



Financial Results for FY 3/2023 1Q

Announced on August 4, 2022

NISSIN FOODS HOLDINGS CO., LTD.

(TSE Stock Code: 2897)

Financial Results Presentation: August 4, 2022

- My name is Takashi Yano, and I am the CFO of NISSIN FOODS HOLDINGS. My presentation will follow the content related to Financial Results for FY 3/2023 1Q in the presentation materials.

FY 3/2023 1Q Financial Results Highlights

- Revenue: All three business segments increased. Overall revenue achieved double-digit growth on a consolidated basis driven by Overseas Business
- Core Operating Profit of Existing Businesses: Cost increases were offset by increased revenue and improved production efficiency, etc. resulting in increased profit
- New Businesses: Launched sales of *KANZEN MEAL* (5 types, from May 30th), reaching 1 million servings in 1 month

	<u>1Q Results</u>		<u>FY 3/2023 Forecasts</u>	
		YoY		YoY
Revenue	149.3 Bil. yen	+ 12.7%	595.0 Bil. yen	+ 4.4%
Core Operating Profit of Existing Businesses	13.4 Bil. yen	+ 1.3%	52.0 Bil. yen	+ 4.9%
Domestic Instant Noodles Business	8.6 Bil. yen	+ 7.2%	34.0 Bil. yen	+ 2.9%
Domestic Non-Instant Noodles Business	1.8 Bil. yen	(19.6%)	7.1 Bil. yen	+ 9.7%
Overseas Business	4.1 Bil. yen	+ 7.1%	16.0 Bil. yen	+ 17.2%

1

- Please refer to page 1.
- We recorded higher revenue for our Domestic Instant Noodles Business, Domestic Non-Instant Noodles Business, and Overseas Business.
- The Overseas Business in particular drove the overall rise in performance, posting a double-digit year-on-year increase of 12.7% on a consolidated basis.
- Core operating profit of existing businesses, which is a measure excluding new businesses from operating profit, increased 1.3% year on year to 13.4 billion yen. Higher material costs and other cost pressures were more than offset by increased revenue and improved production efficiencies.
- At the end of May, we launched five different *KANZEN MEAL* products as a new business. With sales of 1 million servings in per month, we confirmed that demand is strong and performance is outpacing our plan.
- We are at around 25% progress toward our fiscal year forecast of 595.0 billion yen revenue and 52.0 billion yen in core operating profit of existing businesses. This progress is ahead of our internal plan. However, considering the sharp rises in materials and crude oil prices, the widespread impact of foreign exchange rates, and the effects of the extremely hot summer in Japan, we are not necessarily optimistic about the external environment.
- Given these circumstances, we intend to maintain the price revisions introduced in June, while continuing to expand our customer base through high value-added products, etc. Overseas, we intend to raise the bottom line steadily through stronger marketing and product capabilities that match the market environment in each country. Further, we plant to implement more price revisions as described on pages 12 and 13 of this presentation.
- Please turn to the next page.

Consolidated Financial Summary

Overseas Business led the overall revenue increase by 12.7% due to price revisions and foreign exchange effects. Core operating profit of existing businesses increased due to price revisions etc., which absorbed increased material and other costs

Bil. yen	Institutional accounting basis			Constant currency basis		
	FY 3/2023 1Q	YoY change		FY 3/2023 1Q	YoY change	
		Amount	Ratio		Amount	Ratio
Revenue	149.3	+ 16.8	+ 12.7%	141.1	+ 8.6	+ 6.5%
Core operating profit of existing businesses	13.4	+ 0.2	+ 1.3%	12.9	(0.4)	(2.7%)
Operating profit	13.3	+ 0.0	+ 0.1%	12.7	(0.6)	(4.4%)
Profit attributable to owners of the parent	7.5	(0.4)	(4.6%)	7.2	(0.7)	(9.4%)
Core OP margin of existing businesses	9.0%	(1.0pt)		9.1%	(0.9pt)	
OP margin	8.9%	(1.1pt)		9.0%	(1.0pt)	
Profit attributable to owners of the parent margin	5.0%	(0.9pt)		5.1%	(0.9pt)	

2

- This slide provides a little more detail regarding the highlights on the previous page. As you see, profit attributable to owners of the parent was lower year on year. This result was mainly due to technical factors caused by the year-on-year change in the composition of taxable income. Throughout the fiscal year, we expect the standard effective tax rate to settle at around 30%.
- Please turn to the next page.

Financial Summary by Segment

Revenues increased significantly in Overseas Business. Domestic Business also posted higher revenues on the back of strong demand. Profit of Domestic Instant Noodles Business and Overseas Business increased, while Domestic Non-Instant Noodles Business decreased profit due to higher costs

Domestic Instant Noodles Business

Revenue increased due to product mix improvement etc. at NISSIN FOOD PRODUCTS
Profit increased by offsetting cost increase from revenue growth, etc.

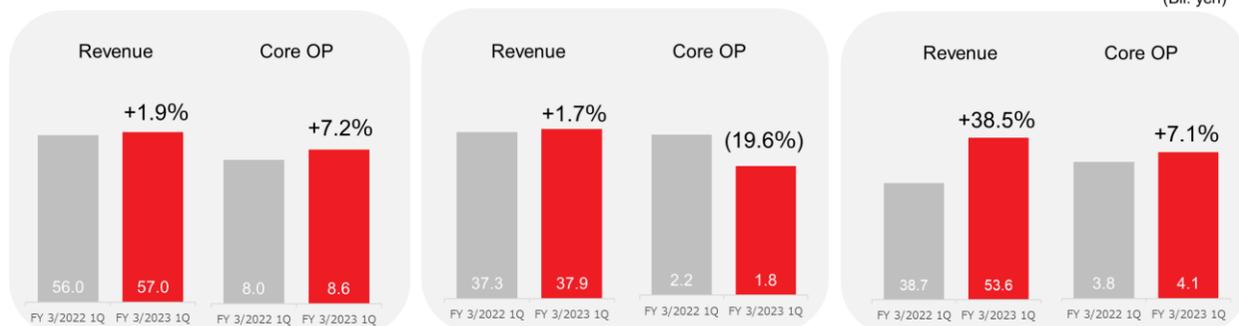
Domestic Non-Instant Noodles Business

Revenue increased due to strong Confectionery Business, but profit decreased due to soaring material costs

Overseas Business

Revenue increased by double digits in all regions (The Americas: +48%). Profit increased by absorbing cost increase

(Bil. yen)



3

- Next is a summary of financial results by segment.
- From left to right, the Domestic Instant Noodles Business posted a 1.9% increase in revenue and a 7.2% increase in profit year on year. This result was mainly due to firm sales, mainly from NISSIN FOOD PRODUCTS and the impact of improved product mix.
- The Domestic Non-Instant Noodles Business, in the center, reported a 1.7% increase in revenue year on year, mainly due to strong Confectionery Business performance. However, profit decreased about 0.4 billion yen due to cost increases.
- Last, our Overseas Business posted a 38.5% increase in revenue and a 7.1% increase in profit. This business continued to lead our consolidated results as in the previous fiscal year.
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Revenue Results by Segment

Almost all segments posted revenue increase in response to strong demand, mainly led by the Overseas Business, which recorded double-digit growth from FY 3/2022 1Q

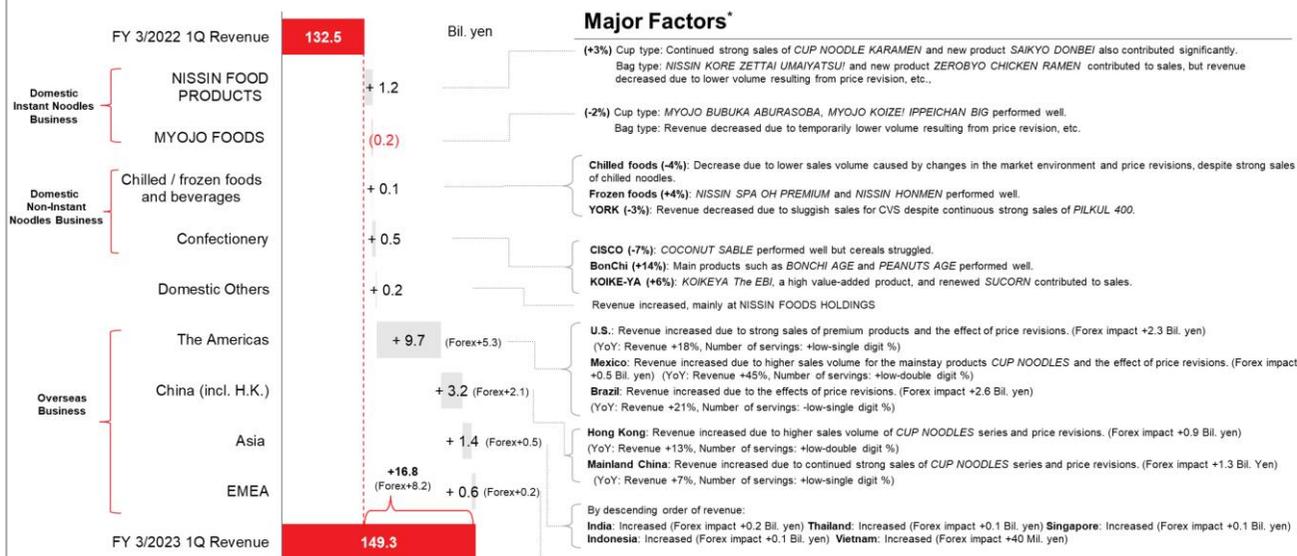
Bil. yen	Institutional accounting basis			Constant currency basis		
	FY 3/2023 1Q	YoY change		FY 3/2023 1Q	YoY change	
		Amount	Ratio		Amount	Ratio
NISSIN FOOD PRODUCTS	47.8	+ 1.2	+ 2.6%	47.8	+ 1.2	+ 2.6%
MYOJO FOODS	9.3	(0.2)	(1.6%)	9.3	(0.2)	(1.6%)
Domestic Instant Noodles Business	57.0	+ 1.1	+ 1.9%	57.0	+ 1.1	+ 1.9%
Chilled / frozen foods and beverages	20.4	+ 0.1	+ 0.7%	20.4	+ 0.1	+ 0.7%
Confectionery	17.6	+ 0.5	+ 2.9%	17.6	+ 0.5	+ 2.9%
Domestic Non-Instant Noodles Business	37.9	+ 0.6	+ 1.7%	37.9	+ 0.6	+ 1.7%
Domestic Others	0.7	+ 0.2	+ 40.8%	0.7	+ 0.2	+ 40.8%
Domestic Business total	95.7	+ 1.9	+ 2.0%	95.7	+ 1.9	+ 2.0%
The Americas	29.9	+ 9.7	+ 47.9%	24.6	+ 4.3	+ 21.5%
China (incl. H.K.)	15.5	+ 3.2	+ 26.5%	13.3	+ 1.1	+ 9.0%
Asia	4.8	+ 1.4	+ 41.0%	4.2	+ 0.8	+ 25.0%
EMEA	3.4	+ 0.6	+ 20.8%	3.3	+ 0.4	+ 15.4%
Overseas Business total	53.6	+ 14.9	+ 38.5%	45.4	+ 6.7	+ 17.4%
Consolidated	149.3	+ 16.8	+ 12.7%	141.1	+ 8.6	+ 6.5%

* Results in China (incl. 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.)

4

- This is a breakdown of revenue by segment.
- All segments reported an increase in revenue. In particular, our Overseas Business, in which we introduced price revisions earlier than in our domestic businesses, reported a double-digit increase in revenue across all regions, as well as a significant 38.5% increase in overall revenue year on year. This increase was due in part to foreign exchange factors.
- The ratio of Overseas Business revenue to consolidated revenue increased by 6 points, from 30% in FY 3/2022 to 36% for the current period. This increase was due to continued high demand overseas, even after price revisions. We have also tapped into a growing need for high value-added products with high unit prices.
- The Domestic Instant Noodles Business reported a revenue increase of 1.9%. NISSIN FOOD PRODUCTS reported a 2.6% year-on-year revenue increase backed by solid April and May results, an improved product mix, and the impact of price revisions implemented in June.
- MYOJO FOODS revenue decreased 1.6% year on year due to a temporary decrease in the volume of bag-type instant noodles in conjunction with price revisions and other factors. In 2Q onward, we plan to implement various measures to spread the revised price while increasing sales volume.
- The Domestic Non-Instant Noodles Business posted a 1.7% revenue increase year on year due to higher sales in the frozen foods and confectionery businesses. Performance here was supported by increased revenue from KOIKE-YA and BonChi, which performed well.
- Please turn to the next page.

Revenue Contribution by Segment (YoY, Institutional accounting basis)



* Comments and year-on-year change figures in Main Factors in the Americas, China (Incl. H.K.), Asia and EMEA segments are based on revenue on a local currency basis.

- This page shows the details of each segment's contribution to revenue.
- The Overseas Business, in the middle row on the left, has grown significantly, contributing nearly 90% of the overall revenue increase of 16.8 billion yen. In particular, we expect The Americas to continue to be a driver of revenue, owing to the effect of price revisions, as well as growth in premium product lines in the United States and firm demand in Brazil and Mexico. The revenue growth trend continued in China, Asia, and the EMEA.
- In the Domestic Instant Noodles Business, the NISSIN FOOD PRODUCTS CUP NOODLE KARAMEN continued to perform well. New products SAIKYO DONBEI and ZEROBYO CHICKEN RAMEN enjoyed net growth, also contributing to higher revenue. Rice-based products contributed to revenue growth, and the diversification of our product portfolio is showing positive effects on a steady basis.
- The Domestic Non-Instant Noodles Business recorded higher revenue, mainly due to hit products such as KOIKE-YA The EBI, a high value-added product from KOIKE-YA. BonChi also posted higher revenue, supported by rising demand for rice crackers.
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Core OP Results by Segment

Increased profit in NISSIN FOOD PRODUCTS, the Americas and China (incl. H.K.), resulting in increased total existing business core operating profit

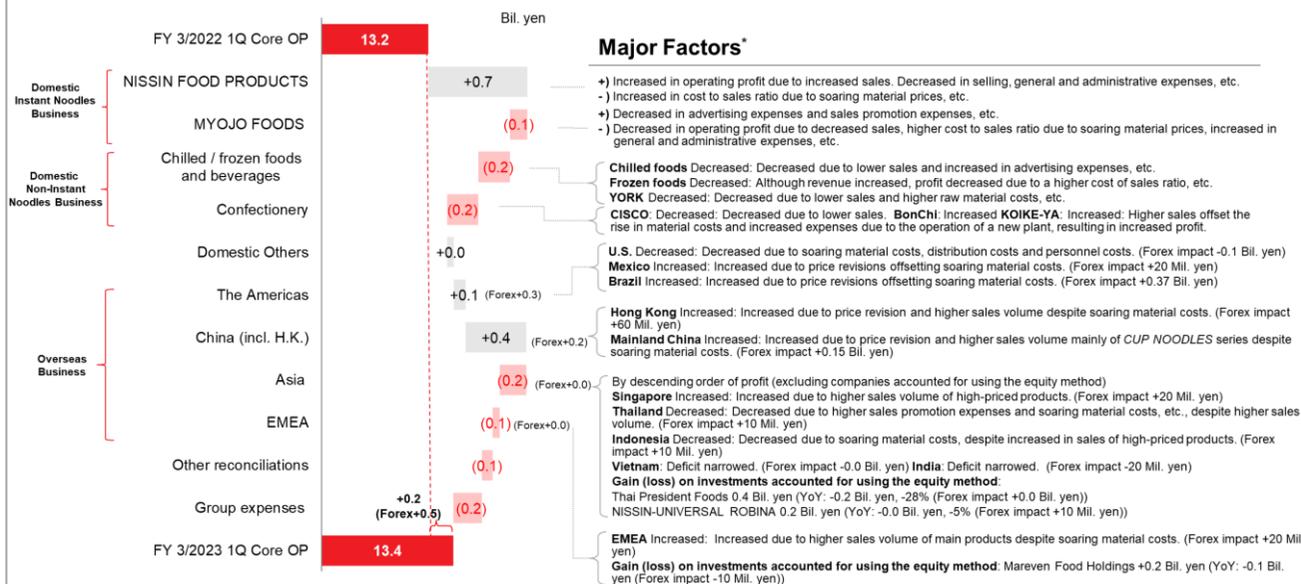
Bil. yen	FY 3/2023 1Q Institutional accounting basis					FY 3/2023 1Q Constant currency basis		
	OP	Other Income and Expense	Core OP	YoY change		Core OP	YoY change	
				Amount	Ratio		Amount	Ratio
NISSIN FOOD PRODUCTS	7.7	0.0	7.7	+ 0.7	+ 10.0%	7.7	+ 0.7	+ 10.0%
MYOJO FOODS	0.9	0.0	0.9	(0.1)	(12.2%)	0.9	(0.1)	(12.2%)
Domestic Instant Noodles Business	8.6	0.0	8.6	+ 0.6	+ 7.2%	8.6	+ 0.6	+ 7.2%
Chilled / frozen foods and beverages	1.0	0.0	1.0	(0.2)	(18.1%)	1.0	(0.2)	(18.1%)
Confectionery	0.8	(0.0)	0.8	(0.2)	(21.5%)	0.8	(0.2)	(21.5%)
Domestic Non-Instant Noodles Business	1.8	0.0	1.8	(0.4)	(19.6%)	1.8	(0.4)	(19.6%)
Domestic Others	0.6	0.0	0.6	+ 0.0	+ 8.0%	0.6	+ 0.0	+ 8.0%
Domestic Business total	11.0	0.1	11.0	+ 0.2	+ 1.7%	11.0	+ 0.2	+ 1.7%
The Americas	1.3	0.0	1.3	+ 0.1	+ 7.2%	1.0	(0.2)	(18.1%)
China (incl. H.K.)	1.9	0.4	1.5	+ 0.4	+ 38.4%	1.3	+ 0.2	+ 19.4%
Asia	0.8	0.0	0.8	(0.2)	(18.5%)	0.8	(0.2)	(20.6%)
EMEA	0.5	(0.0)	0.5	(0.1)	(9.1%)	0.5	(0.1)	(10.7%)
Overseas Business total	4.4	0.3	4.1	+ 0.3	+ 7.1%	3.6	(0.3)	(6.9%)
Domestic and Overseas Businesses total	15.5	0.4	15.1	+ 0.5	+ 3.1%	14.5	(0.1)	(0.6%)
Other reconciliations	(0.1)	(0.0)	(0.1)	(0.1)	-	(0.1)	(0.1)	-
Group expenses	(1.5)	-	(1.5)	(0.2)	-	(1.5)	(0.2)	-
Existing Businesses	13.8	0.4	13.4	+ 0.2	+ 1.3%	12.9	(0.4)	(2.7%)
New Businesses	(0.6)	(0.0)	(0.6)	(0.3)	-	(0.6)	(0.3)	-
Consolidated	13.3	0.4	12.9	(0.1)	(1.0%)	12.3	(0.7)	(5.1%)

* Results in China (incl. 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.)

6

- These are the results of core operating profit by segment. On a consolidated basis, total existing business profit rose 0.4 billion yen, or 1.3% year on year, to 13.4 billion yen. In addition to the impact of foreign exchange rates, revenue growth was sufficient to offset extensive cost hike pressures. NISSIN FOOD PRODUCTS recorded higher profit, as did The Americas and China.
- At the beginning of the fiscal year, our plan assumed an annual increase in raw materials prices of about 17 billion yen based on assumptions of market conditions prior to the situation in Ukraine. However, the current inflationary impact has been far-reaching, and we will continue our efforts to mitigate this impact by revising prices to appropriate levels and reducing costs.
- Overseas, where inflation is accelerating, we have been making steady progress in price revisions. These revisions led to increased revenues and offset cost increases in part. NISSIN FOODS U.S.A. is planning a major price revision in August, and we are preparing to cover the cost increase on a fiscal year basis by increasing revenues through price revisions.
- Please turn to the next page.

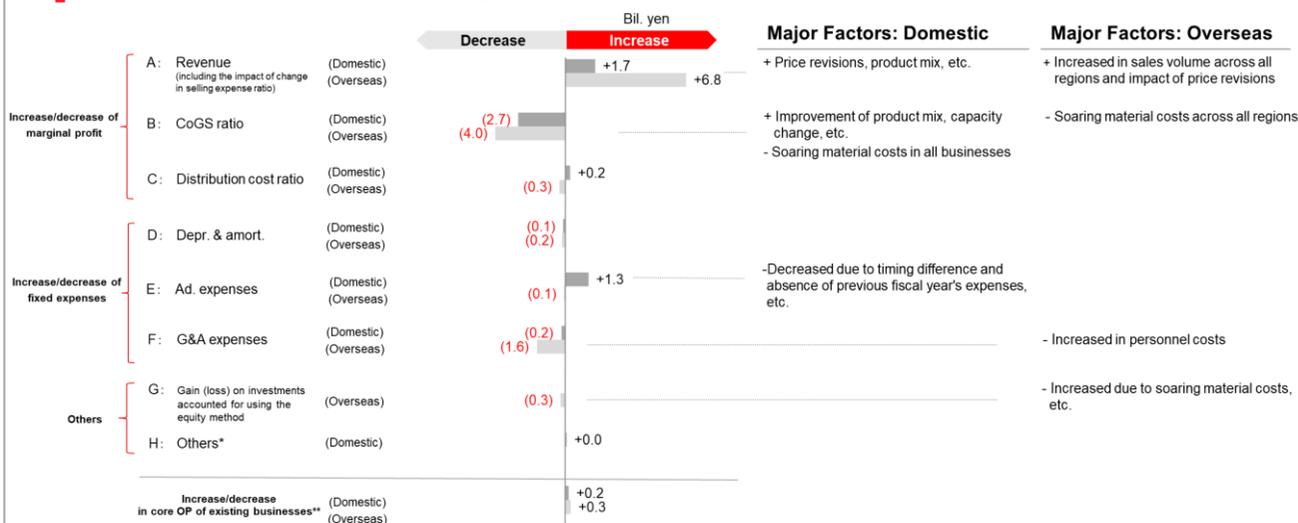
Existing Businesses Contribution to Core OP by Segment (YoY, Institutional accounting basis)



* Comments and year-on-year change figures in Main Factors in the Americas, China (Incl. H.K.), Asia and EMEA segments are based on core OP on a local currency basis.

- This is an analysis of the contribution of core operating profit of existing businesses. Despite downward pressure from general cost increases, we are maintaining the previous-year levels due to increased revenue stemming from price revisions and a focus on high value-added products.
- Please turn to the next page.

Analysis of Core OP of Existing Businesses (YoY, Institutional accounting basis)



* Increase/decrease in core operating profit in the Domestic Others segment is included in H: Others
 ** In addition to the above, there is a year-on-year difference in "Reconciliations" of -0.3 Bil. yen.

[Method of calculating increase/decrease factors]

① Marginal Profit (A,B,C)
 ② Fixed Costs (D,E,F)
 ③ Others (G)
 (H)

= (Revenue in the current fiscal year x Ratio of revenue in the previous fiscal year) - Expenses in the current fiscal year.

* The analysis of marginal profit is based on the amount obtained by adding selling expenses to revenue.
 = Expenses in the previous fiscal year - Expenses in the current fiscal year.
 = Results in the previous fiscal year - Results in the current fiscal year.
 = Changes in core operating profit of the Domestic Others segment.

- This is an overall view of the change factors related to core operating profit of existing businesses for this period.
- The major factors behind these changes are the changes in domestic and overseas revenue and cost of goods sold ratio, as I have explained.
- Last, I want to briefly touch upon the status of share buybacks.
- We announced on February 3, 2022 that we would purchase a maximum of 1,875,000 shares up to a maximum 12.0 billion yen. As of the end of July, we have purchased 1,128,000 shares at 9.7 billion yen, and the repurchase progress is progressing smoothly.
- This ends my part of today's presentation.

Appendix

Full-Year Consolidated Earnings Forecasts for FY 3/2023 (Excluding Russia/Ukraine impact)

Aiming for 52.0 billion yen in core operating profit of existing businesses. We expect IFRS operating profit to be between 47.0 billion yen and 49.5 billion yen, driven by ongoing aggressive investment in new businesses

Revenue	595.0 Bil. yen	<ul style="list-style-type: none">• In principle this is revenue from existing businesses
Core Operating Profit of Existing Businesses	52.0 Bil. yen	<ul style="list-style-type: none">• Does not include impact of the situation in Russia/Ukraine• Equivalent to +5% growth (considered mid-single digits)
Operating Profit	47.0 ~ 49.5 Bil. yen	<ul style="list-style-type: none">• New business investment at 5% to 10% of core operating profit of existing businesses• We do not expect other income/expenses (impairment or extraordinary gains, etc.)
Profit attributable to owners of the parent	31.0 ~ 33.0 Bil. yen	<ul style="list-style-type: none">• As with operating profit, we are forecasting on a range basis
EPS	303 ~ 322 Yen/Share	<ul style="list-style-type: none">• Number of shares (excluding treasury shares): 102 million shares assumed• However, we continue to explore opportunistic acquisitions of treasury shares

* Yen-based presentation of earnings forecasts are based on actual exchange rates for FY 3/2022

FY 3/2023 Forecasts by Segment

Aim for increase revenues and operating profits in all business segments from FY 3/2022 results

Bil. yen	Revenue (IFRS)				Core Operating Profit (Non-GAAP)			
	FY 3/2023 Forecasts	FY 3/2022 Results			FY 3/2023 Forecasts	FY 3/2022 Results		
		Revenue	YoY change			Core OP	YoY change	
NISSIN FOOD PRODUCTS	218.0	210.8	+ 7.2	+ 3.4%	31.5	30.6	+ 0.9	+ 3.0%
MYOJO FOODS	39.0	37.9	+ 1.1	+ 2.8%	2.5	2.4	+ 0.0	+ 1.8%
Domestic Instant Noodles Business	257.0	248.7	+ 8.3	+ 3.3%	34.0	33.0	+ 1.0	+ 2.9%
Chilled / frozen foods and beverages	83.0	80.9	+ 2.1	+ 2.6%	3.5	3.3	+ 0.2	+ 5.5%
Confectionery	71.5	69.0	+ 2.5	+ 3.6%	3.6	3.2	+ 0.4	+ 14.0%
Domestic Non-Instant Noodles Business	154.5	149.9	+ 4.6	+ 3.1%	7.1	6.4	+ 0.6	+ 9.7%
Domestic Others	2.5	2.2	+ 0.3	+ 15.1%	1.0	1.9	(0.9)	(46.5%)
Domestic Business total	414.0	400.8	+ 13.2	+ 3.3%	42.0	41.3	+ 0.7	+ 1.7%
The Americas	93.5	87.3	+ 6.2	+ 7.1%	3.5	2.9	+ 0.6	+ 18.8%
China (incl. H.K.)	59.0	55.5	+ 3.5	+ 6.3%	6.5	6.1	+ 0.4	+ 5.7%
Asia	17.0	14.8	+ 2.2	+ 15.0%	4.6	4.1	+ 0.5	+ 11.3%
EMEA	11.5	11.4	+ 0.1	+ 1.2%	1.4	0.4	+ 1.0	+ 228.6%
Overseas Business total	181.0	168.9	+ 12.1	+ 7.1%	16.0	13.6	+ 2.3	+ 17.2%
Domestic and Overseas Businesses total	595.0	569.7	+ 25.3	+ 4.4%	58.0	54.9	+ 3.1	+ 5.6%
Other reconciliations						(5.4)		
Group expenses					(6.0)	0.0	(0.6)	-
Existing Businesses	595.0	569.7	+ 25.3	+ 4.4%	52.0	49.6	+ 2.4	+ 4.9%
New Businesses					(2.5)	(2.9)	+ 0.4	-
					~ (5.0)		~ (2.1)	
Consolidated	595.0	569.7	+ 25.3	+ 4.4%	47.0	46.6	+ 0.4	+ 0.8%
					~ 49.5		~ + 2.9	~ + 6.1%

* China (incl. H.K.) strategy and related targets, financial results forecasts are established independently by NISSIN FOODS HOLDINGS.

FY 3/2023 Price Revisions (Domestic)

Company Name	Main Products	Price Revision Date	Price Revision Rate
NISSIN FOOD PRODUCTS	Bag-type instant noodles, cup-type instant noodles, cup-type instant rice, cup-type instant soup	Beginning with June 1, 2022 shipments	5%-12% increase in suggested retail price
MYOJO FOODS	Bag-type instant noodles, cup-type instant noodles, cup-type instant soup	Beginning with June 1, 2022 shipments	6%-12% increase in suggested retail price
	Open-price products		11%-14% increase in shipped price
NISSIN CHILLED FOODS	Various types of chilled noodles (prices of certain products to remain unchanged)	Beginning with March 1, 2022 deliveries	6%-12% increase in suggested retail price
NISSIN FROZEN FOODS	Certain frozen noodles products	Beginning with March 1, 2022 deliveries	6%-13% increase in shipped price
NISSIN YORK	Lactobacillus beverages and yogurt drinks	Beginning with June 5, 2022 shipments	5%-14% increase in shipped price
NISSIN CISCO	GORO GURA series	Beginning with release date on June 13, 2022	Reduce volume by 7%-14%
	COCONUT SABLE series, etc.	Beginning with release date on September 5, September 20, and October 3, 2022	Reduce volume by 13%-47%
KOIKE-YA	Various potato chips products (excluding certain products)	February 1 and April 1, 2022	6%-11% increase
	SLIM BAG series, etc.	Beginning with release date on June 6, 2022	Reduce volume by 6%-9%
	Various potato chips products (excluding certain products)	After September 1, 2022	Revision rate 4%-9%
BonChi	TSUNAGE ARARE and PONSUKE brands	Beginning with April 1, 2022 shipments	Reduce volume by 6%-11%

FY 3/2023 Price Revisions (Overseas)

The Americas	Main Products	Price Revision Date
U.S.	Bag-type instant noodles, cup-type instant noodles	August 2022
Brazil	Bag-type instant noodles, cup-type instant noodles	May 2022

China (Incl. H.K.)	Main Products	Price Revision Date
Hong Kong	<i>DEMAE ICCHO, CUP NOODLES, U.F.O.</i>	April 2022

Asia	Main Products	Price Revision Date
Singapore	Bag-type instant noodles, cup-type instant noodles	July 2022
India	Bag-type instant noodles	April 2022
Vietnam	Bag-type instant noodles	June 2022
Indonesia	Bag-type instant noodles, cup-type instant noodles	June 2022

EMEA	Main Products	Price Revision Date
EMEA	Bag-type instant noodles, cup-type instant noodles	January - April 2022

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- As a general rule, fiscal years in this document run from April 1, 20YY through March 31, 20YY, and may be written as FY 3/20YY or FYYY
- Results from China (Incl. 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.) .) China (Incl. H.K.) strategy and related targets, financial results forecasts are established independently by NISSIN FOODS HOLDINGS



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