
Rapeseed	+22.70	C&F [+29.10], foreign exchange [(3.75)], meal sales [(2.65)]
Other products & manufacturing costs	(8.95)	Higher costs for olive oil and other oils, effects from inventory, and other factors
SG&A expenses and others	(2.90)	
Total	+1.75	

Processed Oil and Fat (Included in Oil and Fat)

(Million yen; Changes: YoY)

	Net Sales		Changes in operating profit	Remarks
	Forecast	Changes		
Overseas processed oil and fat	117,254	(7,826)	(2,752)	<ul style="list-style-type: none"> Sales volumes will increase, particularly for oil and fat used for chocolate, but net sales will decline due to lower sales prices in conjunction with falling palm oil market prices and foreign exchange effects. Profit will decline due to the mark-to-market valuation of palm oil transactions (FY2023: -0.95 billion yen; FY2022: +1.45 billion yen).
Europe	42,556	(11,445)		
Asia	61,549	(1,009)		
Other regions	13,148	+4,627		
Domestic processed oil and fat	14,208	+787	+742	Net sales and profits will increase due to higher sales volumes and lower costs.
Consolidation adjustment and others	(16,963)	+3,515	+31	
Processed oil and fat total	114,500	(3,523)	(1,978)	

Supplement: Percentage change in sales volume of overseas processed oil and fat segment

	YoY changes
Overseas processed oil and fat	+5%
Europe	(13%)
Asia	+8%
Other regions	+102%

Supplement: Breakdown of Changes in Operating Profit in ISF (Malaysia)

(Billion yen)

	Changes	Main factors
Sales volume factors	+1.05	Specialty fats [+0.45], other commodity products [+0.60]
Sales price factors	(12.95)	Specialty fats [(7.25)], other commodity products [(5.70)]
Cost factors	+11.55	
Raw material costs	+9.55	
Manufacturing costs and others	+2.00	
SG&A expenses and others	+0.00	
Mark-to-market valuation of palm oil transactions	(2.40)	FY2023: (0.95) billion yen; FY2022: +1.45 billion yen
Total	(2.75)	

Supplement: Specialty fats centered on oil and fat for chocolate in overseas processed oil and fat

Sales composition ratio	Change in sales volume YoY
37%	+9%

Processed Food and Materials

(Million yen; Changes: YoY)

	Net Sales		Changes in operating profit	Remarks
	Forecast	Changes		
Chocolate	38,116	+3,697	+358	Net sales and profits will increase due to higher sales volumes and unit sales prices.
Seasoning	4,783	+263	(51)	Net sales will increase due to sales price revision, but profits will decline due to higher raw material costs and increase in selling, general and administrative expenses.
Functional materials and foods	11,284	+3,299	+191	Net sales and profits will increase due to increase in sales volume and sales price revision of MCT.
MCT	9,075	+2,892		
Soybean materials and foods	21,669	(286)	+118	Net sales will decrease due to lower sales volume of meal used for brewing, but profits will increase due to improved gross profit for soybean protein.
Consolidation adjustment and others	(3,854)	(76)	+0	
Processed food and materials total	72,000	+6,896	+616	

Fine Chemical

(Million yen; Changes: YoY)

	Net Sales		Changes in operating profit	Remarks
	Forecast	Changes		
Fine chemical products	16,547	(385)	(426)	Net sales and profits will decrease due to decreases in sales volume and unit sales prices by European subsidiary.
Environment and hygiene-related products	7,495	+558	+138	Net sales and profits will increase due to increases in sales volumes and unit sales prices.
Consolidation adjustment and others	(3,043)	+364	+2	
Fine chemical total	21,000	+537	(285)	

Supplement: Raw materials for cosmetics

Net Sales	YoY change
10,356	+98

Note: Sales of raw materials for cosmetics are included in fine chemical product sales.

Main exchange rates (Average rate during period)

	JPY/USD	JPY/EUR	JPY/MYR	JPY/CNY	JPY/IDR
FY2022	135.50	140.99	30.47	19.75	0.0090
FY2023	133.19	145.66	30.20	19.35	0.0090

3. Main Indicators

3-1. Performance Targets

	Unit	FY2021 Results	FY2022 Results	FY2023 Forecast
Net sales	Million yen	432,778	556,565	540,000
Operating profit	Million yen	11,670	16,186	16,000
ROE	%	5.7	7.0	7.0
Profit margin on sales	%	2.0	2.0	2.1
Total asset turnover	Times	1.4	1.6	1.4
Financial leverage	Times	2.1	2.3	2.3
Operating cash flows	Million yen	(26,631)	398	39,000
ROIC	%	4.1	4.5	4.4

3-2. Balance Sheet Items

	Unit	FY2021 Results	FY2022 Results	FY2023 Forecast
Total assets	Million yen	344,506	374,453	375,000
Operating capital	Million yen	128,156	154,547	145,000
Equity (Net worth)	Million yen	156,225	162,559	165,000
Interest-bearing debt	Million yen	93,566	105,814	95,000
Invested capital	Million yen	249,791	268,374	260,000
Equity ratio	%	45.3	43.4	44.0
Net D/E ratio	Times	0.54	0.57	0.51

3-3. Cash Flow Items

	Unit	FY2021 Results	FY2022 Results	FY2023 Forecast
Operating cash flow	Million yen	(26,631)	398	39,000
Investment cash flow	Million yen	(9,327)	(6,143)	(25,000)
Financial cash flow	Million yen	34,473	6,342	(15,000)

Chicago Soybean Market



ICE Rapeseed Market



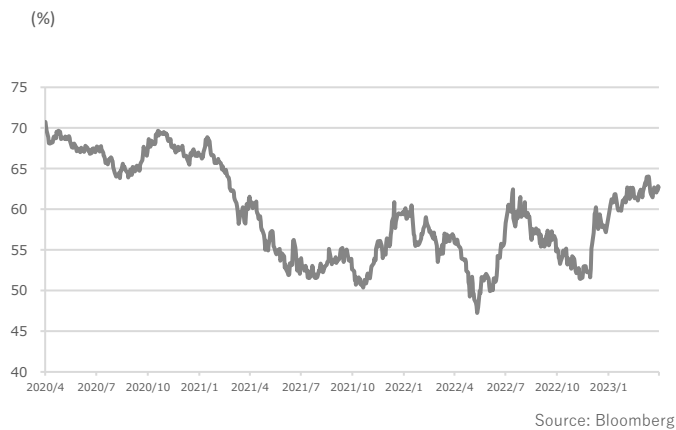
Crude Palm Oil Market



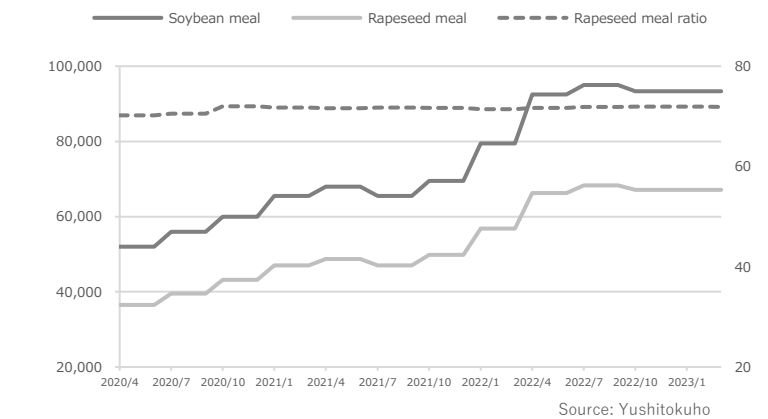
Exchange Rates (JPY/USD)



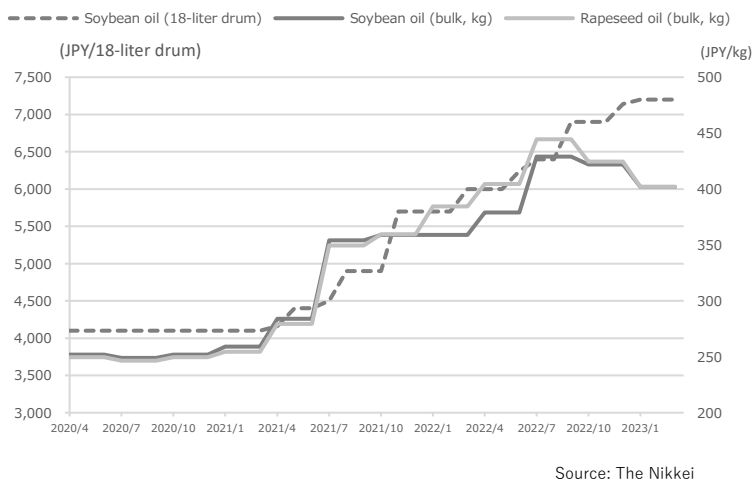
Meal Value Trends



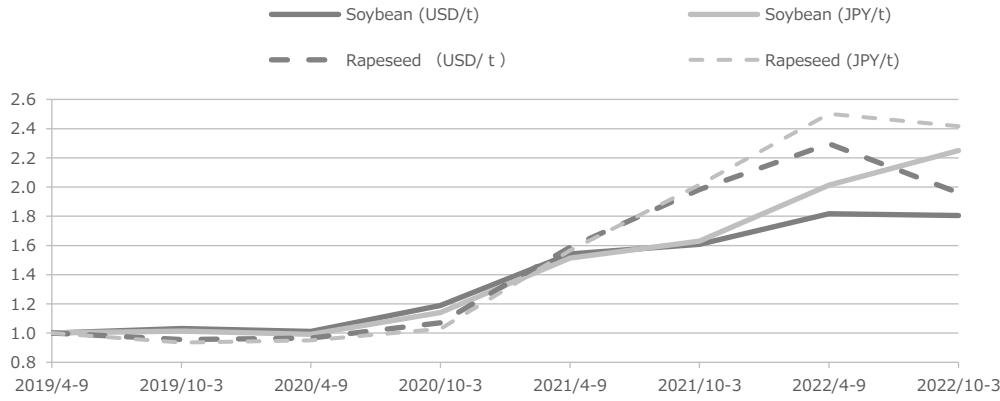
Average Market Price in the Meal Industry



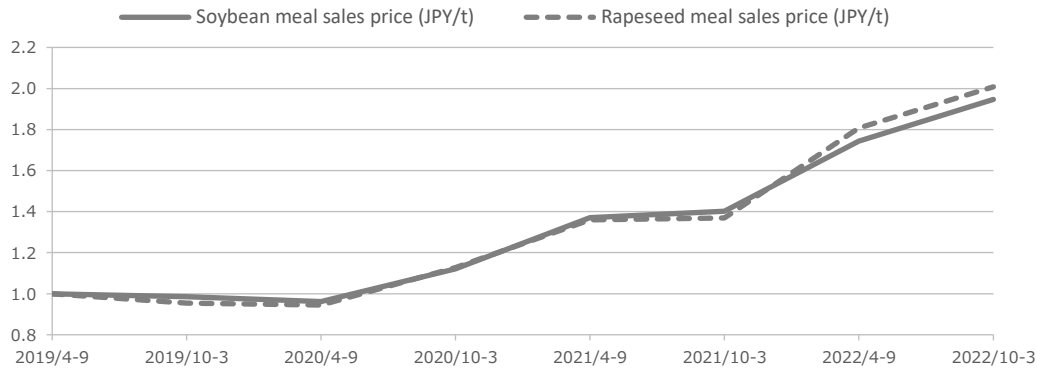
Nikkei Market Price Trends



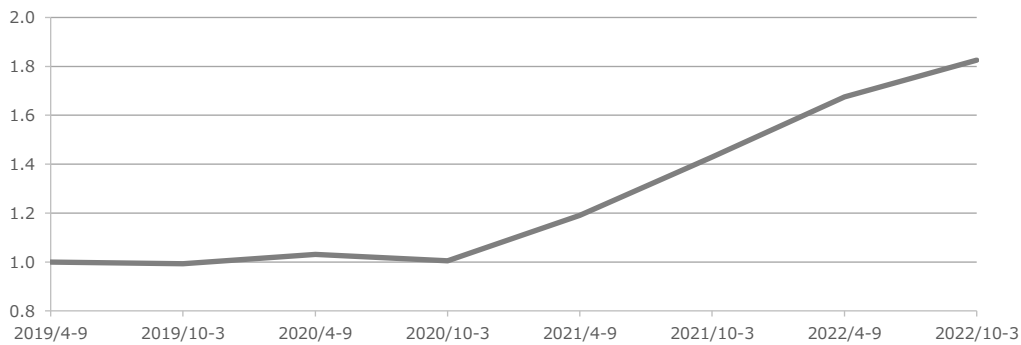
■ Raw Materials (Soybeans and Rapeseed)



■ Meal (Soybeans and Rapeseed)



■ Sales Prices for Main Oil and Fat Products (excluding "Gift" products, weighted average)



Note: Indexed with April–September 2019 result set as 1.0
 Source: The Nisshin OilIIO Group, Ltd.