



# Supplemental Documents for FY2020

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May 13, 2021

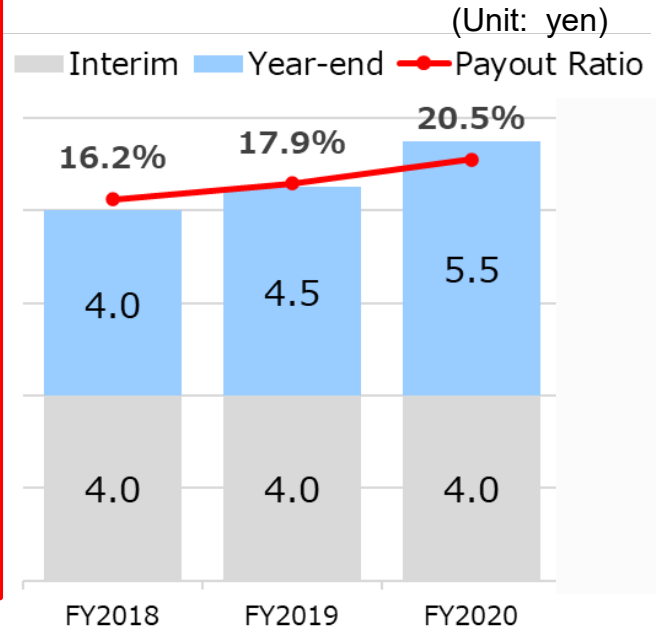
Nippon Suisan Kaisha, LTD.

Global demand for dine-out and tourism was declining due to the corona disaster. In addition to the deterioration of the fisheries market due to the decrease in demand, the business environment was severe due to the decrease in sales to domestic CVS, but improvements were seen from the second half of the year, and profit attributable to owners of parent remained at the same level as the previous year. The year-end dividend will be increased by 1 yen to 5.50 yen (annual dividend of 9.50 yen).

(Unit: 100 million yen)	FY2019	FY2020	Increase/Decrease	
				(%)
Net Sales	6,900	<b>6,564</b>	(335)	(4.9)
Operating Profit	228	<b>180</b>	(47)	(20.8)
Ordinary Profit	258	<b>227</b>	(30)	(11.8)
Profit attributable to owners of parent	147	<b>144</b>	(3)	(2.1)

Annual Plan revised on Nov. 5	Increase/Decrease
6,500	64
150	30
185	42
115	29

## Dividend transition



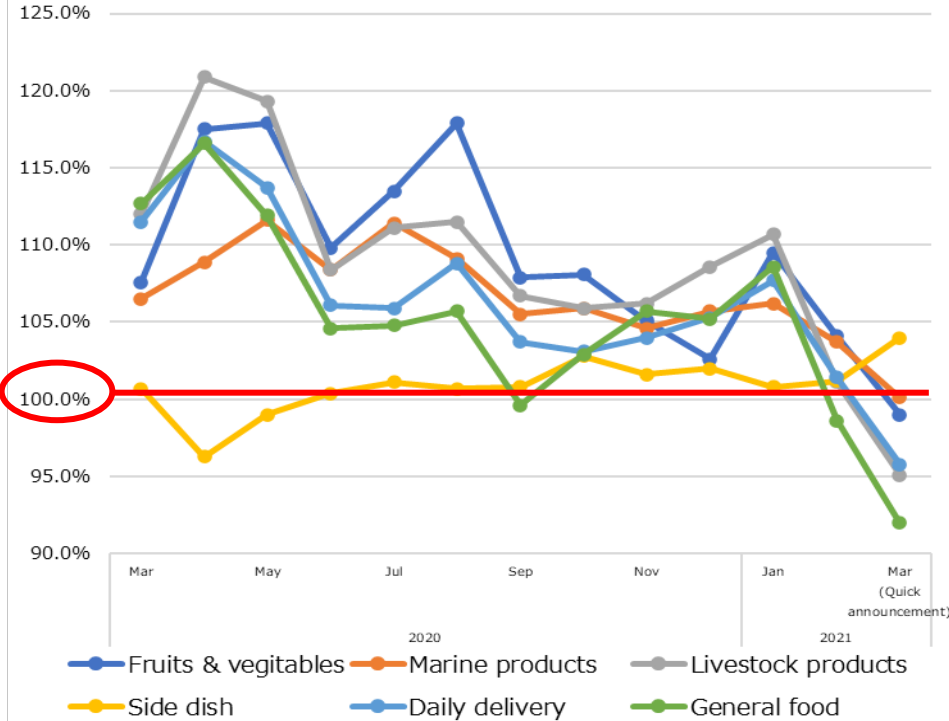
Operating profit improved from minus 37% in the first half to minus 6% in the second half. Profit attributable to owners of parent for the second half of the year increased compared to the previous fiscal year as the effects of stock impairment caused by the plunge in stock prices that occurred last year disappeared.

(Unit: 100 million yen)	1H of FY2019	1H of FY2020	Increase/Decrease		2H of FY2019	2H of FY2020	Increase/Decrease	
				(%)				(%)
<b>Net Sales</b>	3,454	<b>3,208</b>	(245)	(7.1)	3,446	<b>3,356</b>	(89)	(2.6)
<b>Operating Profit</b>	110	<b>69</b>	(41)	(37.1)	117	<b>111</b>	(6)	(5.5)
<b>Ordinary Profit</b>	121	<b>89</b>	(31)	(26.2)	136	<b>137</b>	1	0.9
<b>Profit attributable to owners of parent</b>	78	<b>50</b>	(27)	(35.7)	69	<b>94</b>	24	35.7

# Overview of the 2<sup>nd</sup> Half (From October to March)

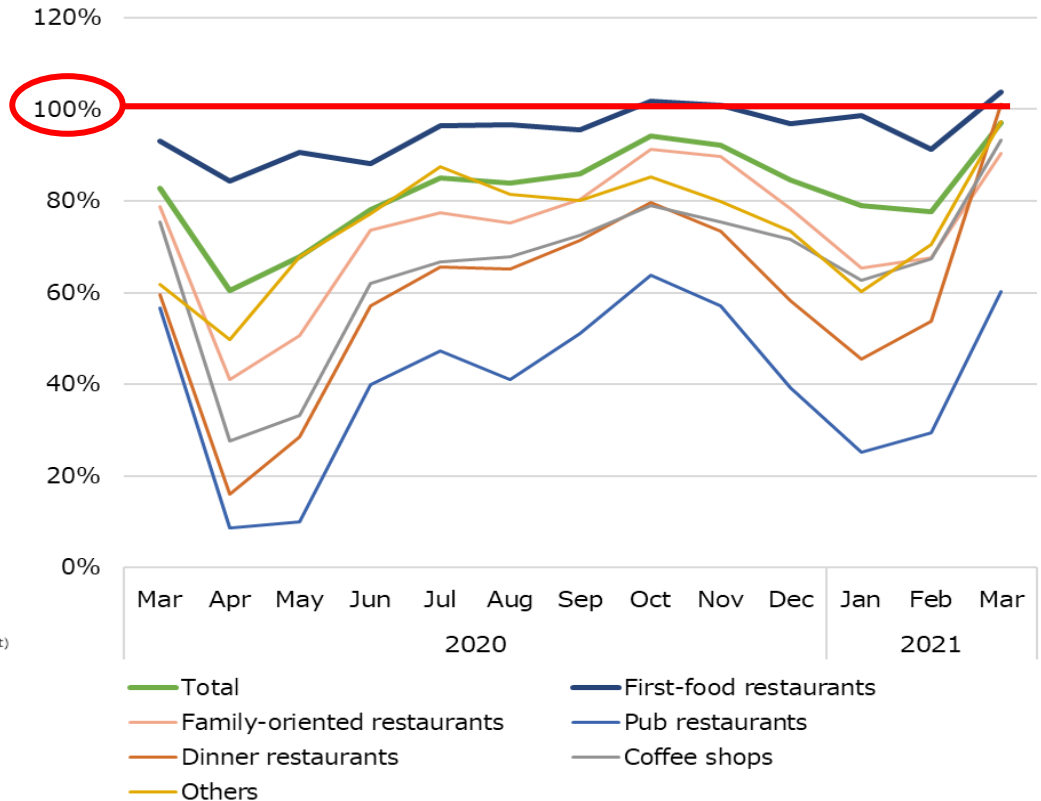
Mass retailers were steadily growing due to demand for nesting, but the effects of the corona disaster have come to an end. On the other hand, food service was gradually recovering from the second half of the year.

Supermarket sales statistics (whole stores)  
(Y-on-Y)



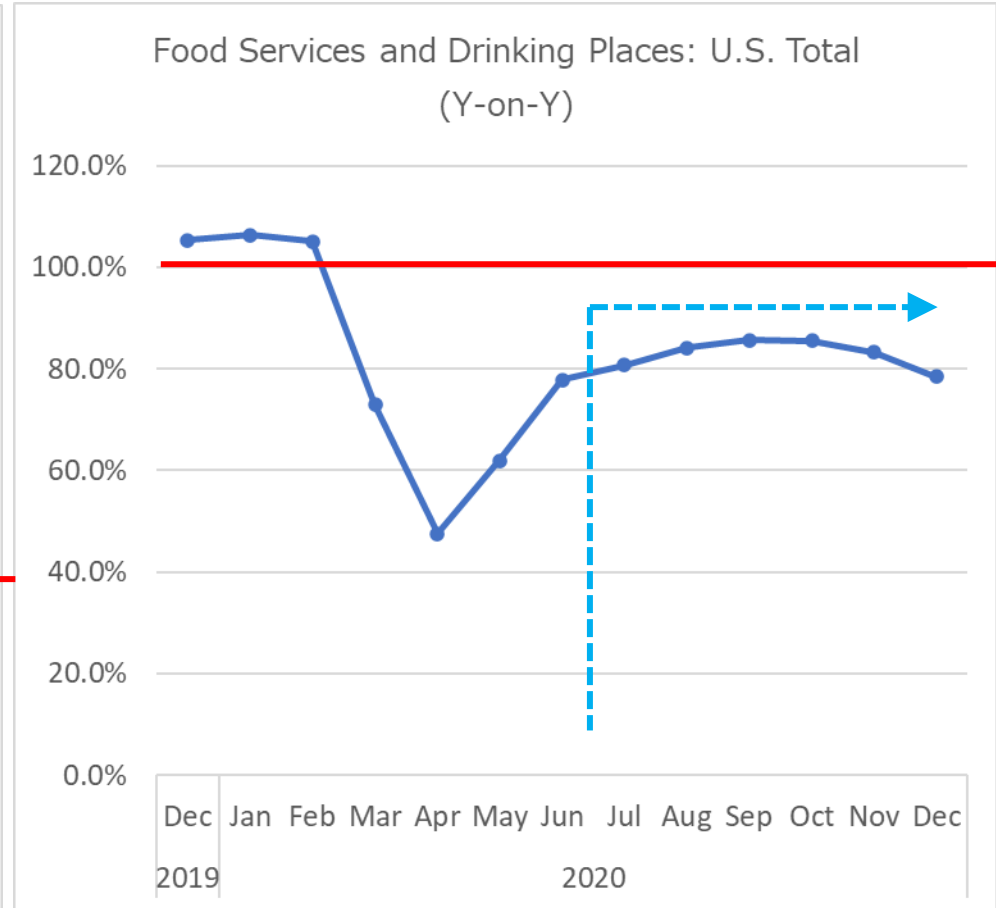
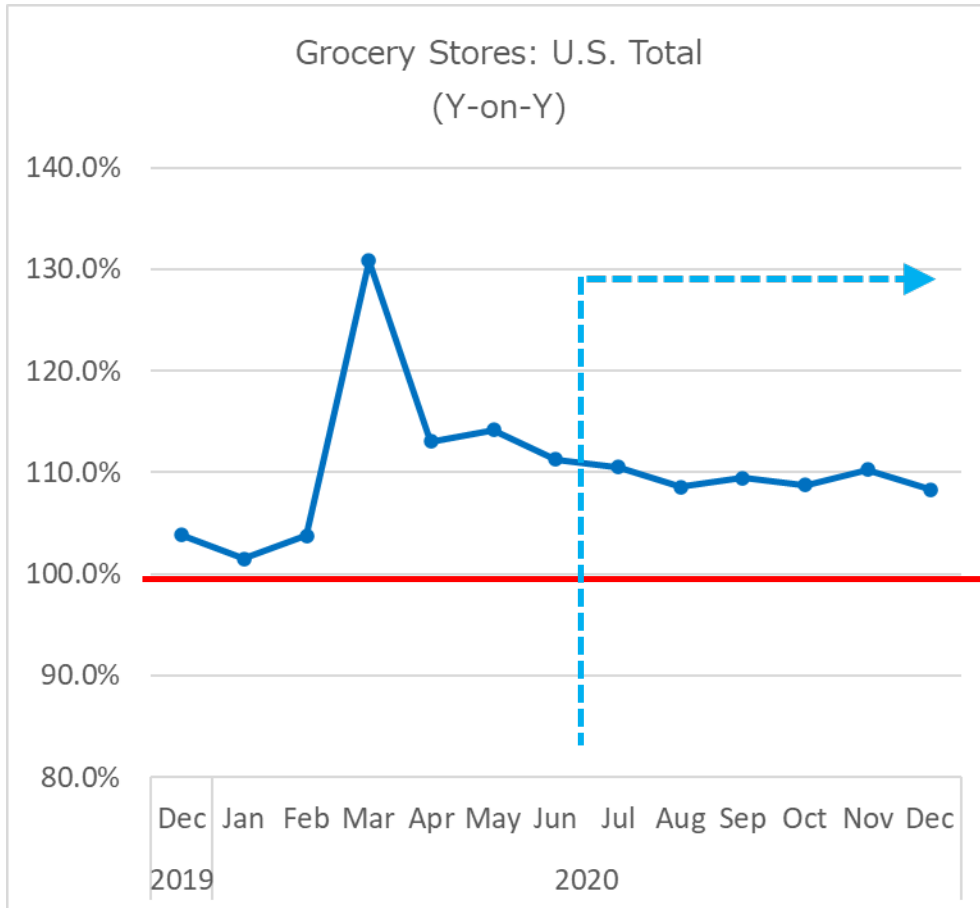
Source: Supermarket Sales Statistics Survey  
(National Supermarket Association, Japan Supermarket Association, All Japan Supermarket Association)

Trend survey of the restaurants industry in Japan  
Year-on-Year change in sales



Source: Japan Food Service Association

Mass retailers in the United States have continued to perform well since March. The food service industry has recovered from the second half of the first half, but the performance has continued to fall short of the previous year.

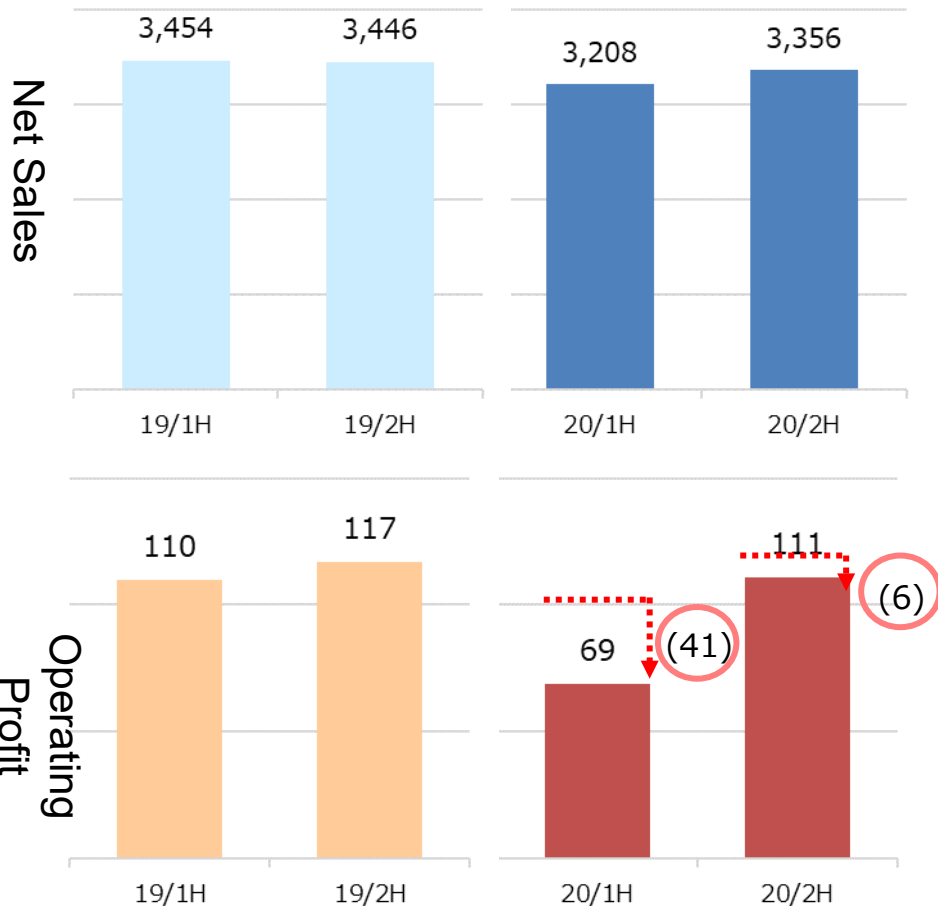


Source: U.S. Census Bureau.  
Advance Monthly Sales for Retail and Food Services



Overseas marine products business continued to struggle in the second half. In addition to the strong sales of food products for household use, which has continued since the first half of the year, improvements for food service and CVS have also been seen.

(Unit: 100 million yen)



## The status of the 2<sup>nd</sup> half

Domestic common (From Oct. 2020 to Mar. 2021)	Sales for food service and CVS which were weak during the first half has been gradually improving. Low fish price continued.
Food Products	Sales for household use remained strong, mainly for frozen foods. Sales for food service were on a recovery trend, and profits for CVS were about the same as the previous year due to cost reductions.
Marine Products	Although consumption for household use has increased and sales to mass retailers have been strong, fish prices continued to be sluggish.
Overseas common (From Jul. to Dec. 2020)	Food products business was firm. Marine products business struggled because of the reduced production of salmon/trout and poor whitefish processing yields.
Food Products North America and Europe	Profits for household use was secured thanks to the steady sales. Sales for food service was strong, mainly in takeout and delivery.
Marine Products South America	Revenue and income decreased in the salmon/trout aquaculture business as sales price went down and reduced production. Fishery business was severe due to the weak catch.
Marine Products North America and Europe	Profit decreased in North American processing due to lower selling prices of surimi and fillet, lower yields, and higher costs related to corona.

# Overview of FY2020



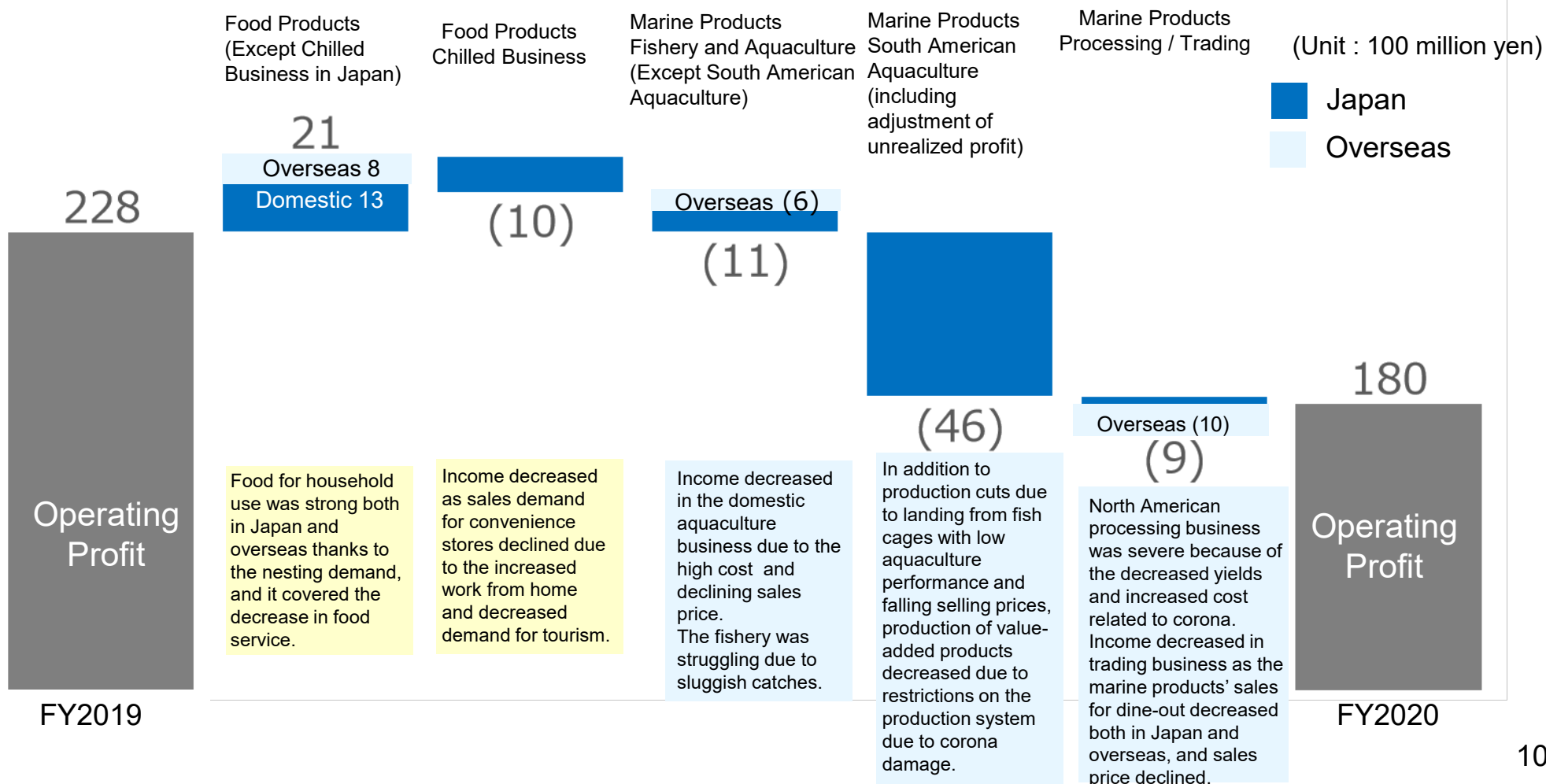
The impact on the Marine Products Business was large, such as a decrease in demand for dine-out and tourism and a deterioration in the fisheries market due to the decrease in demand. Sales decreased by 5% and operating profit decreased by 21%.

(Unit: 100 million yen)	FY2019	FY2020	Y-on-Y	
			(Amount)	(%)
<b>Net Sales</b>	<b>6,900</b>	<b>6,564</b>	<b>(335)</b>	<b>(4.9)</b>
Marine Products	<b>2,895</b>	<b>2,621</b>	<b>(274)</b>	<b>(9.5)</b>
Food Products	<b>3,372</b>	<b>3,300</b>	<b>(72)</b>	<b>(2.1)</b>
Fine Chemicals	<b>270</b>	<b>264</b>	<b>(6)</b>	<b>(2.2)</b>
General Logistics	<b>165</b>	<b>166</b>	<b>0</b>	<b>0.5</b>
Others	<b>195</b>	<b>212</b>	<b>16</b>	<b>8.6</b>
<b>Operating Profit</b>	<b>228</b>	<b>180</b>	<b>(47)</b>	<b>(20.8)</b>
Marine Products	<b>118</b>	<b>59</b>	<b>(58)</b>	<b>(49.5)</b>
Food Products	<b>127</b>	<b>140</b>	<b>12</b>	<b>9.7</b>
Fine Chemicals	<b>25</b>	<b>23</b>	<b>(2)</b>	<b>(7.8)</b>
General Logistics	<b>19</b>	<b>22</b>	<b>2</b>	<b>10.9</b>
Others	<b>4</b>	<b>7</b>	<b>3</b>	<b>77.7</b>
Common Costs	<b>(67)</b>	<b>(72)</b>	<b>(4)</b>	<b>6.9</b>
<b>Ordinary Profit</b>	<b>258</b>	<b>227</b>	<b>(30)</b>	<b>(11.8)</b>
Profit attributable to owners of parent	<b>147</b>	<b>144</b>	<b>(3)</b>	<b>(2.1)</b>

# Main factors for increase/decrease in operating profit (Y-on-Y)



Sales for food products were strong both in Japan and overseas, but sales to CVS were struggling. In fisheries, profits declined due to sluggish fish prices, reduced production in the South American salmon/trout aquaculture business, and high costs in the domestic aquaculture business.



Equity ratio exceeded 35%, and financial structure was strengthened.

The Italic and bold figures mean increase/decrease, compared to the end of FY2019.

(Unit : 100 million yen)

<p style="text-align: center;"><b>Current Assets 2,317 (213)</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 5px;">Cash and deposits</td> <td style="text-align: right; padding: 5px;">109</td> <td style="text-align: right; padding: 5px;"><i>(163)</i></td> </tr> <tr> <td style="padding: 5px;">Notes and accounts receivable</td> <td style="text-align: right; padding: 5px;">770</td> <td style="text-align: right; padding: 5px;"><i>(28)</i></td> </tr> <tr> <td style="padding: 5px;">Inventory</td> <td style="text-align: right; padding: 5px;">1,279</td> <td style="text-align: right; padding: 5px;"><i>(31)</i></td> </tr> </table>	Cash and deposits	109	<i>(163)</i>	Notes and accounts receivable	770	<i>(28)</i>	Inventory	1,279	<i>(31)</i>	<p style="text-align: center;"><b>Current Liabilities 1,534 (434)</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 5px;">Notes and accounts payable</td> <td style="text-align: right; padding: 5px;">416</td> <td style="text-align: right; padding: 5px;"><b>61</b></td> </tr> <tr> <td style="padding: 5px;">Short-term borrowings</td> <td style="text-align: right; padding: 5px;">685</td> <td style="text-align: right; padding: 5px;"><i>(522)</i></td> </tr> <tr> <td style="padding: 5px;">Accrued expenses</td> <td style="text-align: right; padding: 5px;">230</td> <td style="text-align: right; padding: 5px;"><i>(1)</i></td> </tr> </table>	Notes and accounts payable	416	<b>61</b>	Short-term borrowings	685	<i>(522)</i>	Accrued expenses	230	<i>(1)</i>
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<p style="text-align: center;"><b>Non-current Assets 2,436 52</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 5px;">Property, plant and equipment</td> <td style="text-align: right; padding: 5px;">1,474</td> <td style="text-align: right; padding: 5px;"><i>(6)</i></td> </tr> <tr> <td style="padding: 5px;">Intangible assets</td> <td style="text-align: right; padding: 5px;">97</td> <td style="text-align: right; padding: 5px;"><i>(5)</i></td> </tr> <tr> <td style="padding: 5px;">Investment and other assets</td> <td style="text-align: right; padding: 5px;">864</td> <td style="text-align: right; padding: 5px;"><b>64</b></td> </tr> </table>	Property, plant and equipment	1,474	<i>(6)</i>	Intangible assets	97	<i>(5)</i>	Investment and other assets	864	<b>64</b>	<p style="text-align: center;"><b>Non-current Liabilities 1,340 116</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 5px;">Long-term borrowings</td> <td style="text-align: right; padding: 5px;">1,122</td> <td style="text-align: right; padding: 5px;"><b>118</b></td> </tr> </table>	Long-term borrowings	1,122	<b>118</b>						
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Long-term borrowings	1,122	<b>118</b>																	
<p style="text-align: center;"><b>Total Assets 4,754 (161)</b></p>	<p style="text-align: center;"><b>Net Assets 1,879 156</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 5px;">Shareholder's equity</td> <td style="text-align: right; padding: 5px;">1,695</td> <td style="text-align: right; padding: 5px;"><b>164</b></td> </tr> <tr> <td colspan="3" style="text-align: center; padding: 10px;"> <p>Equity Ratio</p> <p>As of March 2020: 31.2%</p> <p>As of March 2021: <b>35.7%</b></p> </td> </tr> </table>	Shareholder's equity	1,695	<b>164</b>	<p>Equity Ratio</p> <p>As of March 2020: 31.2%</p> <p>As of March 2021: <b>35.7%</b></p>														
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<p>Equity Ratio</p> <p>As of March 2020: 31.2%</p> <p>As of March 2021: <b>35.7%</b></p>																			

Net cash provided by operating activities improved significantly.

(Unit: 100 million yen)	FY2019	FY2020	Y-on-Y
•Profit before income taxes	226	225	(1)
•Depreciation & Amortization	197	198	1
•Working Capital	(120)	98	218
•Income taxes paid	(80)	(38)	42
•Others	(34)	(25)	9
<b>Net cash provided by operating activities</b>	<b>187</b>	<b>459</b>	<b>271</b>
•Investment in (Purchase of) property, plant and equipment	(285)	(242)	43
•Others	(8)	62	70
<b>Net cash provided by investing activities</b>	<b>(294)</b>	<b>(180)</b>	<b>114</b>
•Increase (Decrease) in short-term borrowings	187	(492)	(680)
•Increase (Decrease) in long-term borrowings	114	91	(23)
•Others	(43)	(46)	(3)
<b>Net cash provided by financing activities</b>	<b>259</b>	<b>(447)</b>	<b>(707)</b>
<b>Cash and cash equivalent at end of term</b>	<b>316</b>	<b>147</b>	

# Marine Products Business

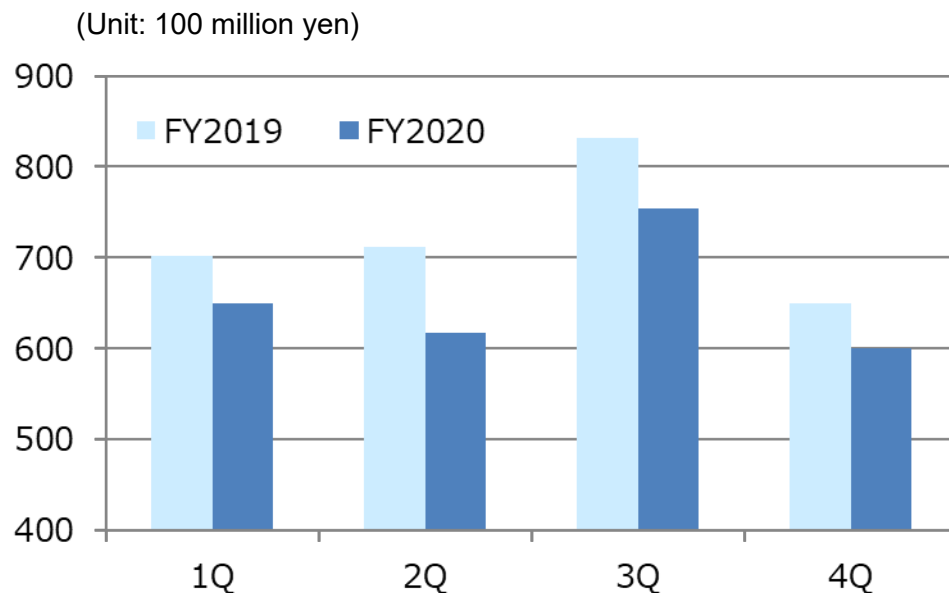
## Net Sales & Operating Profit (Y-on-Y)



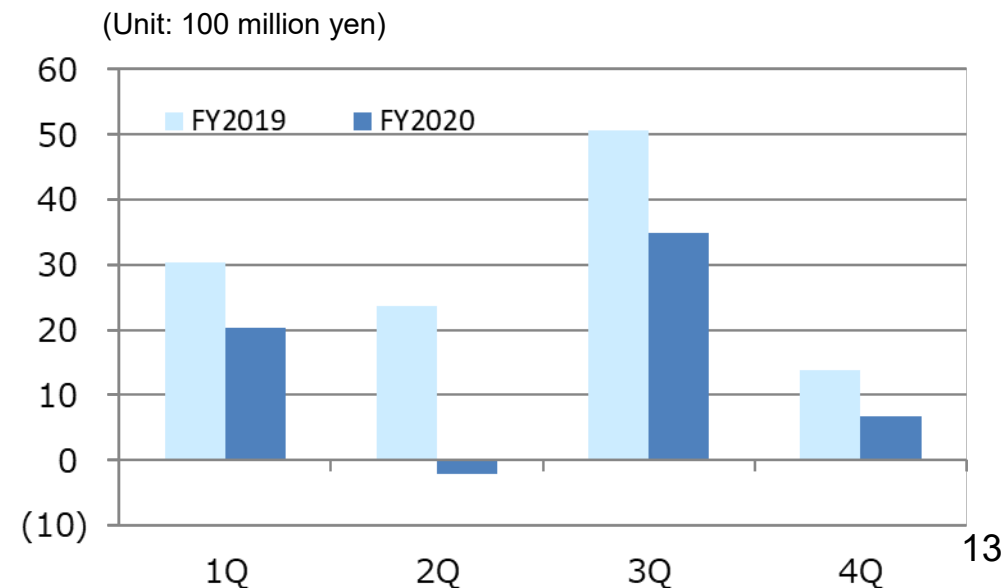
Both revenue and income declined due to decreased demand for marine products and sales price decline caused by the new coronavirus and reduced production of salmon/trout aquaculture in South America.

(Unit: 100 million yen)	FY2019	FY2020	Y-on-Y	
			(Amount)	(%)
Net Sales	<b>2,895</b>	<b>2,621</b>	<b>(274)</b>	<b>(9.5)</b>
Operating Profit	<b>118</b>	<b>59</b>	<b>(58)</b>	<b>(49.5)</b>

Net Sales (Quarterly)

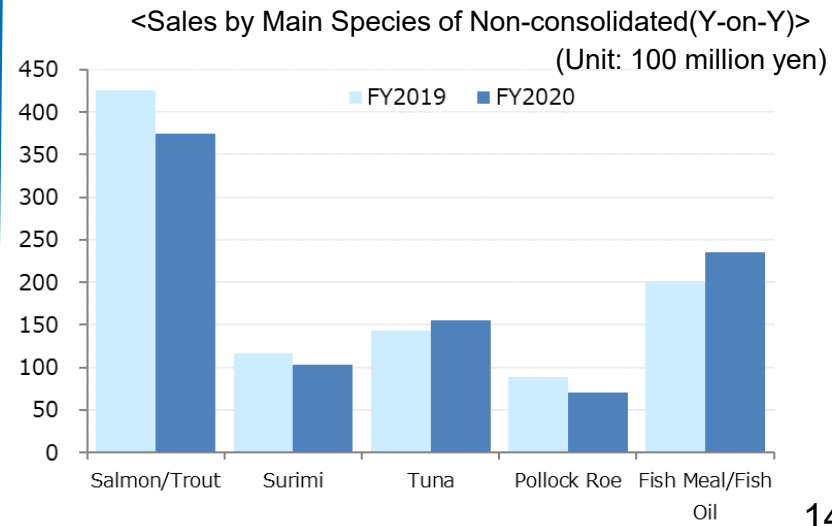
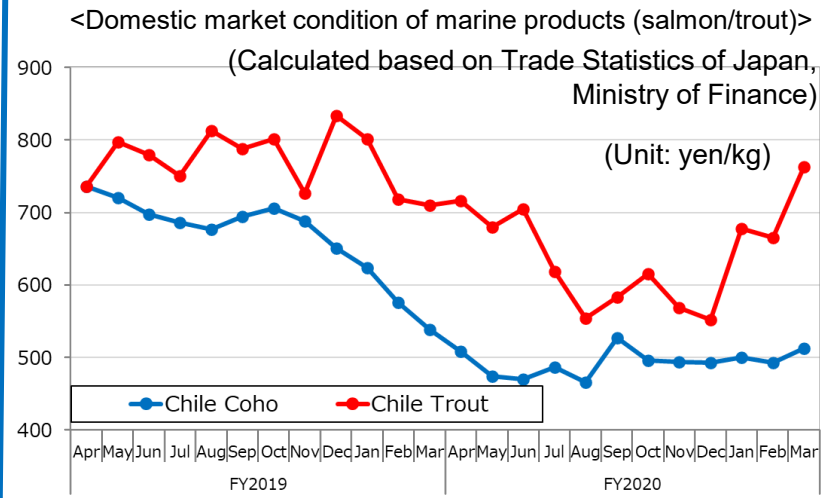
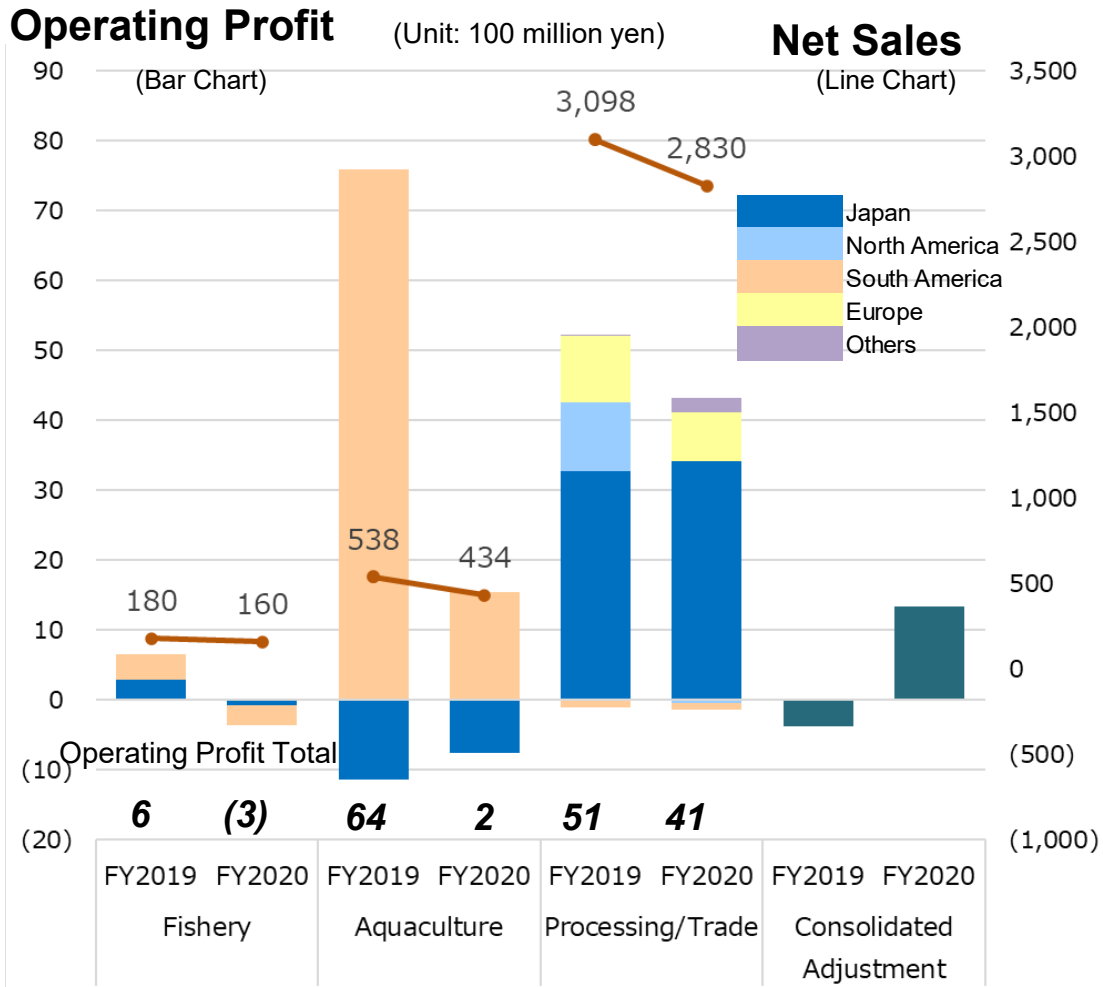


Operating Profit (Quarterly)

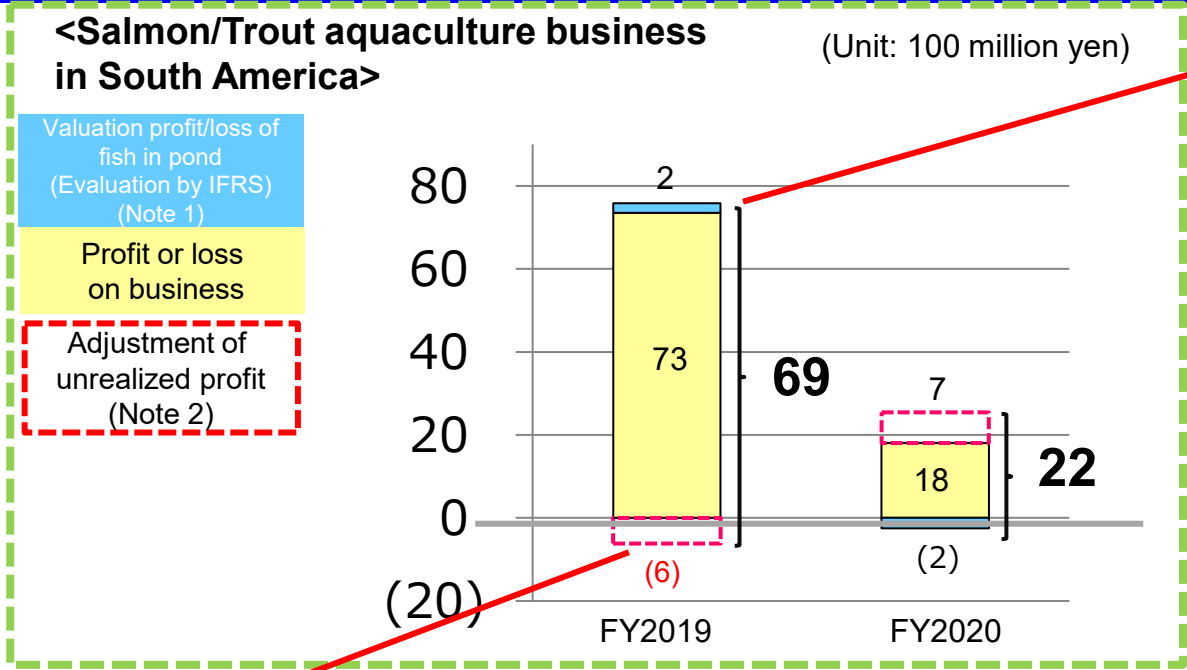




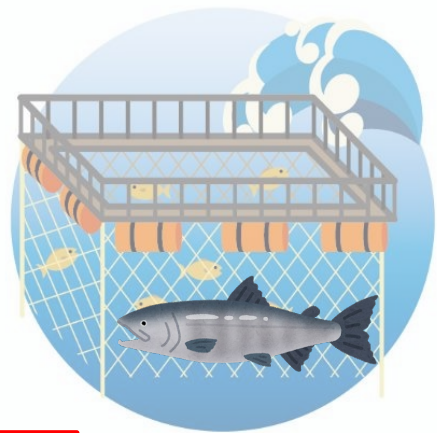
Fisheries and aquaculture struggled due to production cuts and price slumps. In North America, profits of processing/trade declined due to increased costs and lower yields due to measures against coronavirus and downsizing of raw materials.



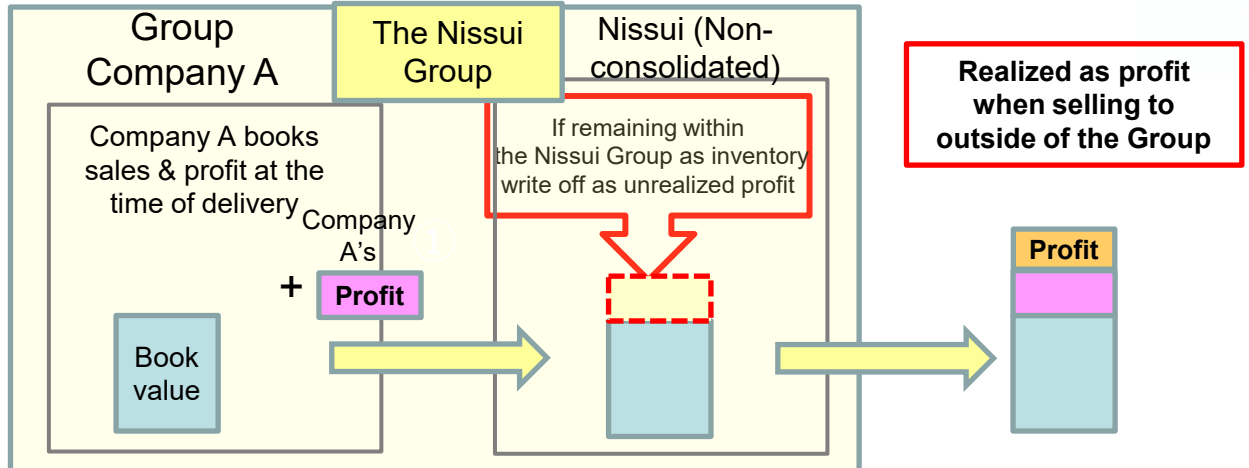
Real profit/loss of salmon/trout aquaculture in South America decreased by 4.6 billion yen from the previous year.



(Note 1) Valuation profit/loss of fish in pond  
Evaluate pre-shipment fish in cages based on estimated shipping prices



(Note 2) Adjustment of unrealized profit in the inventory



# Food Products Business

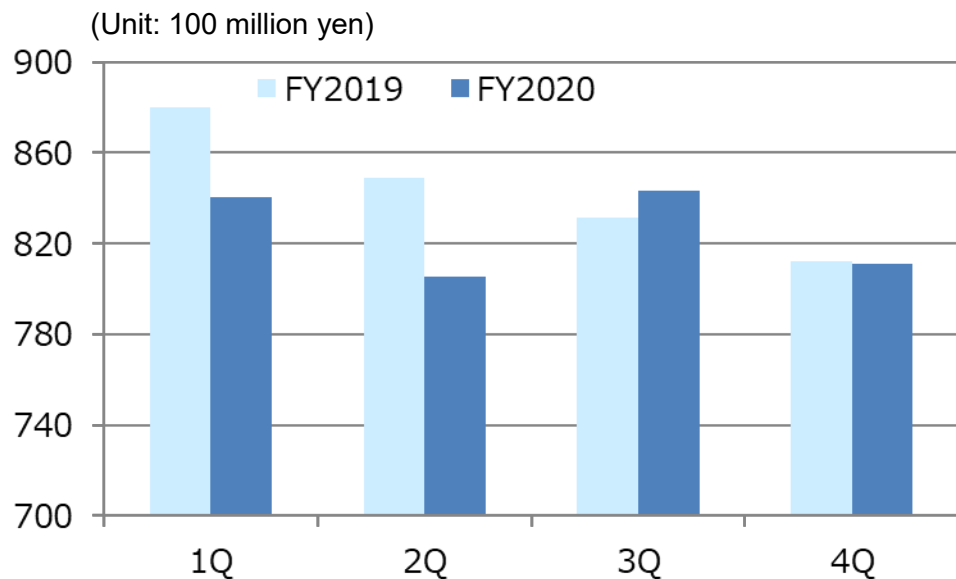
## Net Sales & Operating Profit (Y-on-Y)



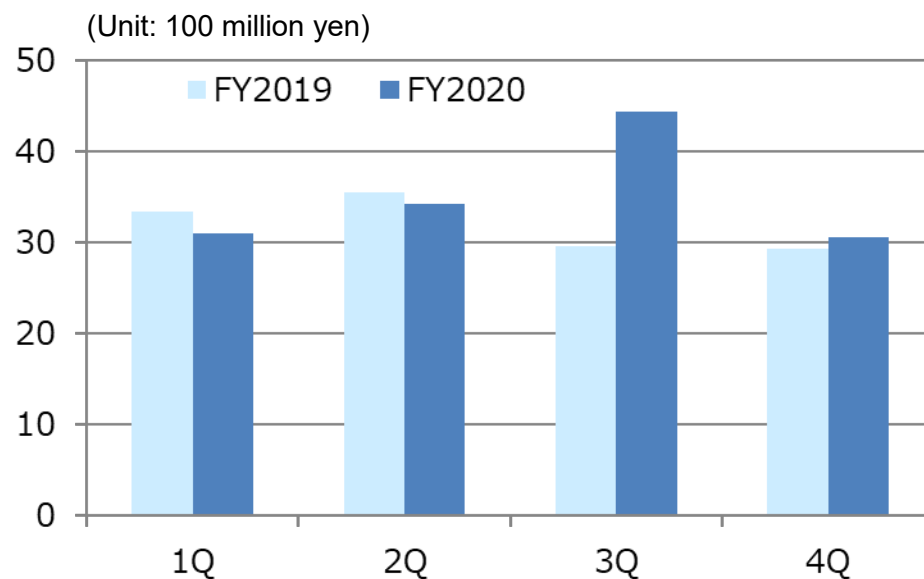
Sales of household use were strong and covered the decline in sales of food service. Sales of food service and CVS products struggled in the first half, but they were on a recovery trend in the second half.

(Unit: 100 million yen)	FY2019	FY2020	Y-on-Y	
			(Amount)	(%)
Net Sales	<b>3,372</b>	<b>3,300</b>	<b>(72)</b>	<b>(2.1)</b>
Operating Profit	<b>127</b>	<b>140</b>	<b>12</b>	<b>9.7</b>

Net Sales (Quarterly)



Operating Profit (Quarterly)



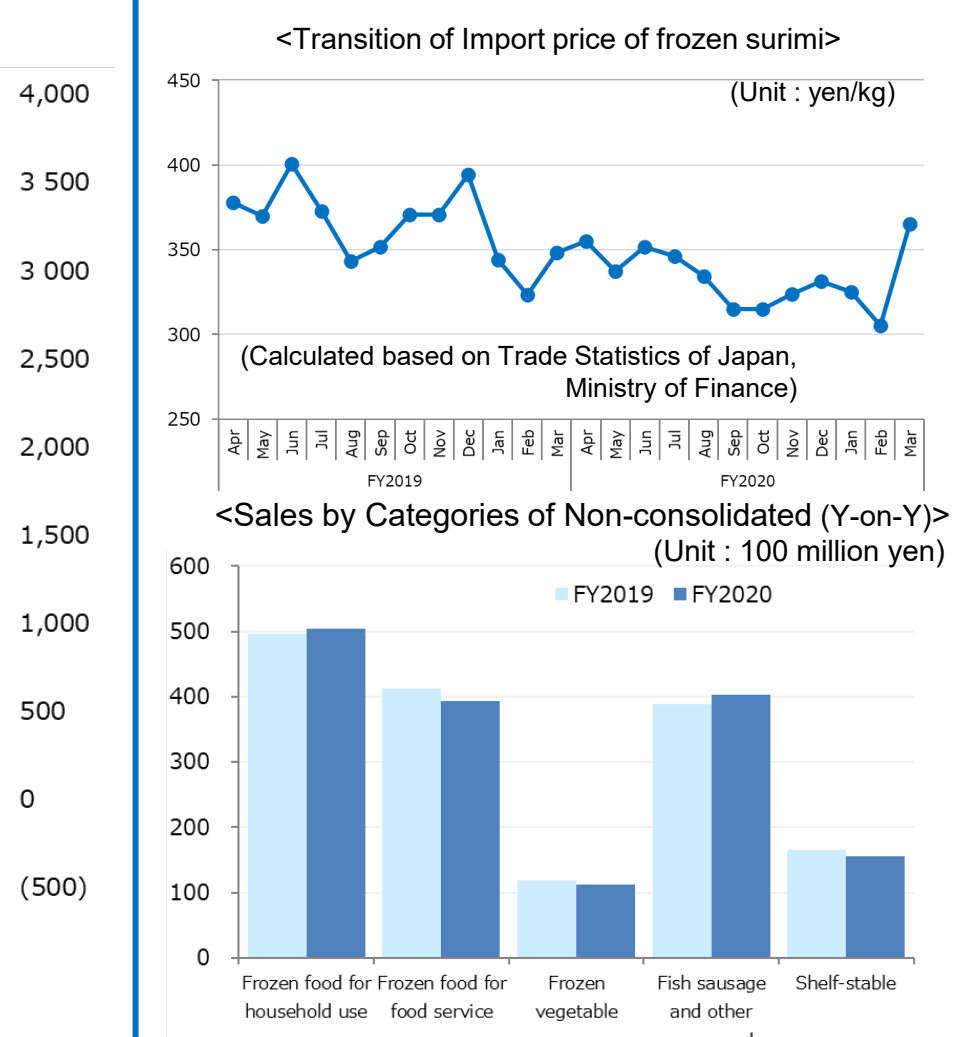
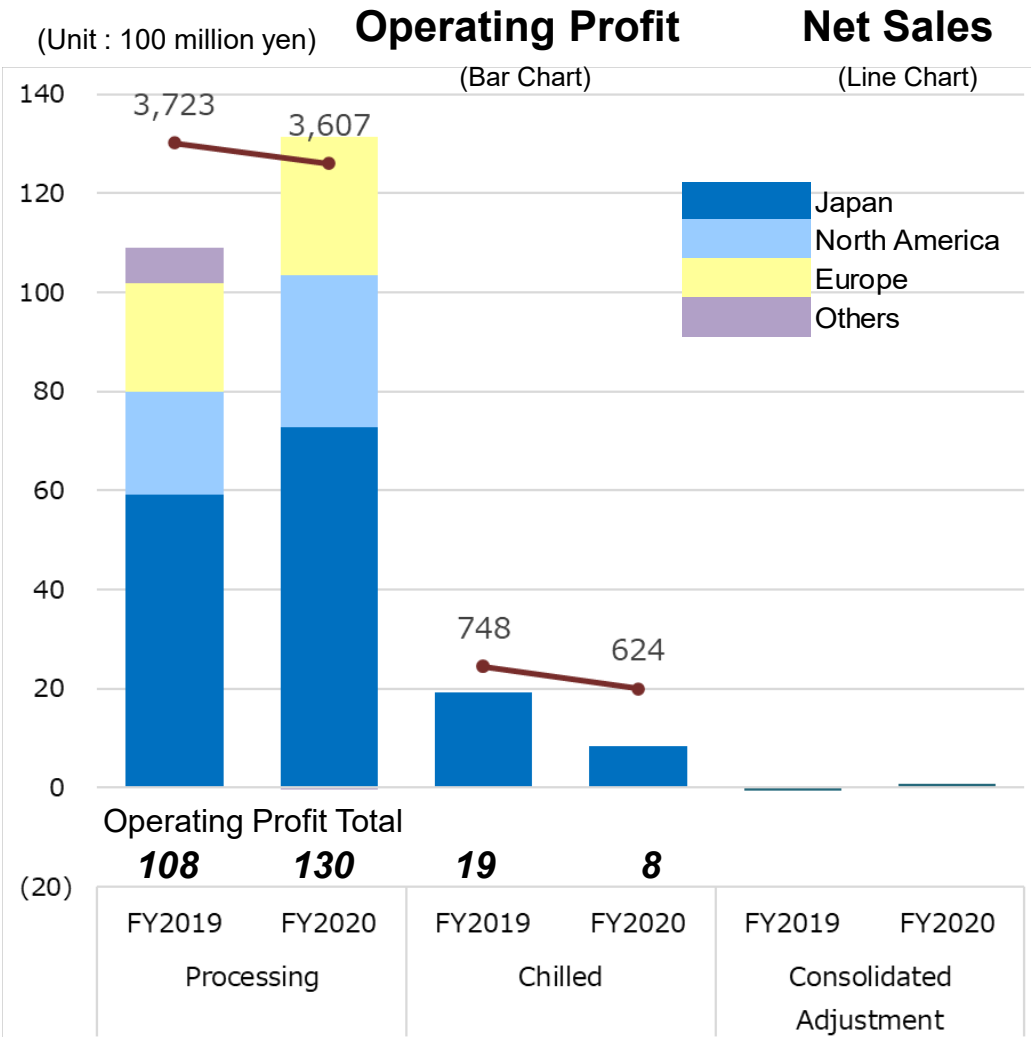


# Food Products Business

## Net Sales & Operating Profit (Y-on-Y)



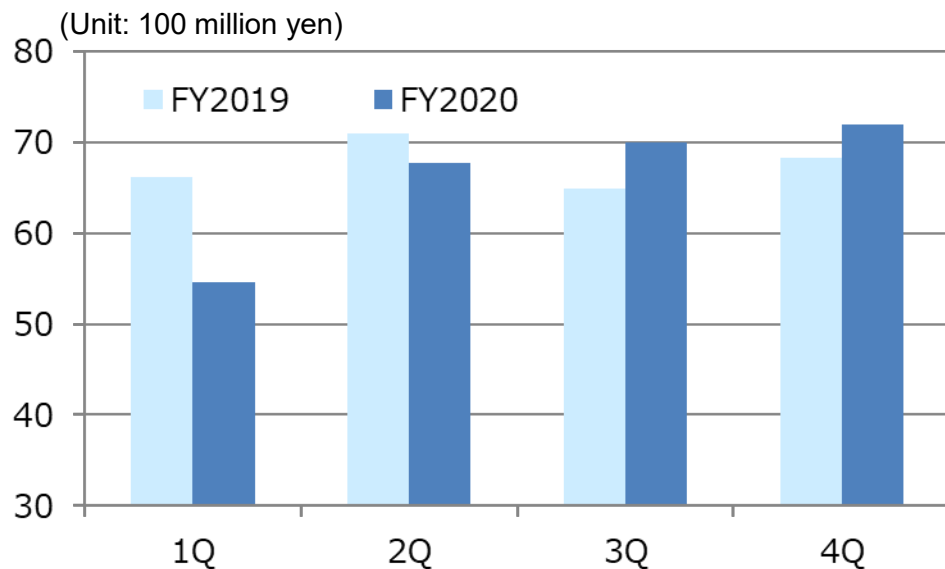
Sales of frozen foods to mass retailers were strong both in Japan and overseas. Revenue and income decreased in chilled business due to the decreased sales volume of cooked rice, salad, and deli-foods.



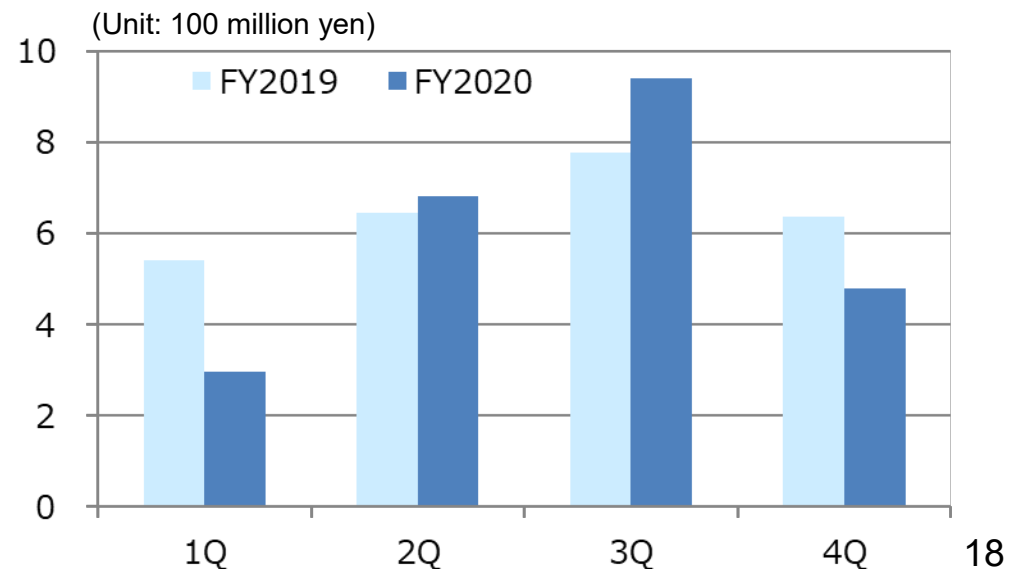
Sales of functional raw materials and functional foods were firm, but profits declined due to a decrease in sales of pharmaceutical raw materials and the sale of pharmaceutical sales companies.

(Unit: 100 million yen)	FY2019	FY2020	Y-on-Y	
			(Amount)	(%)
Net Sales	<b>270</b>	<b>264</b>	<b>(6)</b>	<b>(2.2)</b>
Operating Profit	<b>25</b>	<b>23</b>	<b>(2)</b>	<b>(7.8)</b>

Net Sales (Quarterly)



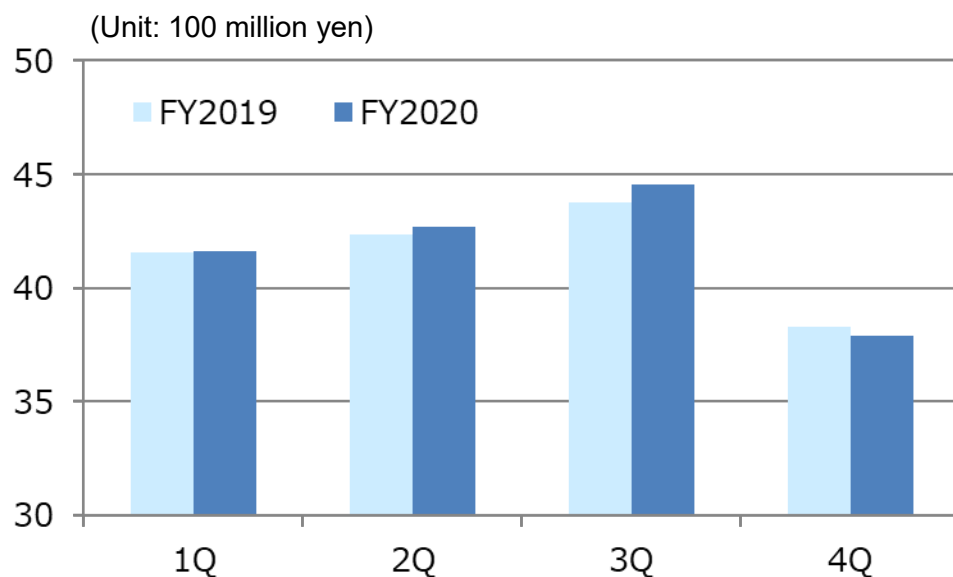
Operating Profit (Quarterly)



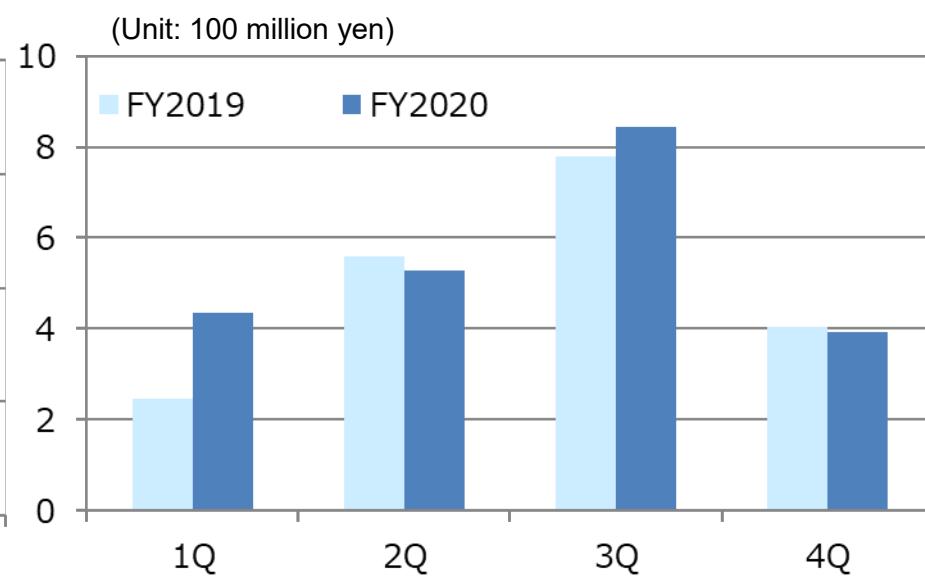
Although cargo movements of commercial customers continued to be sluggish and warehousing continued to decline, sales and profits increased thanks to the new operation of Osaka Maishima Logistics Center Building No. 2 and the effect of cost reduction.

(Unit: 100 million yen)	FY2019	FY2020	Y-on-Y	
			(Amount)	(%)
Net Sales	<b>165</b>	<b>166</b>	<b>0</b>	<b>0.5</b>
Operating Profit	<b>19</b>	<b>22</b>	<b>2</b>	<b>10.9</b>

Net Sales (Quarterly)

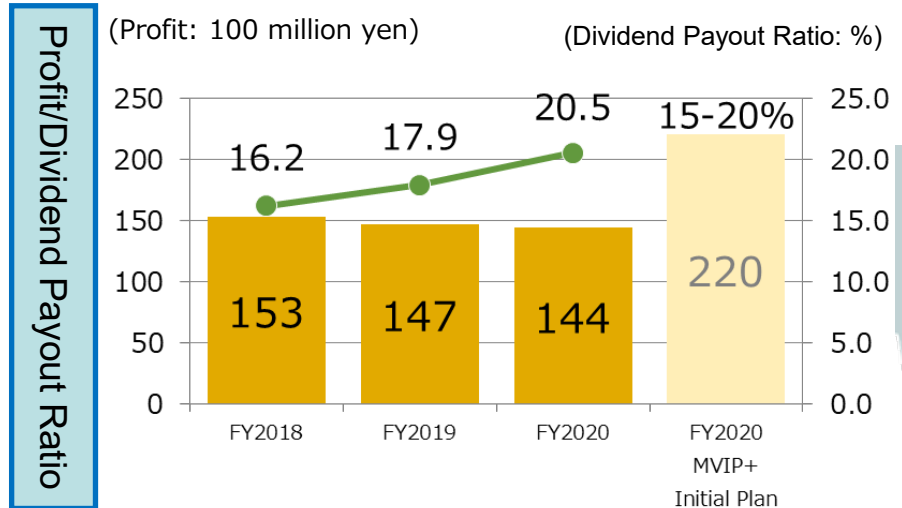
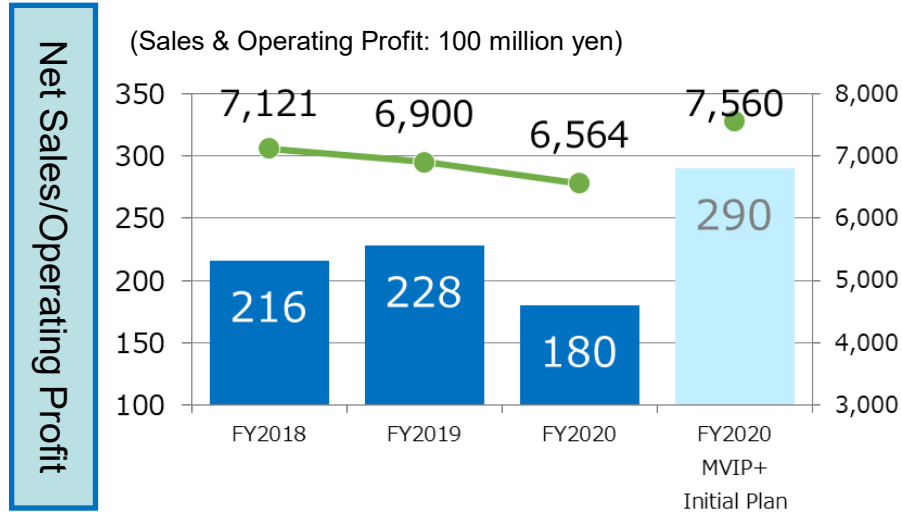


Operating Profit (Quarterly)



# Overview of Mid-Term Business Plan (MVIP+2020)

Expanded production and sales bases in Europe and renewed production plant for fast food in Thailand. On the other hand, domestic aquaculture, fine chemicals and chilled businesses still have challenges. Achieved a payout ratio of 20%.



## - Expansion of European business



**UK:** Acquired a fresh fish processing company. Build an efficient business structure by separating functions into frozen foods and marine products processing

**France:** Expanded product categories such as processed shrimp and reorganized and expanded production system

## - Renewal of food processing factory in Thailand



Strengthened expansion to quick service restaurants and fast-food market

As an effort to solve social issues through our business, we continue to take on the challenge of advanced aquaculture (land aquaculture / DX), and have achieved certain results in employee work style reforms and health and productivity management.

## Efforts for land-based aquaculture to reduce environmental impact



Mackerel circulation type land aquaculture



Vanamei shrimp closed circulation aquaculture



Atlantic salmon closed circulation aquaculture (Denmark)

## Utilization of AI / IoT



Counting the number of fish using image analysis technology

## Awarded "Health & Productivity Stock Selection" by Ministry of Economy, Trade and Industry for 3 consecutive years



We actively followed up on the physical and mental health under the new coronavirus infection, such as promoting employee health promotion using fish and EPA (Eicosapentaenoic acid), which are the pillars of our business, and holding smoking cessation measures and health UP seminars. These activities were evaluated.

### [Health & Productivity Management]

- Utilization of EPA/AA ratio
- Smoking cessation aid
- Health + (plus) storage campaign
- Introduction of cafeteria plan "N Cafe"
- Introduction of telework work system



10,000 steps a day



Fish-centered diet

# Plan for FY2021

This fiscal year will be a year of strengthening foundation, overcoming weaknesses and reinforcing our strengths, which will lead to the next medium-term management plan. Since it will take time to normalize the world economy, the plan includes risks to some extent. Dividend remains unchanged.

(Unit: 100 million yen)

	FY2020 Actual (Note 1) (New standard base)	FY2021 Annual Plan (Note 1) (New standard base)	Increase/Decrease		FY2020 Actual (Old standard base)	Increase/Decrease compared to the new standard (Note 2)
				(%)		
Net Sales	6,148	<b>6,420</b>	271	4.4	6,564	(416)
Operating Profit	179	<b>200</b>	20	11.3	180	(1)
Ordinary Profit	226	<b>230</b>	3	1.6	227	(1)
Profit attributable to owners of parent	143	<b>150</b>	6	4.4	144	(0)

(Note 1) "Accounting Standards for Revenue Recognition" have been applied since the beginning of FY2021. The above consolidated earnings forecast for FY2021 and the actual results for FY2020 are the amounts after the relevant accounting standards have been applied.

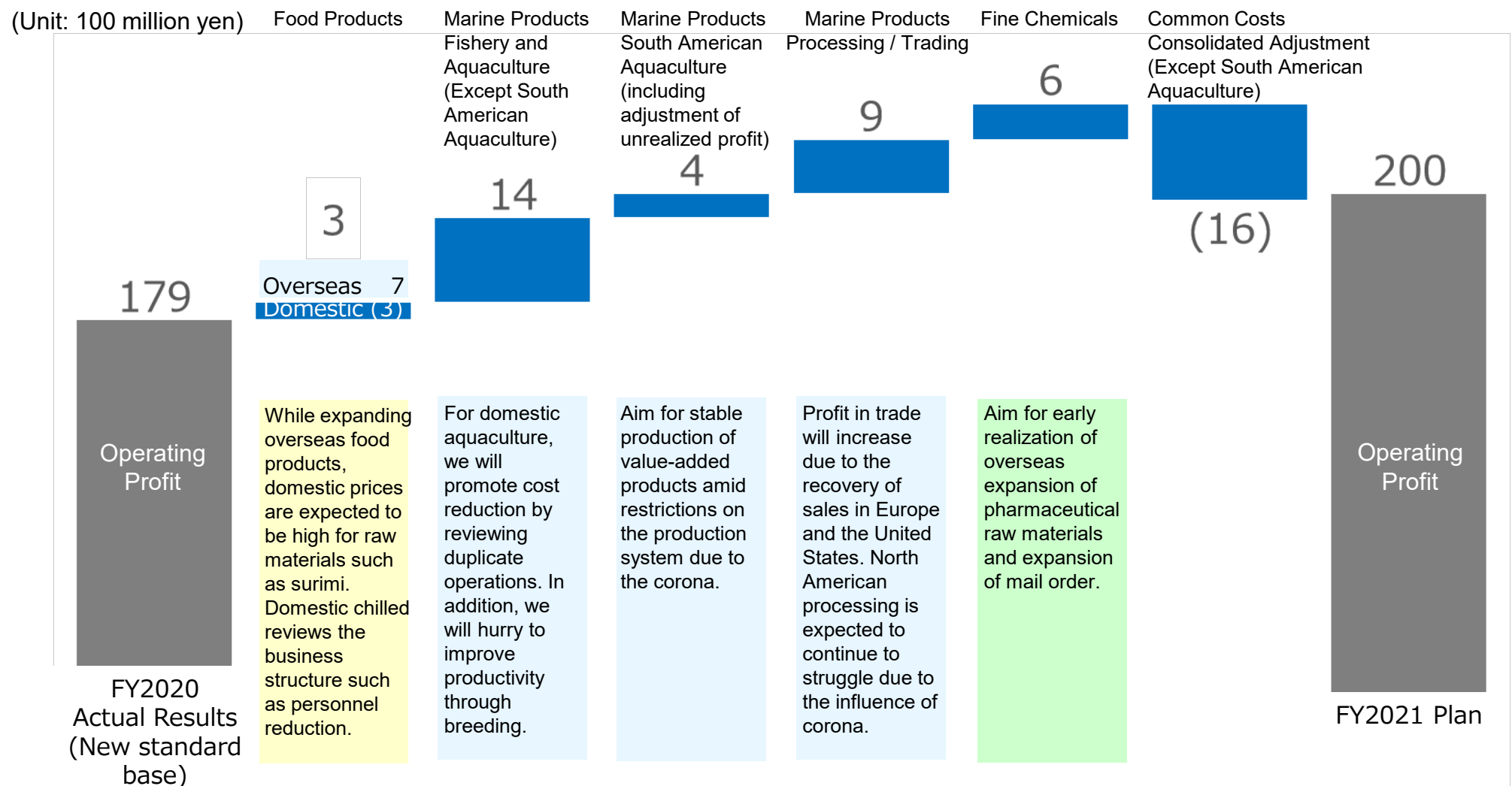
(Note 2) The difference between the new standard and the old standard is due to the fact that the consideration paid to customers such as rebates, which was used as selling expenses, was deducted from sales.



# Main factors for increase/decrease in operating profit (compared to the new standard)



We expect that the domestic aquaculture and chilled business will be improved, the salmon/trout aquaculture in South America will be restored, and the vaccination will be expanded overseas.





## Pursuing a balance between expansion of aquaculture business and sustainability

### Europe

Atlantic salmon farming

Stable supply of closed-circulation land-based aquaculture



Vanamei shrimp closed circulation aquaculture

### Japan

Build future growth strategies with feasibility studies

Salmon farming commercialization test



Mackerel closed-circulation land-based aquaculture

Kurose Fisheries yellowtail aquaculture



Business growth strategy for expanding exports of yellowtail



### South America

Trout salmon farming

Stabilize and maximize profits in the salmon aquaculture business





## Respond to global immediate/convenient needs and health consciousness

### Challenge to alternative meat market



Collaborate with Nissui's R&D department  
Aim to expand sales channels

The alternative meat market is expanding in the US as well. Considering sales at a North American food company.



### Strengthen of health appeal products



Strengthen expansion into quick service restaurants and CVS market in Asia

Strengthening health appeal products

Products that you can enjoy authentic taste at home

Expanding easy-cooking products for various industries

Responding to growing demand for healthy dishes due to growing awareness of vegetable health



## Providing foodstuffs in all temperature ranges and health foods through e-commerce by integrating each business

- Expanding the e-commerce business to solve problems such as "shopping refugees" and "refraining from going out".**
- Integrate and streamline the sales system, which is divided into a mall-type shop and an in-house mail-order site. Strengthen the product lineup.**
- Reduce costs and improve profitability by standardizing operations and improving system efficiency**

Provide comprehensive food proposals and healthy lifestyles to address social issues such as corona sickness and declining birthrate and aging population.

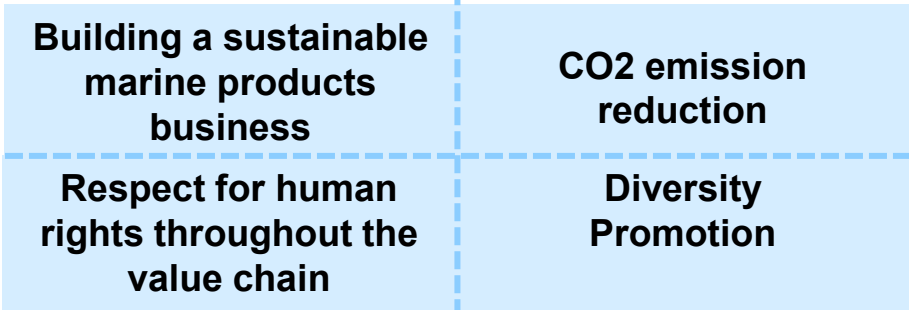


Products that were previously sold only on our own mail-order site are now available at mall-type shops

We will work to solve social issues through our business, aiming to build a sustainable society and increase corporate value.

## Key Initiative Themes for FY2021

- Business construction and procurement considering the sustainability of marine resources
- Examination of methods for ensuring traceability of marine products



- Setting specific targets for reducing CO2 emissions
- Extraction of climate change risks and opportunities / Information disclosure



- Build a system to promote respect for human rights, promote employee understanding and raise awareness
- Implementation of human rights due diligence



By participating in 30% Club Japan, we set specific goals by referring to the efforts of leading women's advancement companies.



The environment will continue to be difficult to expect, but it will be a year in which we will firmly work to strengthen our foundation for growth.

# Appendix

# Consolidated Income Statement (Y-on-Y)



(Unit : 100 million yen)	FY2019	FY2020	Y-on-Y	Main causes of fluctuations
Net sales	6,900	6,564	(335)	
<b>Gross profit</b>	<b>1,337</b>	<b>1,271</b>	<b>(66)</b>	
SGA Expenses	1,109	1,090	(18)	
<b>Operating profit</b>	<b>228</b>	<b>180</b>	<b>(47)</b>	
Non-operating profit	51	61	9	Subsidy income 5
Non-operating expenses	21	14	(7)	Interest expense (3)
<b>Ordinary profit</b>	<b>258</b>	<b>227</b>	<b>(30)</b>	
Extraordinary profit	2	22	19	Gain on sale of investment securities 18
Extraordinary losses	34	24	(9)	Loss on valuation of investment securities (16) Loss on disaster 5
<b>Profit before income taxes</b>	<b>226</b>	<b>225</b>	<b>(1)</b>	
Income taxes - current	69	66	(3)	
Income taxes - deferred	3	7	3	
<b>Profit</b>	<b>152</b>	<b>152</b>	<b>(0)</b>	
Profit attributable to non-controlling interests	5	7	2	
<b>Profit attributable to owners of parent</b>	<b>147</b>	<b>144</b>	<b>(3)</b>	



# Impact on net sales by foreign exchange and exchange rate



Exchange rate among overseas subsidiaries	FY2019		FY2020		Increase/Decrease		Breakdown (Unit: 100 million yen)	
	Local Currency	JPY (100 million)	Local Currency	JPY (100 million)	Local Currency	JPY (100 million)	Impact other than exchange rate	Impact of exchange rate
USD (million)	1,261	1,378	1,179	1,255	(82)	(122)	(89)	(32)
EUR (million)	304	371	331	405	27	33	33	0
DKK (million)	2,924	478	2,665	436	(258)	(41)	(42)	0
Other Currencies	–	231	–	210	–	(21)	(15)	(5)
Total		2,459		2,308		(151)	(114)	(36)

## <Ref. Foreign Exchange rate>

Note) The foreign exchange rate on the right table is the average rate during the 4<sup>th</sup> Quarter.

	4Q of FY2019	4Q of FY2020	variation
USD	109.33 yen	104.00 yen	(4.9%)
EUR	121.53 yen	124.49 yen	2.4%
DKK	16.26 yen	16.73 yen	2.8%

# Consolidated cumulative net sales by Segment Matrix (Y-on-Y)



(Unit: 100 million yen)

	Japan	North America	South America	Asia	Europe	Sub Total	Consolidated Adjustment	Grand Total
Marine Products	2,219 (208)	433 (36)	216 (102)	61 (11)	494 (32)	<b>3,425 (392)</b>	(804) 117	<b>2,621 (274)</b>
	2,428	469	319	73	527	<b>3,818</b>	(922)	<b>2,895</b>
Food Products	3,136 (271)	605 16		51 (20)	438 36	<b>4,231 (239)</b>	(931) 167	<b>3,300 (72)</b>
	3,407	589		72	401	<b>4,471</b>	(1,098)	<b>3,372</b>
Fine Chemicals	289 (4)			5 0		<b>294 (4)</b>	(30) (1)	<b>264 (6)</b>
	293			4		<b>298</b>	(28)	<b>270</b>
General Logistics	322 (0)					<b>322 (0)</b>	(156) 1	<b>166 0</b>
	323					<b>323</b>	(157)	<b>165</b>
Others	280 (20)			1 (0)		<b>282 (20)</b>	(70) 37	<b>212 16</b>
	301			1		<b>303</b>	(107)	<b>195</b>
Sub Total	<b>6,248 (506)</b>	<b>1,039 (20)</b>	<b>216 (102)</b>	<b>120 (32)</b>	<b>933 3</b>	<b>8,557 (657)</b>		
	<b>6,755</b>	<b>1,059</b>	<b>319</b>	<b>152</b>	<b>929</b>	<b>9,214</b>		
Consolidated Adjustment	(1,589) 213	(146) 10	(158) 64	(85) 30	(11) 2		(1,992) 322	
	(1,803)	(157)	(223)	(116)	(14)		(2,314)	
Grand Total	4,659 (292)	892 (9)	57 (37)	34 (1)	921 6			<b>6,564 (335)</b>
	<b>4,951</b>	<b>901</b>	<b>95</b>	<b>36</b>	<b>915</b>			<b>6,900</b>

- The upper columns indicate the result of FY2020 and the lower columns indicate that of FY2019. The Italic and bold figures mean increase/decrease.
- Consolidated adjustment include elimination between the group companies.

# Consolidated cumulative operating profit by Segment Matrix (Y-on-Y)



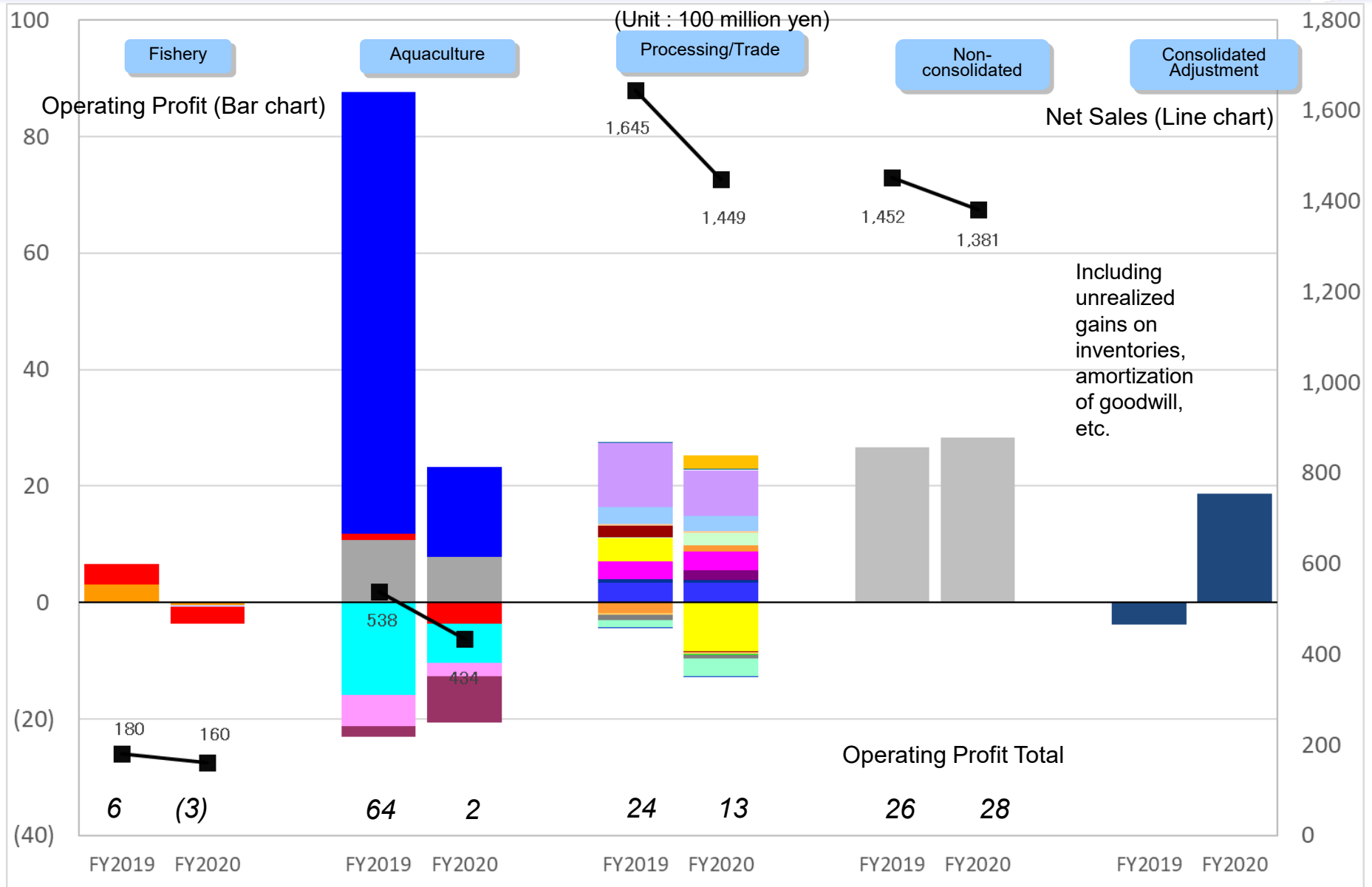
(Unit: 100 million yen)

	Japan	North America	South America	Asia	Europe	Common Costs	Sub Total	Consolidated Adjustment	Grand Total	Ratio of operating profit to net sales (%)
Marine Products	20 (3)	(0) (10)	11 (66)	2 2	6 (2)		<b>41 (81)</b>	18 22	<b>59 (58)</b>	2.3 (1.8)
	24	9	78	0	9		<b>122</b>	(3)	<b>118</b>	4.1
Food Products	81 2	30 9		(0) (7)	28 6		<b>139 11</b>	0 1	<b>140 12</b>	4.2 0.5
	78	20		7	21		<b>128</b>	(0)	<b>127</b>	3.8
Fine Chemicals	22 (2)			0 (0)			<b>23 (2)</b>	0 0	<b>23 (2)</b>	9.1 (0.5)
	24			0			<b>25</b>	0	<b>25</b>	9.6
General Logistics	22 3						<b>22 3</b>	(0) (0)	<b>22 2</b>	13.2 1.2
	19						<b>19</b>	0	<b>19</b>	12.0
Others	6 1			0 0			<b>7 2</b>	0 1	<b>7 3</b>	3.5 1.3
	4			0			<b>5</b>	(0)	<b>4</b>	2.1
Common Costs						(72) (4)	<b>(72) (4)</b>	0 0	<b>(72) (4)</b>	
						(67)	<b>(67)</b>	0	<b>(67)</b>	
Sub Total	<b>153 2</b>	<b>30 (0)</b>	<b>11 (66)</b>	<b>2 (5)</b>	<b>34 3</b>	<b>(72) (4)</b>	<b>160 (71)</b>			
	<b>151</b>	<b>30</b>	<b>78</b>	<b>8</b>	<b>31</b>	<b>(67)</b>	<b>232</b>			
Consolidated Adjustment	11 6	2 1	7 14	0 1	(2) 0	(0) 0		20 24		
	5	1	(6)	(0)	(3)	(0)		(4)		
Grand Total	<b>165 8</b>	<b>32 0</b>	<b>19 (52)</b>	<b>3 (3)</b>	<b>32 3</b>	<b>(73) (4)</b>			<b>180 (47)</b>	2.8 (0.6)
	<b>157</b>	<b>31</b>	<b>72</b>	<b>7</b>	<b>28</b>	<b>(68)</b>			<b>228</b>	3.3

- The upper columns indicate the result of FY2020 and the lower columns indicate that of FY2019. The Italic and bold figures mean increase/decrease.
- Consolidated adjustment includes amortization of goodwill and unrealized income in inventory, etc.

# Marine Products Business

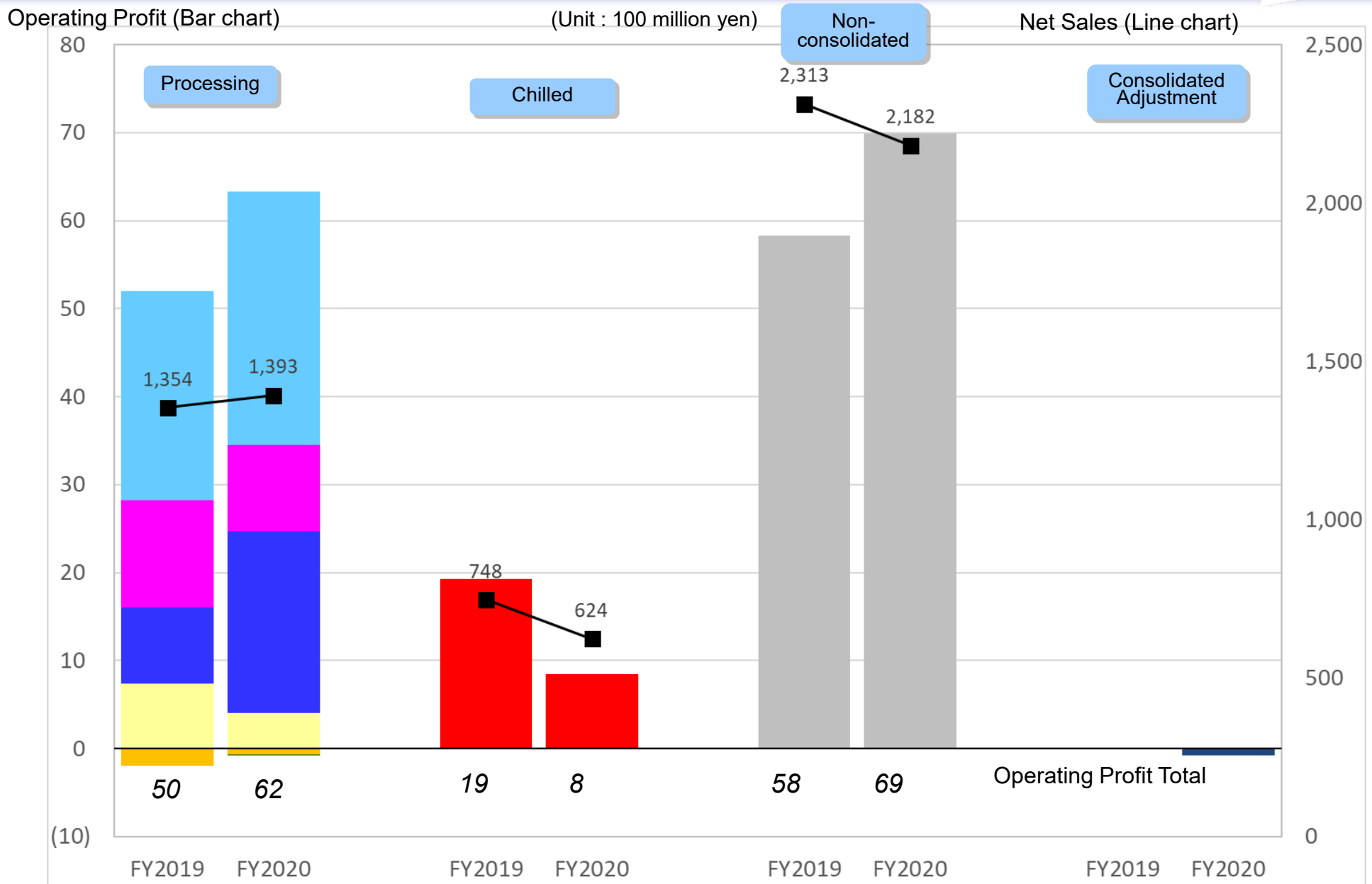
## Net Sales & Operating Profit (Y-on-Y)



\* The Italic figures in the lower part of this chart show the accumulation of the bar (Operating Profit)

# Food Products Business

## Net Sales & Operating Profit (Y-on-Y)



\* The Italic figures in the lower part of this chart show the accumulation of the bar (Operating Profit).

# Disclaimer regarding forward-looking statements



This presentation contains forward-looking statements regarding Nissui's business projections for the current term and future terms. All forward-looking statements are based on rational judgment of management derived from the information currently available to it, and the Company provides no assurances that these projections will be achieved.

Please be advised that the actual business performance may differ from these business projections due to changes of various factors. Significant factors which may affect the actual business performance includes but are not limited to the changes in the market economy and product demand, foreign exchange rate fluctuations, and amendments to various international and Japanese systems and laws.

Accordingly, please use the information contained in this presentation at your own discretion. The Company assumes no liability for any losses that may arise as a result through use of this presentation.

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