

Financial Results for FY 3/2021 3Q  
Announced on February 4, 2021

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**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 2021.
- 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 (Revenue, operating profit and profit attributable to owners of the parent achieved record highs for the third quarter)

- The impact of the COVID-19 peaked in the first quarter and settled down during the October-December period, but revenue increased due to higher base demand. Operating profit significantly increased due to control of advertising expenses, SG&A expenses and gain on step acquisition of KOIKE-YA as a consolidated subsidiary.

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 2019, 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 decreased in Brazil in yen currency due to the impact of foreign exchange rates, but both increased significantly in local currency).
- China: Revenue and operating profit increased in both Hong Kong and Mainland China.
- Asia: Increased in revenue and operating profit. Revenue increased due to contributions from India and Thailand. Operating profit increased due to contributions from India (Operating loss decreased) and Singapore. 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.

FY 3/2021  
Mgmt.  
Policy

FY 3/2021  
3Q  
Results

Summary

(bil. yen)

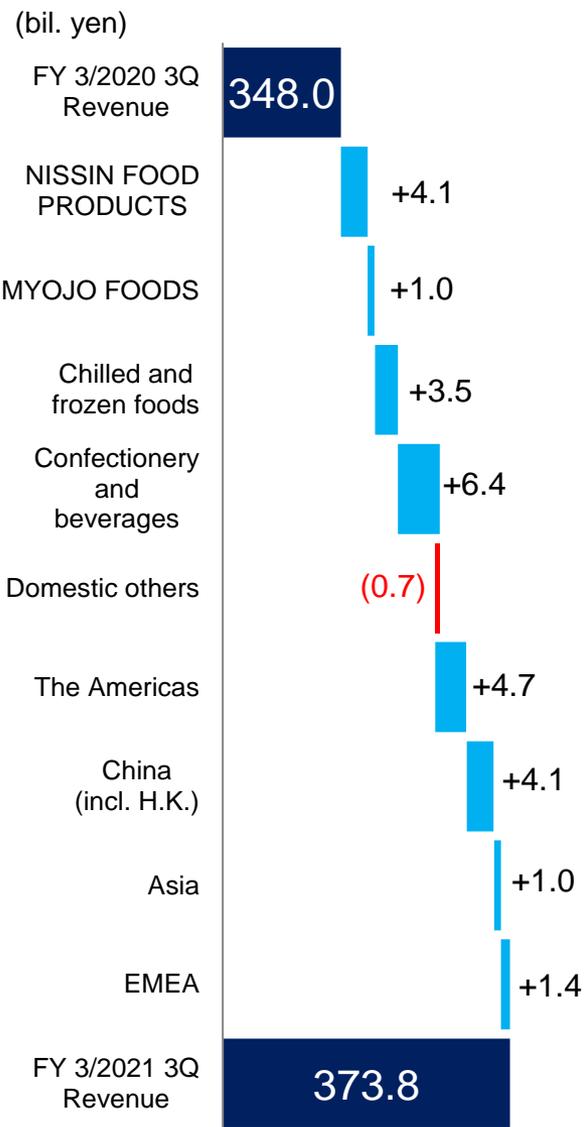
	FY 3/2021			FY 3/2020
	3Q Results	Changes in Amount	Changes in Ratio	3Q Results
Revenue	373.8	+25.8	+7.4%	348.0
Operating profit	49.9	+14.4	+40.6%	35.5
Profit attributable to owners of the parent	36.2	+10.6	+41.5%	25.6
OP margin	13.4%	+3.2pt		10.2%
Profit attributable to owners of the parent margin	9.7%	+2.3pt		7.4%

# Revenue Results by Segment

(bil. Yen)

	FY 3/2021			FY 3/2020
	3Q Results	Changes in Amount	Changes in Ratio	3Q Results
Instant noodles	182.9	+5.2	+2.9%	177.7
NISSIN FOOD PRODUCTS	154.9	+4.1	+2.8%	150.7
MYOJO FOODS	28.0	+1.0	+4.0%	26.9
Chilled and frozen foods	46.4	+3.5	+8.2%	42.9
Confectionery and beverages	37.3	+6.4	+20.8%	30.9
Domestic others	2.4	(0.7)	(24.4%)	3.1
Domestic total	269.1	+14.3	+5.6%	254.7
The Americas	53.2	+4.7	+9.9%	48.4
China (incl. H.K.)	35.3	+4.1	+13.4%	31.1
Asia	9.4	+1.0	+11.9%	8.4
EMEA	6.6	+1.4	+28.0%	5.2
Overseas total	104.7	+11.4	+12.3%	93.3
Consolidated revenue	373.8	+25.8	+7.4%	348.0

# Revenue Contribution by Segment



	Impact	Major Factors
NISSIN FOOD PRODUCTS	+4.1	<b>Cup type (+0%):</b> CUP NOODLE, DONBEI and RAOH performed steadily. <b>Bag type (+11%):</b> CHICKEN RAMEN, DEMAЕ ICCHO and prime bag-type instant noodles products categories such as NISSIN KORE ZETTAI UMAIYATSU performed steadily. <b>Others (+10%):</b> Rice categories including CURRY MESHИ performed well.
MYOJO FOODS	+1.0	<b>Cup type (-1%):</b> New brand MEGAMI contributed, but CVS struggled in the Tokyo metropolitan area due to COVID-19. <b>Bag type (+32%):</b> Revenue increased due to strong sales of CHARUMERA MIYAZAKI KARAMEN. Also new brand MEGAMI contributed.
Chilled and frozen foods	+3.5	<b>Chilled food (+4%):</b> Revenue increased due to strong performance of mainstay brands such as GYORETSU NO DEKIRU MISE NO RAMEN as a result of increased demand from COVID-19. <b>Frozen food (+10%):</b> Revenue increased due to stay-at-home demand caused by the expansion of COVID-19 while commercial-use products performed poorly.
Confectionery and beverages	+6.4	<b>CISCO (+15%):</b> Revenue increased significantly in cereals, mainly granola. <b>YORK (+7%):</b> Revenue of PILKUL increased, mainly 65ml. Revenue of TOKACHI NOMU YOGURT, mainly family-size products, increased. <b>BonChi (+0%):</b> PEANUT AGE, and KAISEN AGESEN performed well, but Sagaeya struggled mainly in stores. <b>KOIKE-YA:</b> Newly consolidated from December.
Domestic others	(0.7)	Revenue decreased, mainly at NISSIN FOODS HOLDINGS.
The Americas	+4.7	* FX impact (8.1)... Mainly due to depreciation of the Brazilian real <b>U.S. (+27%):</b> Revenue increased due to increased orders through COVID-19 and strong sales of base products and premium products. <b>Mexico (+20%):</b> Revenue of mainstay products CUP NOODLES and U.F.O. increased on strong sales at large-scale retailers. <b>Brazil (+27%):</b> Revenue increased due to increased demand from the impact of COVID-19.
China (incl. H.K.)	+4.1	* FX impact (0.4) <b>Hong Kong (+6%):</b> The instant noodles business was solid due to an increase in dining at home. Export of bag-type noodles contributed to revenue increase as well. <b>Mainland China (+21%):</b> Revenue increased due to higher sales volumes of CUP NOODLES and DEMAЕ ICCHO. Including commencement of operations at SHANGHAI EASTPEAK (wholesale business).
Asia	+1.0	* FX impact (0.5) In descending order of revenue <b>Thailand:</b> Increased. <b>India:</b> Increased. <b>Singapore:</b> Increased. <b>Indonesia:</b> Increased. <b>Vietnam:</b> Increased.
EMEA	+1.4	* FX impact (0.0) <b>Europe:</b> Revenue increased due to strong performance of CUP NOODLES and Demae Ramen brands.
Total	+25.8	* FX impact (8.9)

■ 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 year-on-year change figures in Major Factors in the Americas, China, Asia and EMEA segments are based on revenue on a local currency basis.

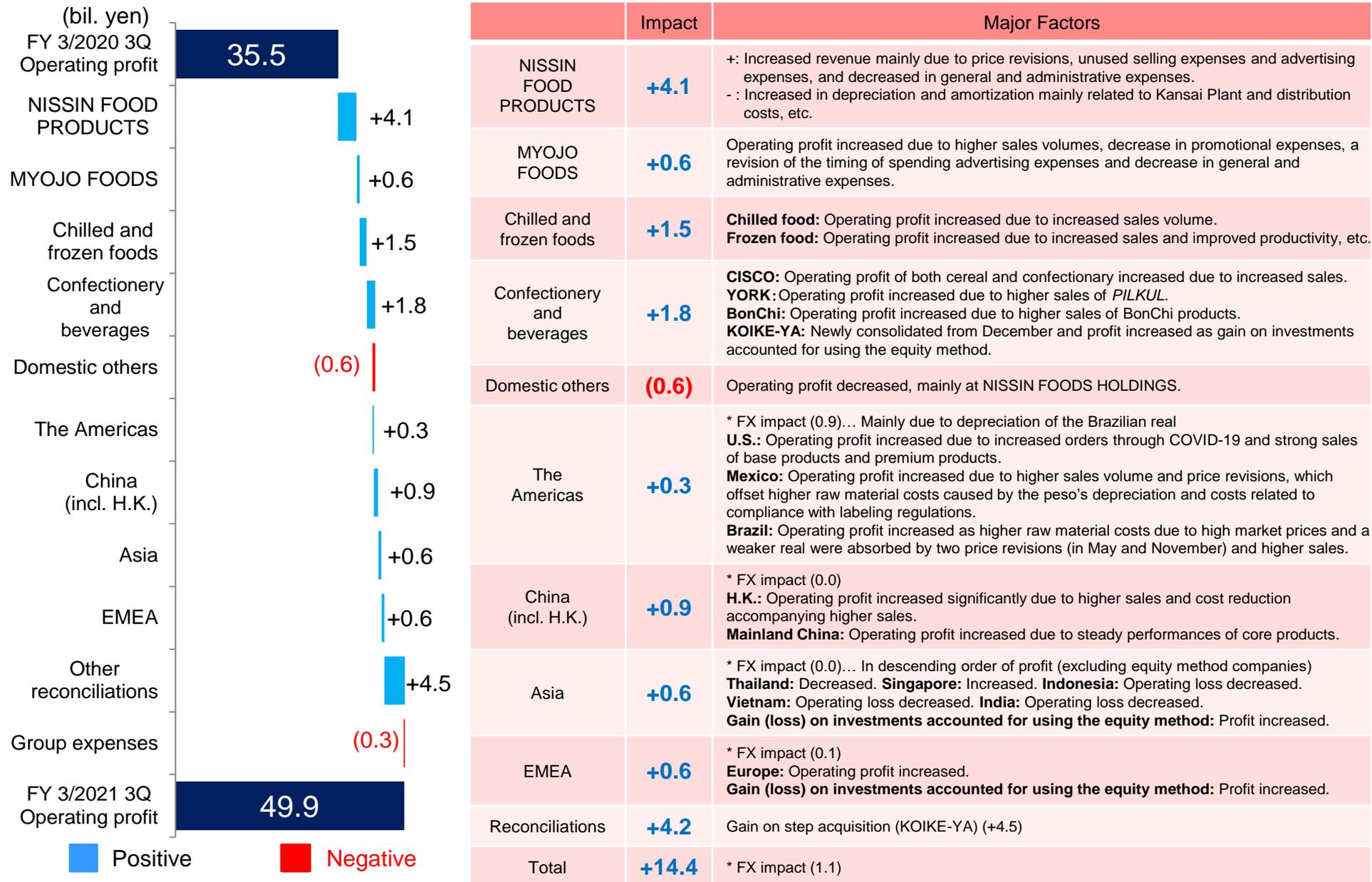


# Operating Profit Results by Segment

(bil. yen)

	FY 3/2021			FY 3/2020
	3Q Results	Changes in Amount	Changes in Ratio	3Q Results
Instant noodles	29.6	+4.8	+19.4%	24.8
NISSIN FOOD PRODUCTS	26.5	+4.1	+18.5%	22.4
MYOJO FOODS	3.0	+0.6	+27.0%	2.4
Chilled and frozen foods	3.0	+1.5	+104.6%	1.4
Confectionery and beverages	3.3	+1.8	+114.3%	1.5
Domestic others	0.6	(0.6)	(48.1%)	1.2
Domestic total	36.7	+7.5	+25.9%	29.1
The Americas	3.9	+0.3	+10.4%	3.6
China (incl. H.K.)	4.0	+0.9	+32.2%	3.0
Asia	3.3	+0.6	+23.9%	2.7
EMEA	1.8	+0.6	+57.6%	1.1
Overseas total	13.2	+2.6	+25.4%	10.5
Other reconciliations	4.4	+4.5	-	(0.1)
Group expenses	(4.3)	(0.3)	-	(4.0)
Consolidated operating profit	49.9	+14.4	+40.6%	35.5

# Operating Profit Contribution by Segment

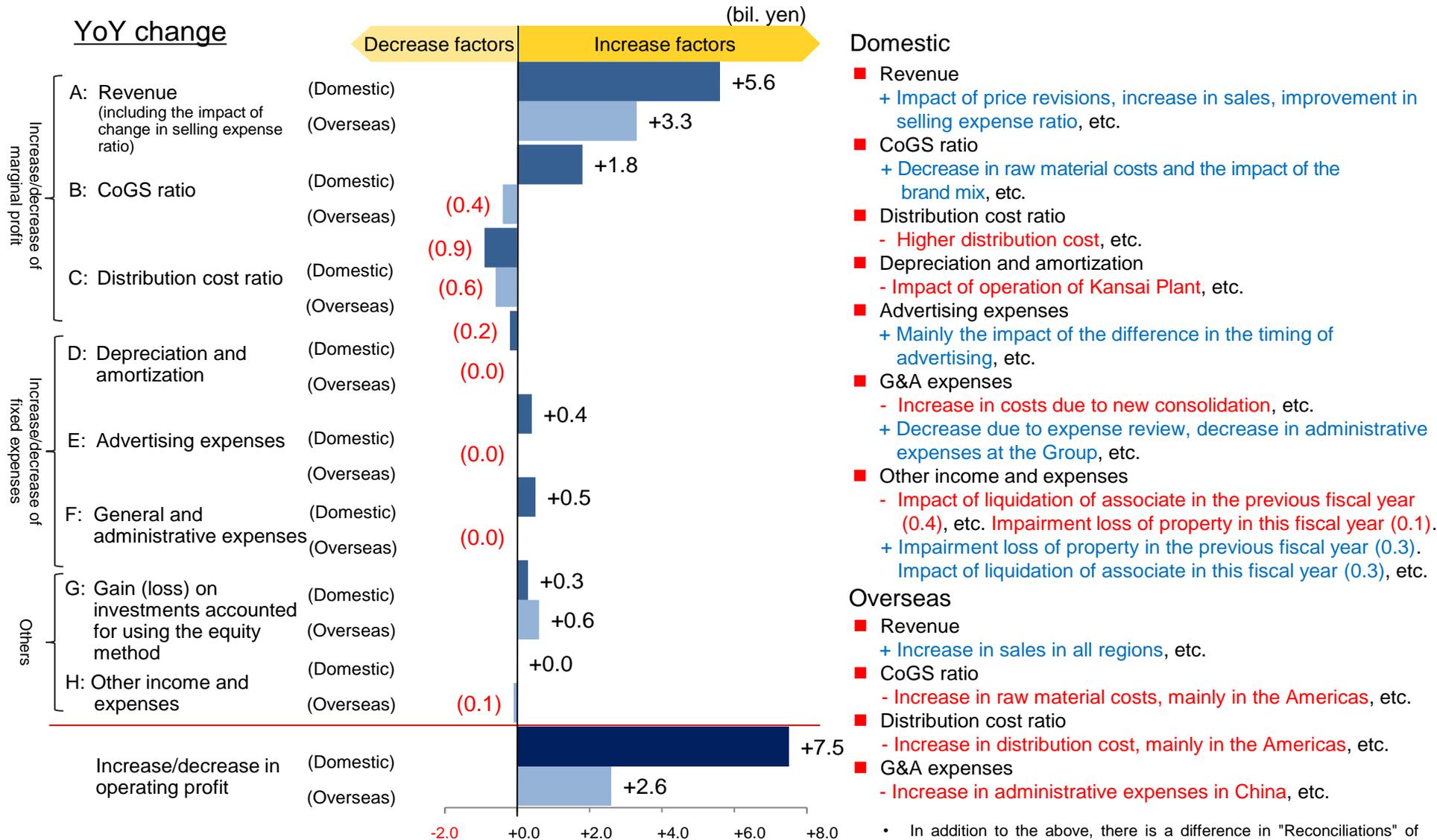


# Major Factors for Difference in Operating Profit (Impact of Non-Recurring Income and Expenses) <sup>7</sup>

(bil. yen)

	FY 3/2021 3Q Results	FY 3/2020 3Q Results	Difference in operating profit	Difference in non-recurring income and expenses	Major factors of non-recurring income and expenses
NISSIN FOOD PRODUCTS	26.5	22.4	+4.1	(0.0)	(FY 3/2021) Impairment loss of property (0.1)
MYOJO FOODS	3.0	2.4	+0.6	(0.0)	
Chilled and frozen foods	3.0	1.4	+1.5	(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	3.3	1.5	+1.8	(0.0)	
Domestic others	0.6	1.2	(0.6)	+0.3	(FY 3/2020) Impairment loss of property (0.3)
Domestic total	36.7	29.1	+7.5	+0.0	
The Americas	3.9	3.6	+0.3	(0.0)	
China (incl. H.K.)	4.0	3.0	+0.9	(0.0)	
Asia	3.3	2.7	+0.6	+0.0	
EMEA	1.8	1.1	+0.6	(0.0)	
Overseas total	13.2	10.5	+2.6	(0.1)	
Other reconciliations	4.4	(0.1)	+4.5	+4.5	(FY 3/2021) Gain on step acquisitions (KOIKE-YA) +4.5
Group expenses	(4.3)	(4.0)	(0.3)	-	
Consolidated operating profit	49.9	35.5	+14.4	+4.5	

# Analysis of Operating Profit: Consolidated (Domestic / Overseas)



\* From the FY 3/2020 2Q, 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.

## Impact on business performance (FY 3/2021 3Q)

In the entire NISSIN FOODS Group:  
Approx. 12.2 bil. yen  
 impact on revenue

## ■ Breakdown (Main segment) :

(bil. yen)	Revenue		
	1Q	2Q (6 Months)	3Q (9 Months)
Instant noodles	3.4	3.4	3.4
Chilled and frozen foods, confectionery and beverages	1.7	1.7	1.5
The Americas	3.9	5.8 <sup>*2</sup>	7.2
China (incl. H.K.)	0.3	0.5	0.5
Asia	0.1	0.1	0.0
EMEA	0.3	0.3	0.4
<b>Total<sup>*1</sup></b>	<b>9.5</b>	<b>11.2<sup>*2</sup></b>	<b>12.2</b>

\*1: The total includes domestic others.

\*2: Revised due to revision of calculation method.

## Revised financial plan of FY 3/2021 (Announced on January 5, 2021)

(bil. Yen)

	FY 3/2021					FY 3/2020 Results	FY 3/2021 Initial Plan
	Revised Plan	YoY Change		vs. Initial Plan			
Revenue	500.0	+31.1	+6.6%	+14.0	+2.9%	468.8	486.0
Operating profit	53.0	+11.7	+28.5%	+9.5	+21.8%	41.2	43.5
Profit attributable to owners of the parent	37.5	+8.1	+27.9%	+7.0	+23.0%	29.3	30.5
OP margin	10.6%	+1.8pt		+1.6pt		8.8%	9.0%
Profit attributable to owners of the parent margin	7.5%	+1.2pt		+1.2pt		6.3%	6.3%
EPS (yen)	360	+79		+67		281	293

# APPENDIX

## NISSIN FOOD PRODUCTS

Generate profit by solidifying core brands and create food culture by pursuing new added value

- Aiming for the fourth consecutive year of *CUP NOODLE* and the sixth consecutive year of record sales for *NISSIN NO DONBEI*
- Use targeted marketing aimed at three strategic target groups, such as young consumers, women and price-conscious consumers.
  - Develop new categories (prime bag-type instant noodle products, rice, etc.)
- Increase corporate value through brand communication
  - Further strengthen and improve profitability of core brands
- Improve productivity through DX (Digital Transformation) and train human resources.
  - Reform personnel and training schemes
  - Reform distribution / logistics structure

### Further strengthening of core brands



### Target Marketing



**Seniors**

Bowl size  
3 servings  
Ingredients included

**OWAN series**

**Housewives**

Normal size  
2 servings  
Rich soup

**GOHOBI RAOH**

**Young men**

Normal size  
3 servings  
Ingredients included

**AKUMA & GORILLA**

**Young women**

Normal size  
3 servings  
Ingredients included

**TABI SURU ETHNIC**

### Strategic products for price-conscious



**NEW!** Families in the "Reiwa" Era

**NISSIN RAOH HIYACHU**  
- Launched March 30, 2020  
- RRP: 285 yen  
Normal size x 3 servings

**NEW!** (Young) Men

**BUTAZONO**  
- Launched March 16, 2020  
- RRP: 368 yen  
Ramen kit (1 serving)

## MYOJO FOODS

Build new brands based on proprietary technology, strengthen core brands and contribute to health

- Develop new core brands making effective use of proprietary non-fried noodle technologies
- Strengthen major brands by nurturing mainstay products
  - Enhance soup-less / tray-type products, primarily *IPPEICHAN YOMISE NO YAKISOBA* and *BUBUKA ABURA SOBA*.
  - Revitalize by expanding the customer base of *CHUKAZANMAI*
  - Enhance strategies centered on the *SHOYU* and *BARIKATA MEN* varieties of *CHARUMERA*, and release products that make use of regional culinary culture



- Expand range of products that contribute to health
  - Create products focusing on salt, sugars and fat; introduce new proposal “Salt Care Cup”



The design enables consumers to see how much salt they have consumed when the level of the remaining soup reaches the 150ml line, cleverly enabling them to reduce their salt intake while at the same time maintaining the same delicious taste!

## Chilled and frozen foods/Confectionery and Beverages

### ➤ NISSIN CHILLED FOODS

Aim to maintain sustainable business growth and create new markets

- Strengthen noodles genre, which is core domain and has high profit margins
- Promote a “5K” product strategy offering easy (*kanben*), individual (*kosyoku*), complete (*kanketsu*), healthy (*kenko*), environmentally friendly (*kankyō*) meals for people dining alone
- Increase profitability by rationalizing and streamlining production



### ➤ NISSIN CISCO

Evolve the value of confectionery and cereal businesses

- Continue to offer new value proposals for deliciousness and health
- New product development centered on nuts
- Further strengthen and nurture the long-selling confectionery brand



### ➤ BonChi

Expand sales channels in the Kanto area and revitalize existing brands

- Focus on fried rice crackers which are its specialty
- Expand sales channels in the Kanto area, which accounts for 1/3 of the Japanese domestic market
- Use the opportunity of the 60<sup>th</sup> anniversary of *BONCHI-AGE* to revitalize the Kinki area.



### ➤ NISSIN FROZEN FOODS

Accelerate creation of a profit-centric business model

- Increase strength of single items by strengthening brand
- Bolster supply capabilities and reduce costs through effective utilization of high-speed production lines



No.1 sales in fresh pasta category in frozen food

### ➤ NISSIN YORK

Achieve continuous growth of core brands

- Increase perceived quality of *PILKUL* and roll out more variations
- Significantly renew *TOKACHI NOMU YOGURT* to mark 50<sup>th</sup> anniversary of launch
- Renew Foods with Functional Claims, adopting a container with a one-step cap



## The Americas

### ➤ U.S.

Improve earnings structure and accelerate sales of premium products

- Improve earnings structure
- Increase premium products' share of sales
- Work to implement thorough cost cutting and increase productivity
- Accelerate sales in the premium product category
- CUP NOODLES STIR FRY, CHOW MEIN, Hot&Spicy
- TOP RAMEN BOWL, NISSIN RAOH



### ➤ Mexico

- Offer new flavors under the CUP NOODLES and U.F.O.
- Strengthen brand recognition targeting young consumers
- Seek to strengthen counter exposure and increase the distribution rate



### ➤ Brazil

Further invigorate the instant noodle market and expand overall demand

- Revitalize Nissin Lámen through communication
- Further grow and firmly establish the CUP NOODLES
- Develop markets in South America



## China

### ➤ Hong Kong

Expand sales and strengthen the earnings base of each business

- Sales expansion of existing brands and strengthening of the earnings base
- Stabilize earnings base for non-instant noodles business



### ➤ Mainland China

Expand sales and strengthen the earnings base of each business

- Increase sales of CUP NOODLES and DEMAE ICCHO and strengthen earnings base
- Build an earnings base for the non-instant noodles business



## Asia

### ➤ India

- Expand sales of pivotal products *CUP NOODLES* and *Top Ramen* in the domestic instant noodles business



### ➤ Singapore

Establish a presence as a leader company and improve profitability

- Cup-type instant noodles products strengthens *CUP NOODLES*, *U.F.O.*, and *Myojo*, while bag-type instant noodles products strengthens *DEMAE ICCHO* and *Myojo*



### ➤ Vietnam



### ➤ Thailand

Expand investment for further growth

- Expand *CUP NOODLES* market share
- Invest in production lines and enhance and expand product items with a view to growth of the *GEKI*, which has strong sales



### ➤ Indonesia

- Expand *CUP NOODLES* market share
- Renew pivotal product *Gekikara* and introduce new products



## EMEA

### Europe

Further increase presence in growth markets (i.e. Asian noodles)

- Roll out and enhance marketing with the new “Asian Blast” concept
- Appeal to consumers with high added-value products (especially *CUP NOODLES* and *Soba*)
- Maintain the UK, Germany and France as the most important key markets while expanding coverage in other countries and regions



## Associates accounted for using the equity method

### KOIKE-YA Inc.

- To invigorate brands that appeal to added value
- Development of new markets through the development of new products



### NISSIN-UNIVERSAL ROBINA CORP.

- Instant noodles business in the Philippines
- Seek to expand instant noodles business through joint venture with local partner

### Mareven Food Holdings Ltd.

- Holding company with firms in Russia, Ukraine, and Kazakhstan.
- The largest firm in Russia’s instant noodle market, which has been expanding its business in other CIS countries.



### Thai President Foods PCL

- A leading instant noodle company in Thailand

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- 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.