

Financial Results for FY 3/2021 Q1
Announced on August 6, 2020



NISSIN FOODS HOLDINGS CO., LTD.

Stock Code: 2897

Aim to strengthen the business base to achieve the goals of the Medium-Term Business Plan 2021 and further growth

Domestic:

- Advance DX (Digital Transformation) and seek to expand business operations with a product supply framework that is rock solid even under highly uncertain business conditions.
- Aim to expand revenues and generate profits by further enhancing brand strategy.
- Seek to achieve growth in other business areas (aside from instant noodles) and use them as a basis for future profits.

Overseas:

- Seek to expand sales of added-value products with strategic priority in the U.S. market, which has made a rapid recovery.
- Maintain stable growth in China and Brazil.
- Aim to make businesses in India, Vietnam and Indonesia profitable quickly by focusing on strengthening brands and enhancing profitability.

Group-wide:

- Continue working as a unified group towards achieving the goals of the Medium-Term Business Plan.
- Maintain stable food supply even in the event of an emergency while paying maximum attention to safety and security, including measures against coronavirus disease 2019 (COVID-19).

Consolidated: Increased in revenue and operating profit and profit attributable to owners of the parent (Revenue, operating profit and profit attributable to owners of the parent achieved record highs for the first quarter)

- In response to COVID-19, the stable supply was sought by narrowing down SKU of the product to stay-at-home demand from the end of the previous fiscal year.

Domestic: Increased in revenue and operating profit

- Instant noodle business: Revenue and operating profit increased due to the impact of the price revision implemented in June last year, increased stay-at-home demand due to COVID-19 measures, and control of sales expansion costs. From mid-May, the company has entered WITH and AFTER COVID-19 phases from stay-at-home phase.
- Revenue and operating profit also increased in chilled and frozen foods segment and confectionery and beverages segment due to increased in stay-at-home demand resulting from COVID-19 measures.

Overseas: Increased in revenue and operating profit

- The Americas: Strong performance in the U.S., Brazil, and Mexico continued, leading to higher revenue and operating profit (Revenue and operating profit in Brazil decreased in yen currency due to the impact of foreign exchange rates, but both increased significantly in local currency).
- China: Both revenue and operating profit increased. Higher revenue, particularly in Mainland China, contributed to higher operating profit.
- Asia: Revenue increased due to contributions from Singapore, Thailand and India. Operating profit increased due to contributions from Singapore, India and Vietnam. Gain on investments accounted for using the equity method also contributed to operating profit growth.

Overall, consolidated results were strong.

Revenue and operating profit increased in all segments in both domestic and overseas businesses (excluding domestic others). We are going to work as a unified group to achieve the goals of the Medium-Term Business Plan 2021 by responding flexibly to major changes in the operating environment, such as changes in consumer preferences and behaviors and retail sales methods.

FY 3/2021
Mgmt.
Policy

FY 3/2021
Q1
Results

Summary

(bil. yen)

	FY 3/2021			FY 3/2020
	Q1 Results	Changes in Amount	Changes in Ratio	Q1 Results
Revenue	120.5	+14.6	+13.9%	105.8
Operating profit	17.4	+8.8	+102.3%	8.6
Profit attributable to owners of the parent	12.0	+6.2	+108.5%	5.8
OP margin	14.5%	+6.3pt	/	8.1%
Profit attributable to owners of the parent margin	10.0%	+4.6pt		5.5%

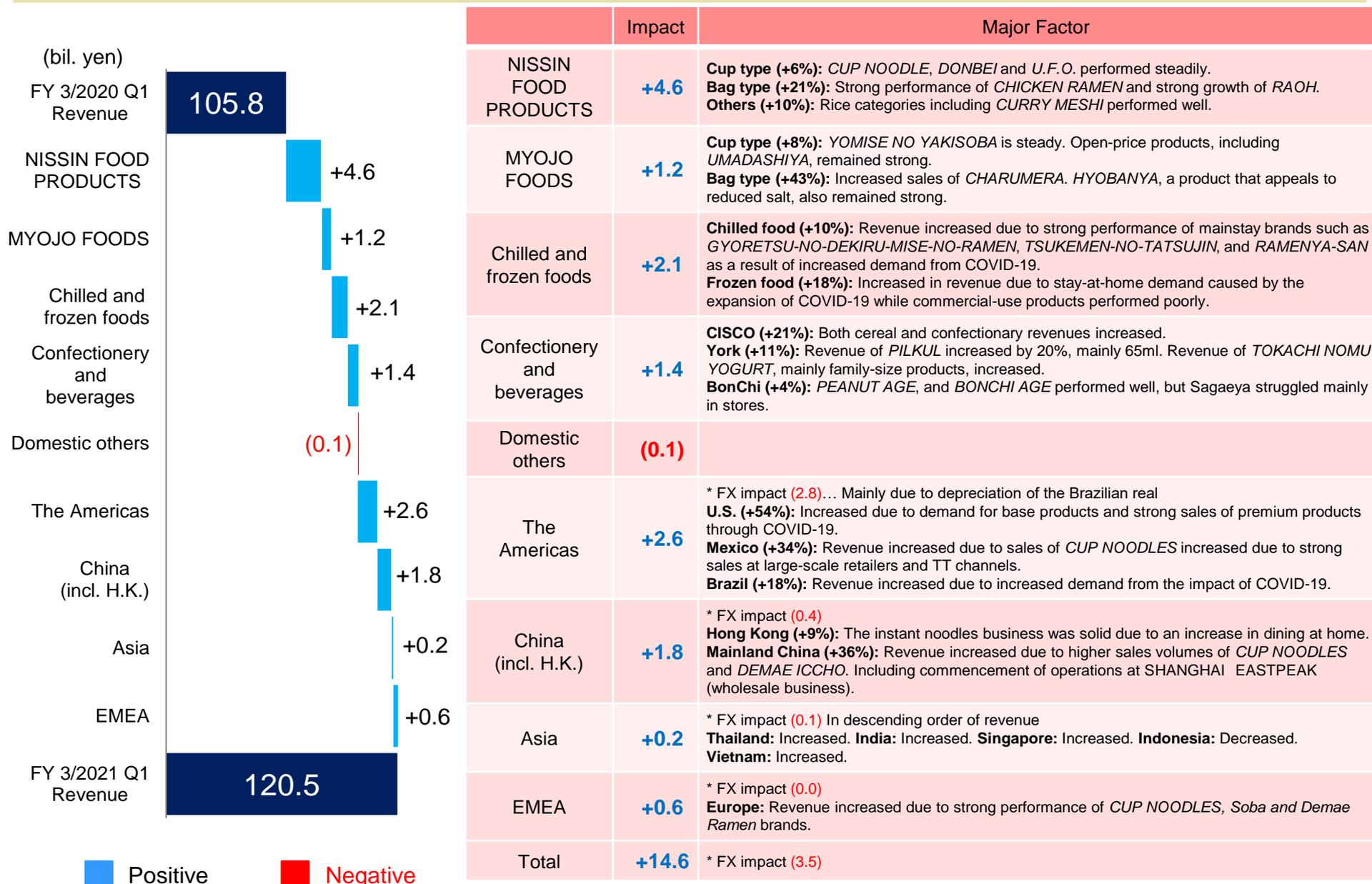
Revenue Results by Segment

(bil. Yen)

	FY 3/2021			FY 3/2020 Q1 Results
	Q1 Results	Changes in Amount	Changes in Ratio	
Instant noodles	57.7	+5.9	+11.4%	51.8
NISSIN FOOD PRODUCTS	48.0	+4.6	+10.7%	43.4
MYOJO FOODS	9.6	+1.2	+15.1%	8.3
Chilled and frozen foods	15.7	+2.1	+15.7%	13.5
Confectionery and beverages	11.9	+1.4	+14.0%	10.5
Domestic others	0.7	(0.1)	(18.9%)	0.9
Domestic total	86.2	+9.3	+12.2%	76.8
The Americas	17.7	+2.6	+17.3%	15.1
China (incl. H.K.)	11.5	+1.8	+19.5%	9.6
Asia	2.9	+0.2	+7.9%	2.7
EMEA	2.1	+0.6	+40.5%	1.5
Overseas total	34.3	+5.3	+18.3%	29.0
Consolidated revenue	120.5	+14.6	+13.9%	105.8

* The results in China (including H.K.) are based on the consolidation policy of NISSIN FOODS HOLDINGS. Disclosure may differ from that of NISSIN FOODS CO., LTD. (located in H.K.).

Revenue Contribution by Segment



Positive Negative

* Figures for year-on-year changes in sales of NISSIN FOOD PRODUCTS and MYOJO FOODS, which are indicated in the parentheses of each, are year-on-year changes in shipment value by manufacturer in each category, and they are not year-on-year changes in revenue based on IFRS.

* Comments and YoY change figures in Major Factors in the Americas, China, Asia and EMEA segments are based on revenue on a local currency basis.

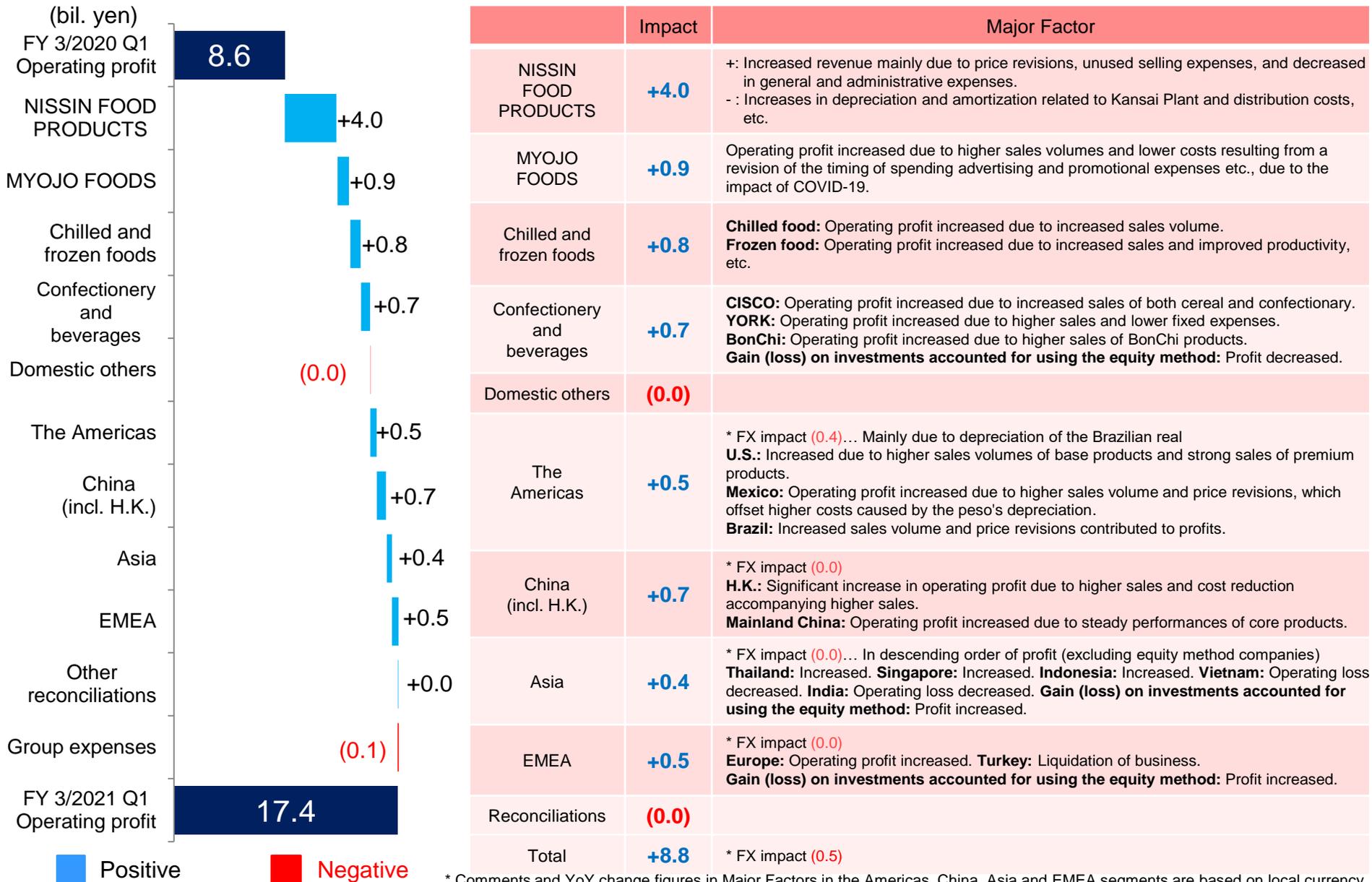
Operating Profit Results by Segment

(bil. yen)

	FY 3/2021			FY 3/2020
	Q1 Results	Changes in Amount	Changes in Ratio	Q1 Results
Instant noodles	10.3	+5.0	95.8%	5.2
NISSIN FOOD PRODUCTS	8.7	+4.0	87.0%	4.6
MYOJO FOODS	1.6	+0.9	162.7%	0.6
Chilled and frozen foods	1.5	+0.8	116.6%	0.7
Confectionery and beverages	1.3	+0.7	123.5%	0.5
Domestic others	0.2	(0.0)	(8.8%)	0.2
Domestic total	13.4	+6.6	96.5%	6.8
The Americas	1.9	+0.5	36.8%	1.3
China (incl. H.K.)	1.6	+0.7	91.6%	0.8
Asia	1.2	+0.4	49.0%	0.8
EMEA	0.7	+0.5	347.2%	0.1
Overseas total	5.4	+2.2	69.6%	3.2
Other reconciliations	(0.0)	+0.0	-	(0.1)
Group expenses	(1.4)	(0.1)	-	(1.3)
Consolidated operating profit	17.4	+8.8	102.3%	8.6

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Operating Profit Contribution by Segment



* Comments and YoY change figures in Major Factors in the Americas, China, Asia and EMEA segments are based on local currency.

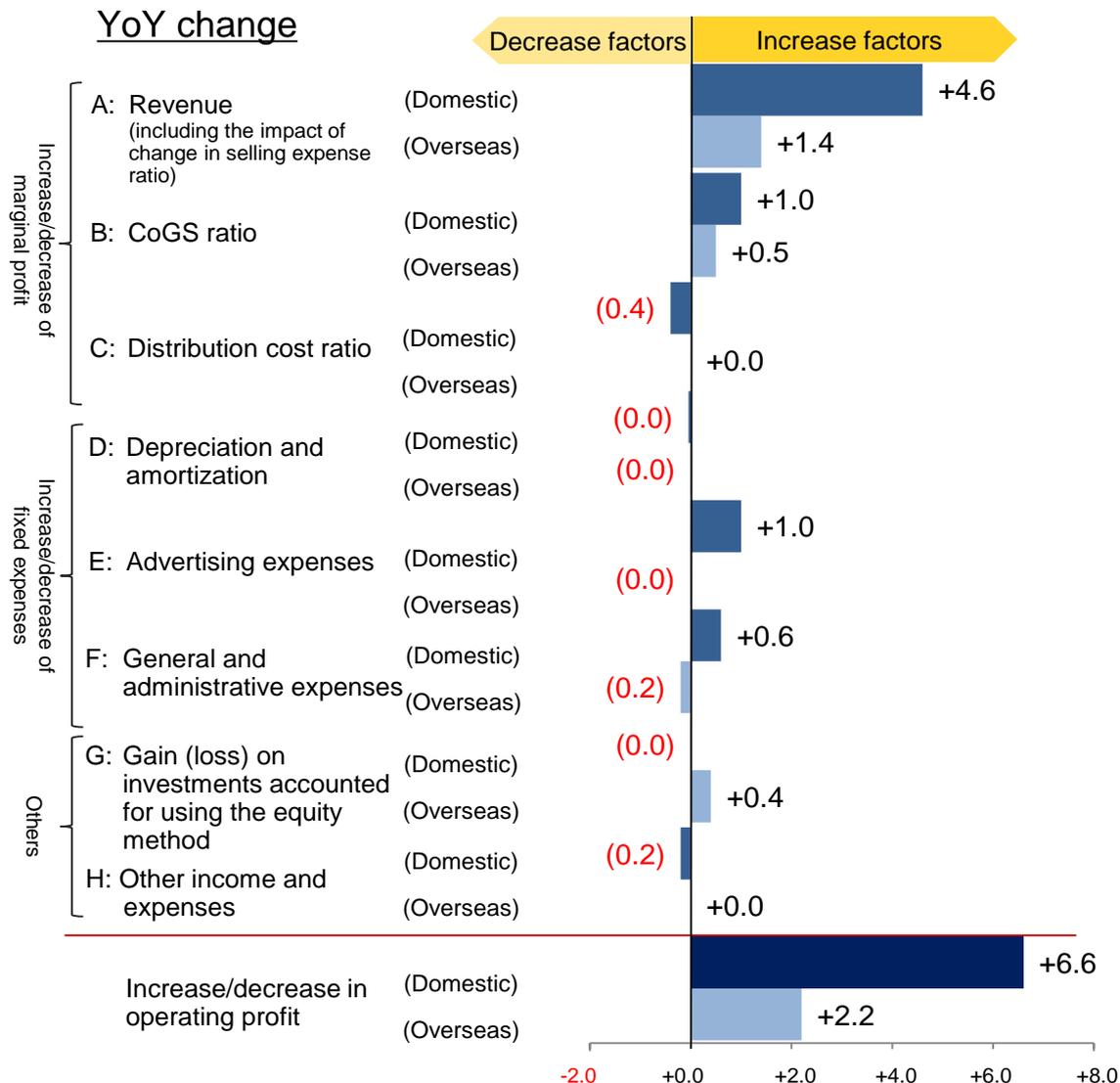
Major Factors for Difference in Operating Profit (Impact of Non-Recurring Income and Expenses) ⁷

(bil. yen)

	FY 3/2021 Q1 Results	FY 3/2020 Q1 Results	Difference in operating profit	Difference in non-recurring income and expenses	Main items of non-recurring income and expenses
NISSIN FOOD PRODUCTS	8.7	4.6	+4.0	(0.0)	
MYOJO FOODS	1.6	0.6	+0.9	0.0	
Chilled and frozen foods	1.5	0.7	+0.8	(0.1)	(FY 3/2020) Impact of liquidation of associate +0.4 (FY 3/2021) Impact of liquidation of associate +0.3
Confectionery and beverages	1.3	0.5	+0.7	0.0	
Domestic others	0.2	0.2	(0.0)	(0.0)	
Domestic total	13.4	6.8	+6.6	(0.2)	
The Americas	1.9	1.3	+0.5	(0.0)	
China (incl. H.K.)	1.6	0.8	+0.7	0.0	
Asia	1.2	0.8	+0.4	0.0	
EMEA	0.7	0.1	+0.5	(0.0)	
Overseas total	5.4	3.2	+2.2	0.0	
Other reconciliations	(0.0)	(0.1)	+0.0	0.0	
Group expenses	(1.4)	(1.3)	(0.1)	-	
Consolidated operating profit	17.4	8.6	+8.8	(0.2)	

* Figures in the "Main items of non-recurring income and expenses": + Income, () Loss

YoY change



Domestic

- Revenue
 - + Impact of price revisions, increased in sales, improvement in selling expense ratio, etc.
- CoGS ratio
 - + Decrease in raw material costs and the impact of the brand mix, etc.
- Distribution cost ratio
 - Higher distribution cost, etc.
- Depreciation and amortization
 - Impact of operation of Kansai Plant, etc.
- Advertising expenses
 - + Mainly the impact of the difference in the timing of advertising, etc.
- SG&A expenses
 - + Decrease in costs due to revision of costs, decrease in administrative expenses at the Group, etc.
- Other income and expenses
 - Impact of liquidation of associate in the previous fiscal year (0.4), etc.
 - + Impact of liquidation of associate in this fiscal year (0.3), etc.

Overseas

- Revenue
 - + Impact of price revision in the Americas. Increase in sales in Americas and China, etc.
- CoGS ratio
 - + Impact of product mix and raw material costs in China, etc.
- SG&A expenses
 - Increase in administrative expenses in China, etc.

* In addition to the above, there is a difference in "Reconciliations" in consolidated accounting. The difference was minor and insignificant in the Q1 of FY 3/2021.

* From the Q2 of FY 3/2020, the calculation method has been changed in order to more accurately express the impact of price revisions.

* The analysis of marginal profit is based on the amount obtained by adding selling expenses to revenue.

[Method of calculating increase/decrease factors] (1) Marginal profit (A, B, C) = (Revenue in the current fiscal year x Ratio of revenue in the previous fiscal year) – Expenses in the current fiscal year.
 (2) Fixed costs (D, E, F) = Expenses in the previous fiscal year – Expenses in the current fiscal year. (3) Others (G, H) = Results in the previous fiscal year – Results in the current fiscal year

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- This presentation material is available in the Financial Statements section of our IR website in PDF format.
URL: https://www.nissin.com/en_jp/ir/library/materials/
- The amounts in this material are calculated based on thousand yen and rounded down to the nearest 100 million yen; totals may not agree with the sums of their components.
- FY 3/2021 generally means the fiscal year from April 1, 2020 to March 31, 2021.
- The average foreign exchange rates for the period have been applied to translating revenues and expenses at associates overseas.
- The results in China (including H.K.) are based on the consolidation policy of NISSIN FOODS HOLDINGS. Disclosure may differ from that of NISSIN FOODS CO., LTD. (located in H.K.). The business plan for the China segment specifies targets set solely by NISSIN FOODS HOLDINGS.



NISSIN FOODS HOLDINGS CO., LTD.