



# **IR Presentation Materials: Financial Results for FY2024**

**May 2025  
KYOKUYO CO., LTD.**

(Tokyo Stock Exchange Prime Section Securities Code: 1301)

\* The company has applied “Accounting Standard for Revenue Recognition” (ASBJ Statement No. 29, March 31, 2020), etc. from the beginning of the first quarter of fiscal year ended March 31, 2022. The figures from the fiscal year ended March 31, 2022 are figures after the application of this accounting standard and related adjustments.

\* We have changed our reporting segments effective from Q1 FY2024, figures shown from the previous year have been converted into the changed segment.

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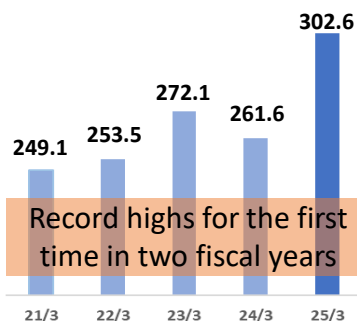
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# 1 . FY2024 Review

# FY2024 Highlights

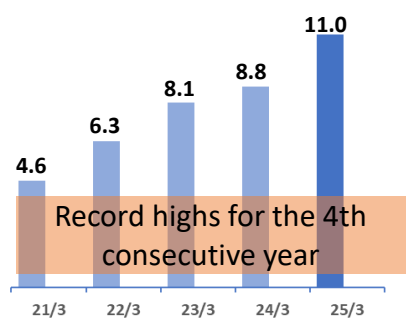
**Net sales**  
**302.6 bn yen**

**Y-o-Y +41 bn yen**  
**(+15.7%)**



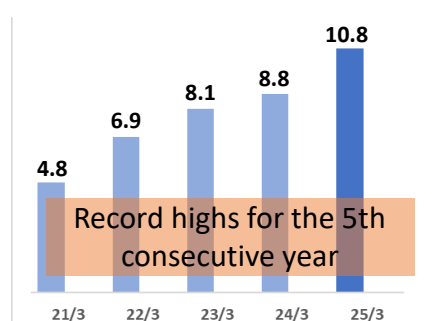
**Operating profit**  
**11 bn yen**

**Y-o-Y +2.2 bn yen**  
**(+25.8%)**



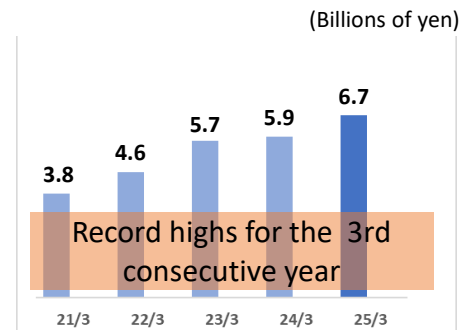
**Ordinary profit**  
**10.8 bn yen**

**Y-o-Y +2 bn yen**  
**(+22.6%)**



**Profit attributable to owners of parent**  
**6.7 bn yen**

**Y-o-Y 0.8 bn yen**  
**(+13.5%)**



## ➤ Key points

- Net sales, Operating profit, Ordinary profit, and Profit attributable to owners of parent all hit all-time highs.
- Net sales reached the 300 billion yen level for the first time.  
Operating profit and Ordinary profit exceeded 10 billion yen for the first time.
- Domestic sales in the Marine Products Business segment and strong sales of the Tuna business in the Freshfoods Business segment contributed to higher sales and higher profit.

# Progress in Priority Measures of the Medium-term Business Plan

Perspective

Globalization

Expanding business base

Expanding Overseas Businesses

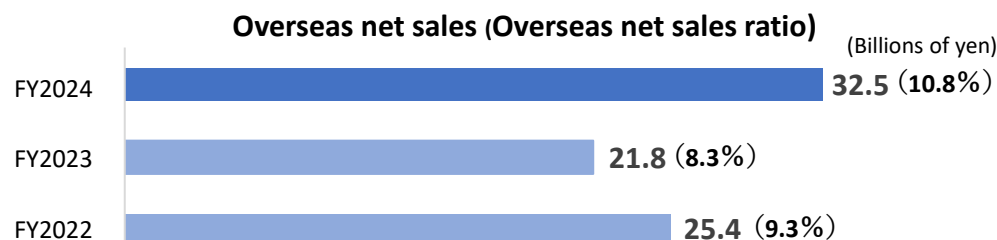
Medium-term

Business Plan Targets

**FY2026 Overseas net sales ratio 15% or more (60bn yen)**

**FY2024 Act 10.8% (32.5bn yen)**

FY2023 Act 8.3% (21.8bn yen)



## ➤ Building up our network of overseas production sites

### ■ Acquired Northseafood Holland B.V.\*, a Dutch company that manufactures processed seafood products and frozen foods [June 2024]

Acquired our group's first European production site, bolstering our Processed Food Business in Europe.

### ■ Kyokuyo Vina Foods Co.,Ltd.\*, a frozen food and processed seafood plant in Vietnam, started operation.

Goal : Diversify production bases and distribute risk of processing bases.

Production Items : Sliced, simmered, and grilled fish. Processed crab products.



Kyokuyo Vina Foods

### ■ Imitation crab meat(Surimi) production plant Ocean's Kitchen Corporation\* in North America, started operation.

Goal : Producing U.S. specification products in the U.S. market, where consumption is expected to grow due to increasing health consciousness.



Ocean's Kitchen Corporation

## ➤ Strengthening export business

### ■ Established Pacific Scallop Co., Ltd.\* specialized in processing and exporting scallops [July 2024]

Building an organizational structure to handle everything from procuring to processing domestically for scallops produced in Japan, which are gaining popularity overseas. Exports started in November 2024.

\* All four companies above are consolidated subsidiaries.

# Progress in Priority Measures of the Medium-term Business Plan

## Perspective

## Four businesses

### Expanding business base

### Expanding Processed Food Businesses

- **Kyokuyo Shokuhin Co., Ltd. Kurayoshi Plant started operation to produce frozen foods for home use [March 2025]**

Raised our production capacity and nationwide logistics efficiency for home-use frozen foods, for which demand is expected to grow. Bolstered our production and sales organization primarily at our own plants.



Kurayoshi Plant

### Expanding business base

### Securing high profitability by making high-added-value products

- **New product releases in spring 2025 [February 2025]**

Responding to the growing problem of labor shortages, we have enhanced the development of products that save time for cooking.



### Strengthening our partnerships with stakeholders

### Building trust with consumers

Goal : Strengthening the Kyokuyo brand

- **Started broadcasting new corporate TV commercials featuring employees. [April 2025]**
- **Broadcasting commercials on TV in limited areas, and the web. [September 2024 – March 2025]**



New Kyokuyo TV commercial

## Perspective

## Human resources and organization

### Strengthening our partnerships with stakeholders

### Better work environments for employees

- **Average monthly increase of 19,700 yen for union members. Starting pay increased to 300,000 yen. [April 2025]**

We aim to increase motivation and secure human resources, including in response to the recent price increases.

## 2. Forecast for FY2025



# Consolidated Performance Forecast & Medium-term Plan Targets

	FY2024 Act	Target for FY2025	Medium-term Business Plan Targets (FY2026)
Net sales	302.6 bn yen	3 5 0 bn yen	4 0 0 bn yen
Operating profit	11bn yen	1 2 . 5 bn yen	1 3 . 5 bn yen
Ordinary profit	10.8bn yen	1 2 . 5 bn yen	1 3 . 5 bn yen



# Capital Investment Plan

	Overview	FY2025 Plan
	Production plant-related Laboratory-related Sea-based aquaculture business IT-related & other	0.5bn yen 0bn yen 0.1bn yen 0.6bn yen
<b>Kyokuyo</b>	Total	1.2bn yen
<b>Affiliated companies</b>	Production plant-related Purse seine fishing business-related Sea-based aquaculture business IT-related & other	2.3bn yen 0.1bn yen 0.1bn yen 0.4bn yen
	Total	2.9bn yen
<b>Total</b>		<b>4.1bn yen</b>

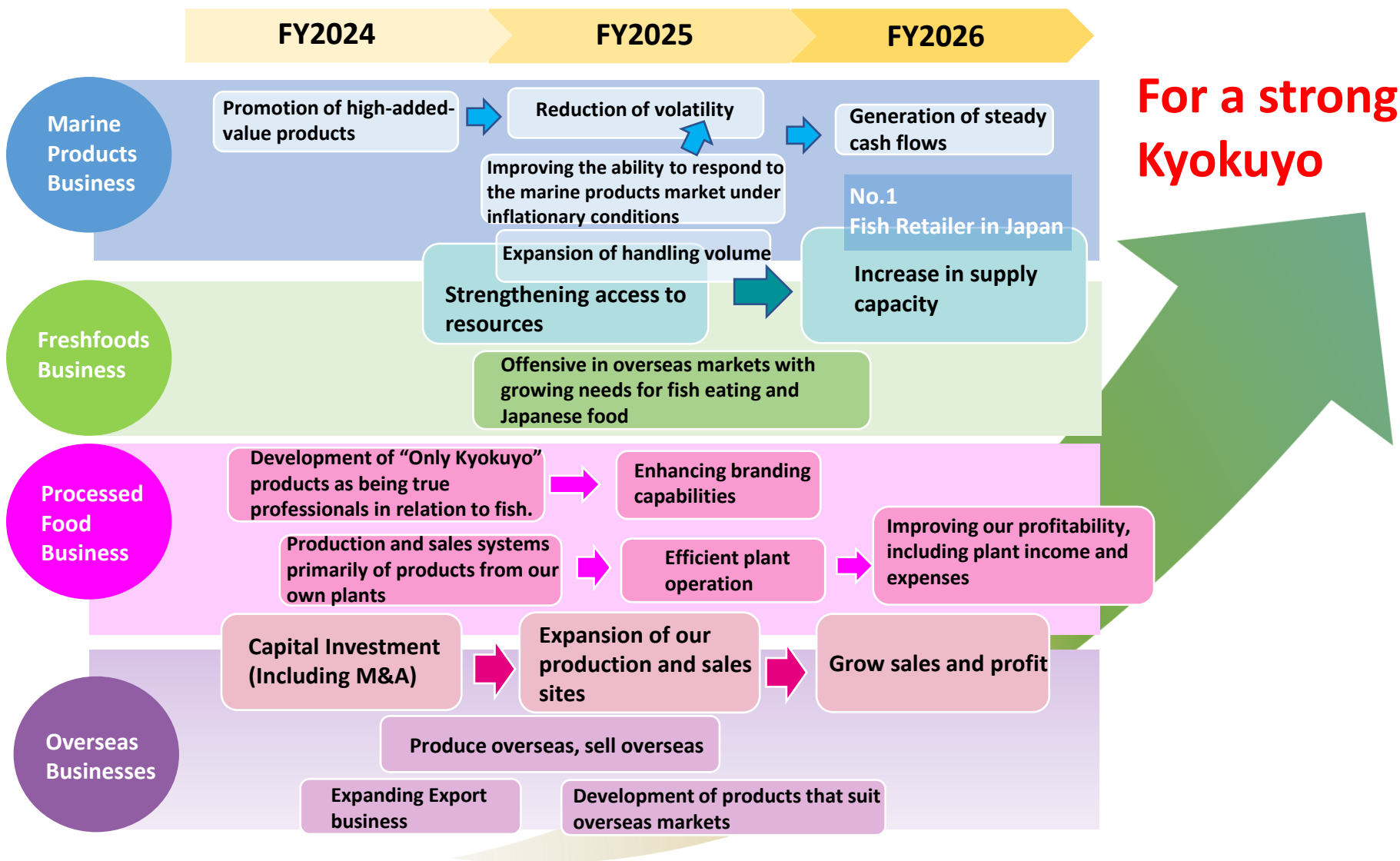
## Major Investments

Advance DX  
0.5bn yen for systems implementation, etc.

Installation and renovation of equipment at existing plants, etc.

\*Does not include overseas M&A deals.

# Roadmap to Medium-term Plan Targets



## 3 . FY2024 Performance

# Consolidated Statements of Income

(Millions of yen)

	FY2023	FY2024		Y-o-Y		Forecast for FY2024	Vs.year forecast
				Change	% change		
Net sales	261,604	302,681	Record high	41,077	15.7%	300,000	100.9%
Operating profit	8,806	11,079	Record high	2,273	25.8%	10,000	110.8%
Ordinary profit	8,856	10,857	Record high	2,001	22.6%	10,000	108.6%
Profit attributable to owners of parent	5,936	6,740	Record high	803	13.5%	7,000	96.3%

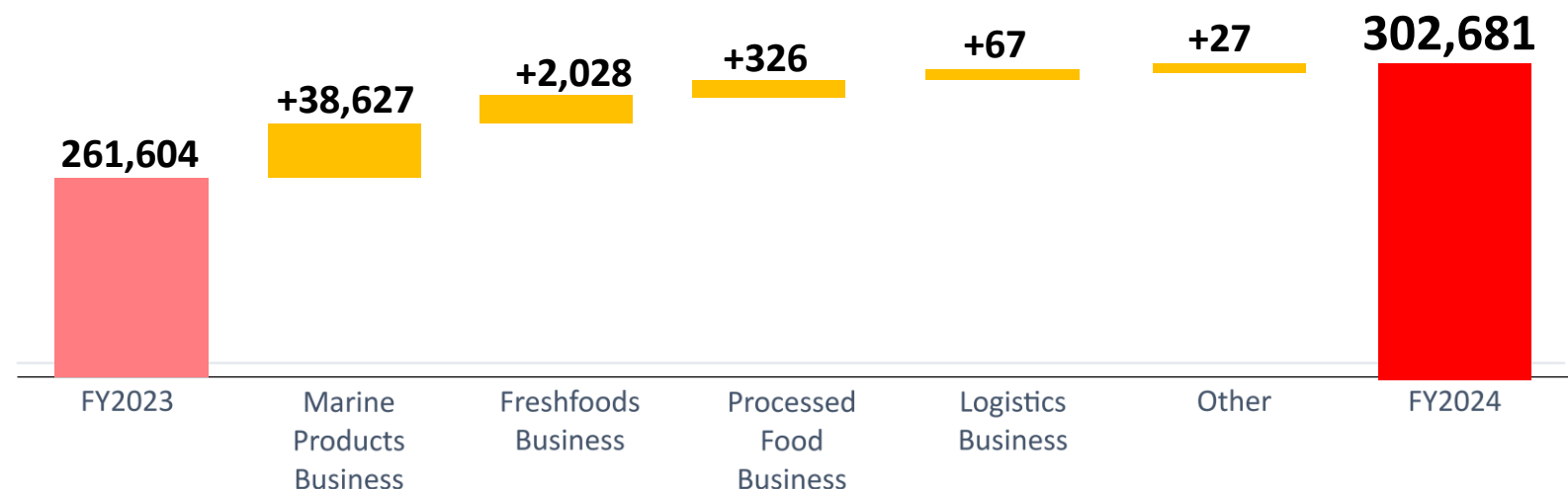
- Net sales, Operating profit, and Ordinary profit exceeded full-year forecasts.
- Profit attributable to owners of parent didn't reach the forecast due to the impact of “Loss on litigation\*”.

\* We disclosed “Notice Concerning Judgment in Lawsuit Against Our Subsidiary” on October 25, 2024. We had already included it into its 3Q financial results.

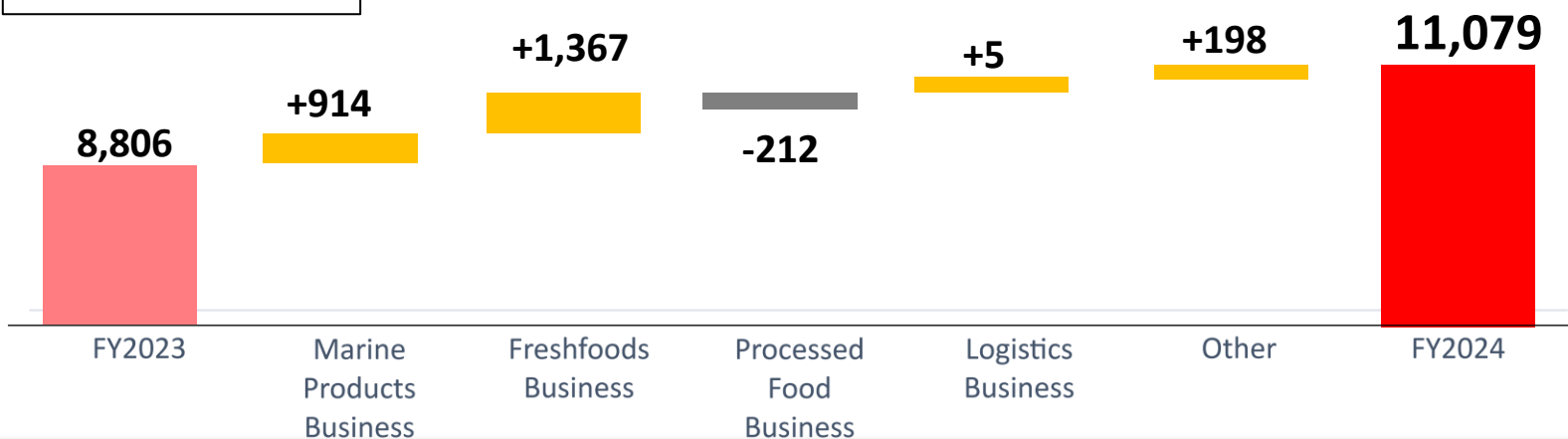
# Analysis of Changes in Net Sales and Operating Income by Segment

## Net sales

(Millions of yen)



## Operating profit



# Consolidated Balance Sheet

(Millions of yen)

	Mar/24	Mar/25	Y-o-Y		Mar/24	Mar/25	Y-o-Y
<b>Assets</b>				<b>Liabilities</b>			
<b>Current assets</b>	<b>124,297</b>	<b>134,260</b>	<b>9,963</b>	<b>Current liabilities</b>	<b>70,659</b>	<b>74,995</b>	<b>4,335</b>
Notes and accounts receivable-trade	34,677	36,935	2,257	Notes and accounts payable-trade	8,417	10,004	1,587
				Short-term borrowings (including commercial paper)	45,340	43,770	-1,569
Merchandise and finished goods	59,308	62,312	3,004	<b>Non-current liabilities</b>	<b>31,200</b>	<b>38,774</b>	<b>7,574</b>
Work in process	4,521	5,189	668	Long-term borrowings	28,975	35,604	6,628
Raw materials and supplies	6,507	7,855	1,347	<b>Total liabilities</b>	<b>101,859</b>	<b>113,769</b>	<b>11,910</b>
Other	19,282	21,967	2,685	<b>Net assets</b>			
<b>Non-current assets</b>	<b>36,422</b>	<b>47,865</b>	<b>11,442</b>	<b>Shareholders' equity</b>	<b>52,354</b>	<b>57,902</b>	<b>5,548</b>
Total property, plant and equipment	21,670	28,588	6,918	<b>Accumulated other comprehensive income</b>	<b>6,622</b>	<b>8,613</b>	<b>1,990</b>
Total intangible assets	887	1,965	1,077	<b>Non-controlling interests</b>	<b>-115</b>	<b>1,840</b>	<b>1,956</b>
Investments and other assets	13,864	17,310	3,446	<b>Total net assets</b>	<b>58,860</b>	<b>68,355</b>	<b>9,495</b>
<b>Total assets</b>	<b>160,720</b>	<b>182,125</b>	<b>21,405</b>	<b>Total liabilities and net assets</b>	<b>160,720</b>	<b>182,125</b>	<b>21,405</b>

- “Merchandise and finished goods” increased due to rising seafood market prices.
- Increase in “Property, plant and equipment” due to M&A and completion of plant.
- Significant increase in profit, “Shareholders' Equity” increased.

# Consolidated Cash Flows

(Millions of yen)

		FY2023	FY2024	Y-o-Y
Cash flows from operating activities	Profit before income taxes	8,555	10,848	2,293
	Depreciation	2,427	2,624	197
	Decrease (increase) in trade receivables	-1,281	-527	754
	Decrease (increase) in inventories	-8,055	-2,710	5,344
	Increase (decrease) in trade payables	-498	101	599
	Other	-2,868	-4,494	-1,625
Subtotal		-1,721	5,843	7,564
Cash flows from investing activities	Purchases of non-current assets	-5,336	-6,158	-822
	Other	-371	-2,877	-2,506
	Subtotal	-5,707	-9,036	-3,329
Cash flows from financing activities	Net increase (decrease) in short-term borrowings (including commercial paper)	3,913	-4,890	-8,804
	Net increase (decrease) in long-term borrowings	1,373	8,372	6,998
	Other	3,236	-1,332	-4,569
	Subtotal	8,524	2,149	-6,374

- Operating CF moved from deficit to positive due to increase in net income, etc.
- “Others” in CF from investing activities increased mainly due to expenditures related to M&A of foreign companies.

# Consolidated Finance-Related Metrics

## Changes in Consolidated Financial Metrics

	FY2020	FY2021	FY2022	FY2023	FY2024	Y-o-Y
<b>Equity</b> (millions of yen)	40,382	42,705	47,541	58,976	66,515	7,538
<b>Interest-bearing debt</b> (millions of yen)	51,174	58,121	68,973	74,625	80,746	6,121
<b>Total assets</b> (millions of yen)	116,331	130,460	146,301	160,720	182,125	21,405
<b>Year-end balance of cash and cash equivalents</b> (millions of yen)	7,097	6,539	7,042	8,452	7,514	-938
<b>Equity ratio</b>	34.7%	32.7%	32.5%	36.7%	36.5%	-0.2pts
<b>D/E ratio</b>	1.4	1.5	1.6	1.4	1.4	± 0.0pts
<b>ROE</b>	10.5%	11.2%	12.8%	11.1%	10.7%	-0.4pts
<b>ROA</b>	4.3%	5.6%	5.9%	5.8%	6.3%	+0.5pts

ROE : Profit attributable to owners of parent/equity\*、 ROA : Ordinary profit/total assets\*

\*Averages of values at end of this year and end of previous year.

- M&A and completion of plant increased “Total assets,” but ROA increased due to large increase in ordinary income.



# Capital Investment Results

	Overview	FY2024
Kyokuyo	Production plant-related	1.4bn yen
	Laboratory-related	0bn yen
	Sea-based aquaculture business	0.1bn yen
	IT-related & other	0.4bn yen
	Total	1.8bn yen
Affiliated companies	Production plant-related	6bn yen
	Laboratory-related	0.1bn yen
	Sea-based aquaculture business	0bn yen
	IT-related & other	0.1bn yen
	Total	6.3bn yen
Total		8.1bn yen

## Major Investments

- Frozen foods for home use plant in Tottori, Japan 'Kurayoshi Plant, Kyokuyo Foods Co.' 1.1bn yen

- North American imitation crab meat (Surimi) plant 'Ocean's Kitchen' 1.4bn yen

- Food manufacturing company in Vietnam 'Kyokuyo Vina Foods' 1.3bn yen

- Amortization of M&A goodwill 1.6bn yen

Other plant facility renovations, etc.

# Depreciation Results

(Millions of yen)

	FY2022 results	FY2023 results	FY2024 results
Depreciation	2,264	2,427	2,624

## 4 .Status by Segment

# Status by segment

## Net Sales and Profit by Segment

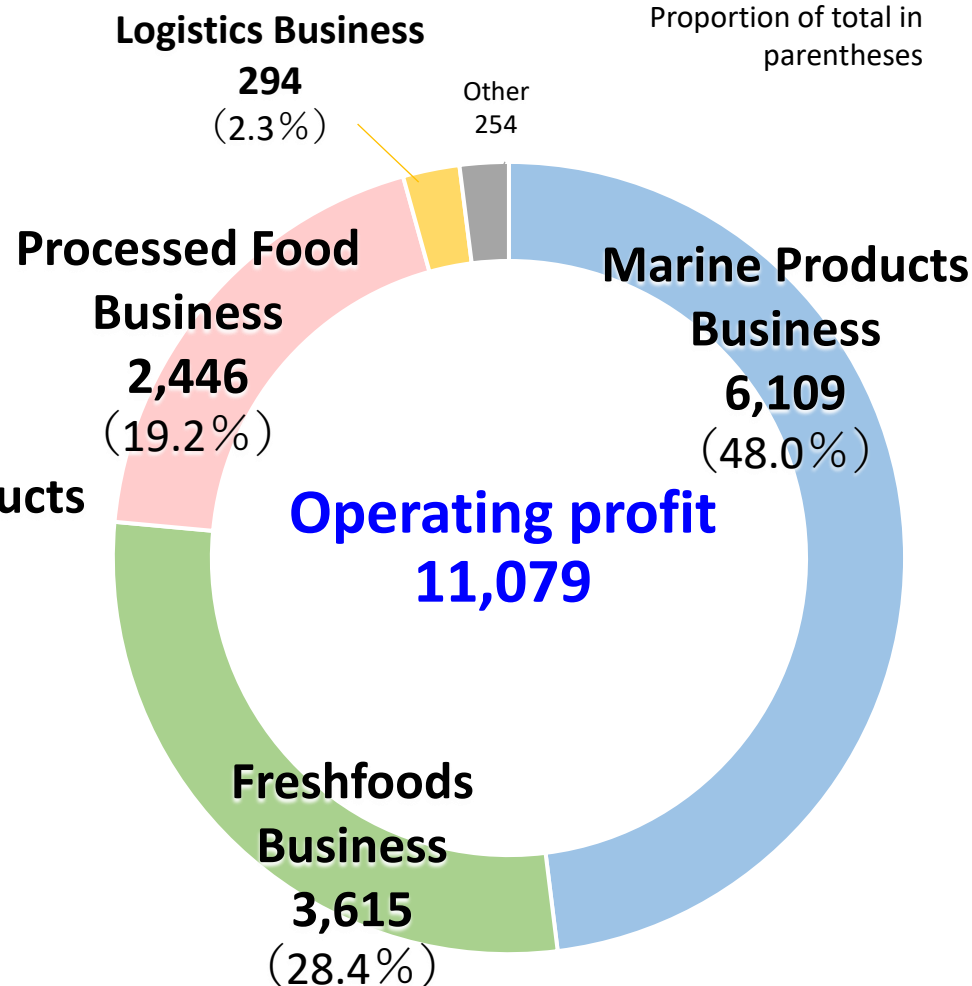
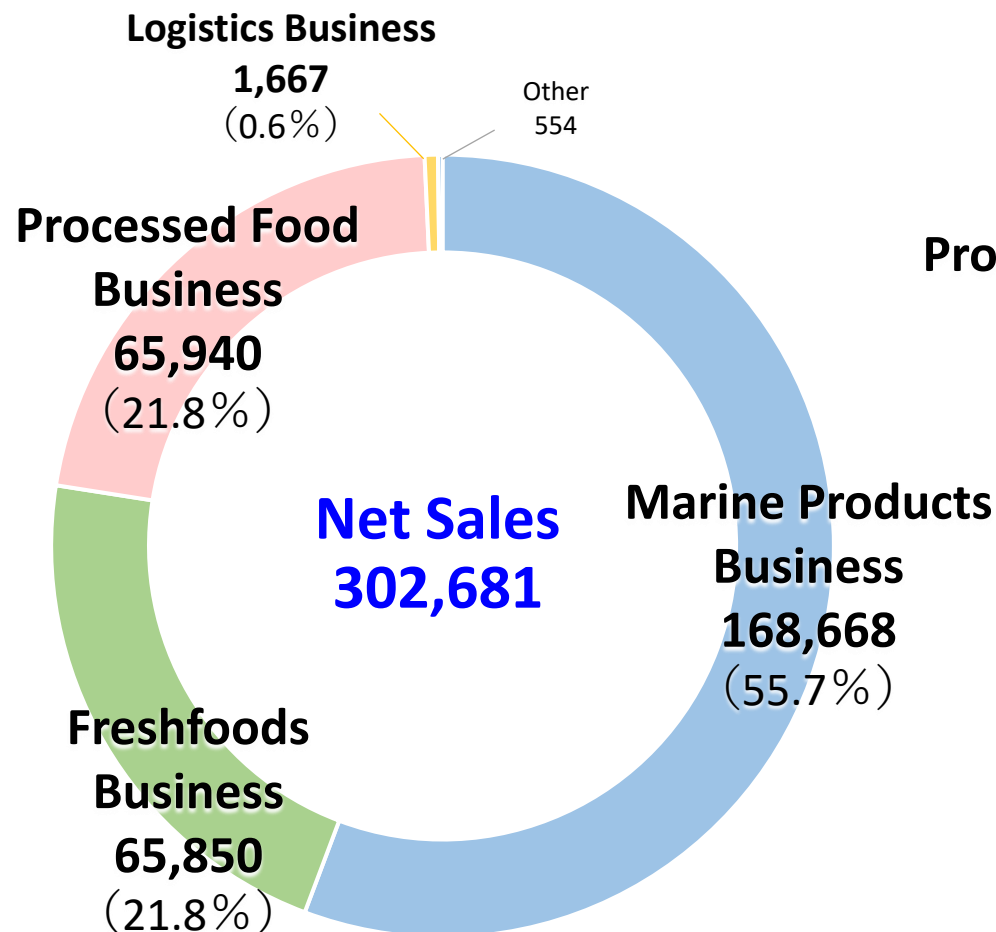
(Millions of yen)

	Net sales			Profit by business segment			FY2025 Forecast	
	FY2023	FY2024	Y-o-Y	FY2023	FY2024	Y-o-Y	Net sales	Segment income
Marine Products Business	130,040	168,668	38,627	5,195	6,109	914	200,000	7,000
Freshfoods Business	63,821	65,850	2,028	2,248	3,615	1,367	73,700	3,700
Processed Food Business	65,614	65,940	326	2,658	2,446	-212	74,000	3,300
Logistics Business	1,599	1,667	67	289	294	5	1,700	300
Other	527	554	27	-1,584	-1,386	198	600	-1,800
<b>Total</b>	<b>261,604</b>	<b>302,681</b>	<b>41,077</b>	<b>8,806</b>	<b>11,079</b>	<b>2,273</b>	<b>350,000</b>	<b>12,500</b>

\*Figures shown from the previous year have been converted into the changed segment in line with our business segment reconfiguration.

# Status by segment

(Millions of yen)  
Proportion of total in parentheses



※Excluding adjustment of -1,641million yen.  
Total profit for the segment before subtracting the adjustment was 12,720million yen.

# Status by segment

## ➤ Marine Products Business

[ Higher sales, higher profit ]

(Domestic sales)

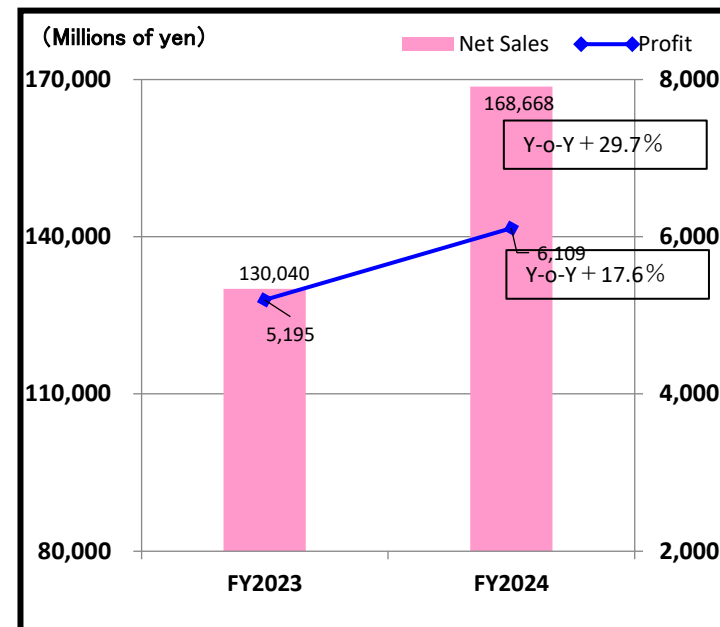
- Although the sales of salmon and crab slowed down after January, strong sales until the year-end sales season supported sales and profit.
- Total sales of our main fish species, salmon trout and shrimp, and high-value merchandise such as crabs, fish roe, and scallops increased.

(Overseas business)

- Exports of Japanese bluebacked fish increased and tuna sales recovered.
- In overseas local sales, two overseas companies that became consolidated subsidiaries contributed to sales growth. Sales environment improved in Europe, the United States and China. Sales to Japanese restaurant chain stores in Asia increased.

\* See reference "Materials (1)"

\* See "Attachment 1" for business flow by segment.



	Net Sales	Profit
Domestic sales	➔	➔
Overseas business	➔	➔

# Status by segment

## ➤ Freshfoods Business

[ Higher sales, higher profit ]

(Sales of Tuna & Skipjack business)

- Sales of frozen bluefin tuna to restaurants and mass-market retailers expanded.

(Overseas purse seine fishing business)

- Sales and profits declined due to falling unit prices, despite the increased catch.

(Aquaculture business)

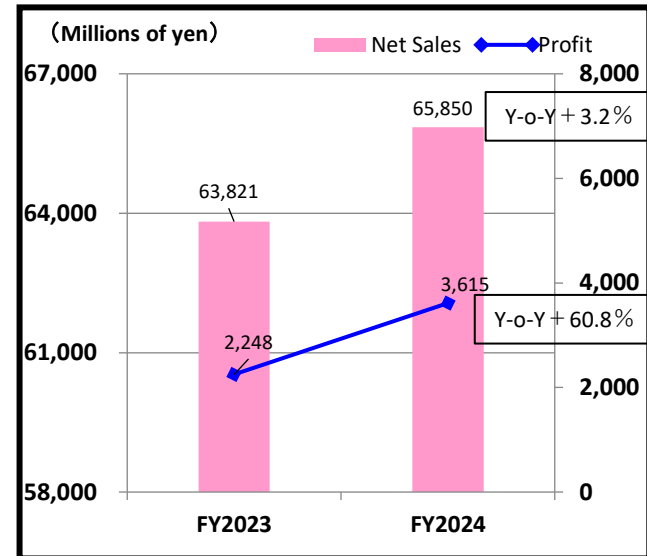
- Sales of Japanese farmed bluefin tuna expanded due to strengthened efforts with business partners.
- Earnings improved the effect of dissolution the fully farmed bluefin tuna company and so on.

(Sushi and Sashimi business)

- Sushi toppings sales declined due to a sharp rise in the market price of high-priced products and price revisions, but profits improved.

\* See reference "Materials (2)&(3)"

\* See "Attachment 1" for business flow by segment.



	Net Sales	Profit
Sales of Tuna & Skipjack business	➡	➡
Sushi and Sashimi business	➡	➡
Overseas purse seine fishing business	➡	➡
Aquaculture business	➡	➡

# Status by segment

## ➤ Processed Food Business

[ Higher sales, lower profit ]

( Frozen foods for industrial use )

- Whole sales declined, including fried seafood products which was intensifying competition with inexpensive overseas products. But profits improved due to the effect of price revisions.

( Frozen foods for home use )

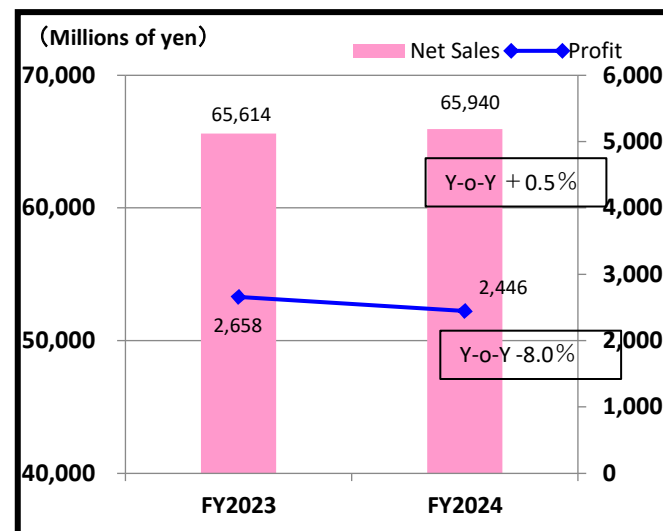
- Sales were on par with the previous year, but earnings declined due to rising of raw material prices.

( Canned )

- Although sales of canned mackerel improved and sales of canned tuna and saury grew, cost increases in materials put pressure on earnings.

( Snacks/delicacies )

- Sales decreased because of price revisions, and profit decreased due to the combination of high raw material prices.



	Net Sales	Profit
Frozen foods for industrial use	➡	➡
Frozen foods for home use	➡	➡
Canned	➡	➡
Snacks/delicacies	➡	➡

\* See reference "Materials (4)"

\* See "Attachment 1" for business flow by segment.



# Status by segment

## ➤ Logistics Business

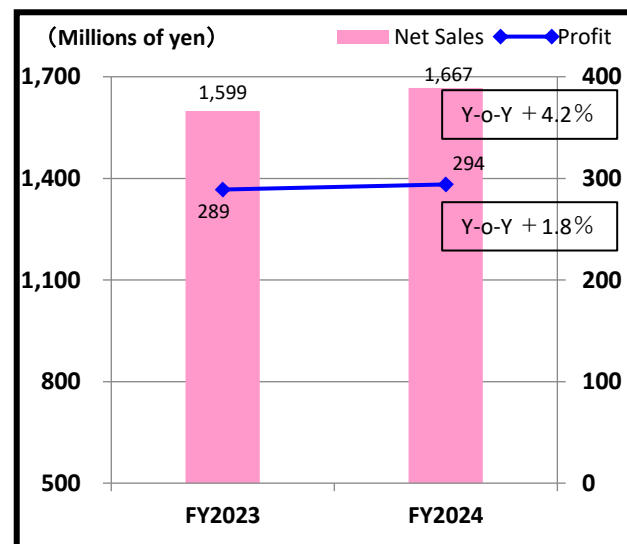
[ Higher sales, higher profit ]

(Cold storage business)

- Storage earnings increased as storage capacity ratio remained at a high level.
- Sales and profits both increased due to the effect of price revisions.

(Consigned forwarding business)

- Sales increased due to strengthened sales to external partners.



	Net Sales	Profit
Logistics Business	➡	➡

\* See "Attachment 1" for business flow by segment.

## 【Marine Products Business】

- Expand volume of marine products handled by developing business partners, etc.
- Improved ability to respond to fluctuations in the seafood market under inflationary conditions.
- Expand overseas sales by promoting overseas M&A and strengthening cooperation with local subsidiaries.

**No.1  
Fish Retailer in Japan**

### Business Environment Forecast

The convert from  
deflation to inflation.

Rapid policy shift in the U.S.

- Unstable exchange rate.
- Rapid changes in the trade environment.

## 【Freshfoods Business】

- Improve profitability by strengthening sales of products from in-house factories.
- Focus on sales to Japanese owned food service industry overseas, where the number of stores is expanding.
- By strengthening initiatives with suppliers from the product development stage, Expand sales of processed products.

Growing global  
demand for  
Japanese food.

## 【Processed Food Business】

### < Frozen foods >

- Expand earnings by building a sales structure centered on products manufactured in the company's own factories.
- (Industrial use) : Raise sales volume by strengthening product competitiveness through the introduction of new commercial products that meet market needs and by brushing up existing products.
- (Home use) : Increase sales volume by increasing capacity with the new plant and by proposing new products using marine ingredients, which is one of our strengths.

Business Environment  
Forecast

Saving orientation  
due to high prices.

Consumers become  
increasingly selective  
about the value of goods.

### < Shelf-Stable Foods >

- Expand sales by developing new categories.
- (Canned) : Expand sales by developing new products in mainstay fish species.

## 【Logistics Business】

- Sales expansion by strengthening set sales enhancement of warehousing and delivery.
- Improve business efficiency by implementing a management system.

Driver shortage  
Waiting time reduction  
is required.

# 5 . Shareholder Returns

# Shareholder Returns

## Basic Approach to Profit Allocation

We consider proper returns of profits to shareholders to be one of the key points in our business management. In addition to greater retained earnings to strengthen our corporate organization and lay the groundwork for future business expansion, we also aim to continue paying a steady dividend while raising the level of our dividend through medium to long-term profit growth.

## Shareholder Gifts

### ■ Applicable shareholders and gifts provided

(1) Shareholders listed on our registry as of March 31 every year who own between at least one unit of shares (100 shares) and less than three units (300 shares) receive 2,500 yen worth of our products.

(2) Shareholders listed on our registry as of March 31 every year who own three units of shares (300 shares) or more receive 6,000 yen worth of our products.

### ■ Awarded: July every year

## Status of Dividend

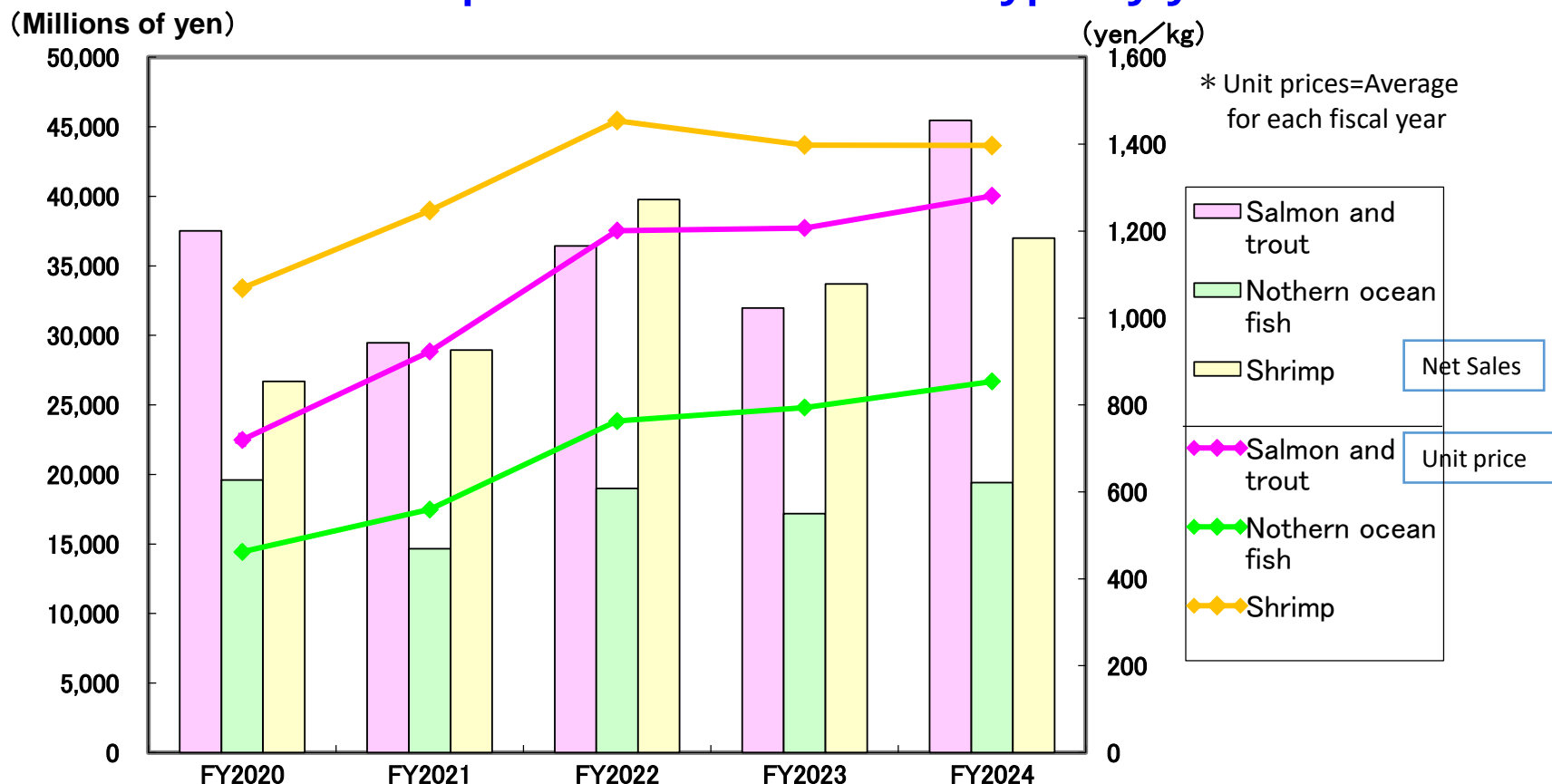
	Dividend per share	DOE
FY2021	9 0 yen	2.3%
FY2022	1 0 0 yen (Ordinary dividend 90yen) (Commemorative dividend 10yen)	2.4%
FY2023	1 0 0 yen	2.2%
FY2024	1 3 0 yen	2.5%
Forecast for FY2025	1 5 0 yen	2.6%

Final Targets of Medium-Term Management Plan (FY2026)  
DOE 3.0% or more

# Reference Materials

# Reference Materials (1)

## Marine Products Business < Non-consolidated > Net Sales and Unit price of each seafood type by year

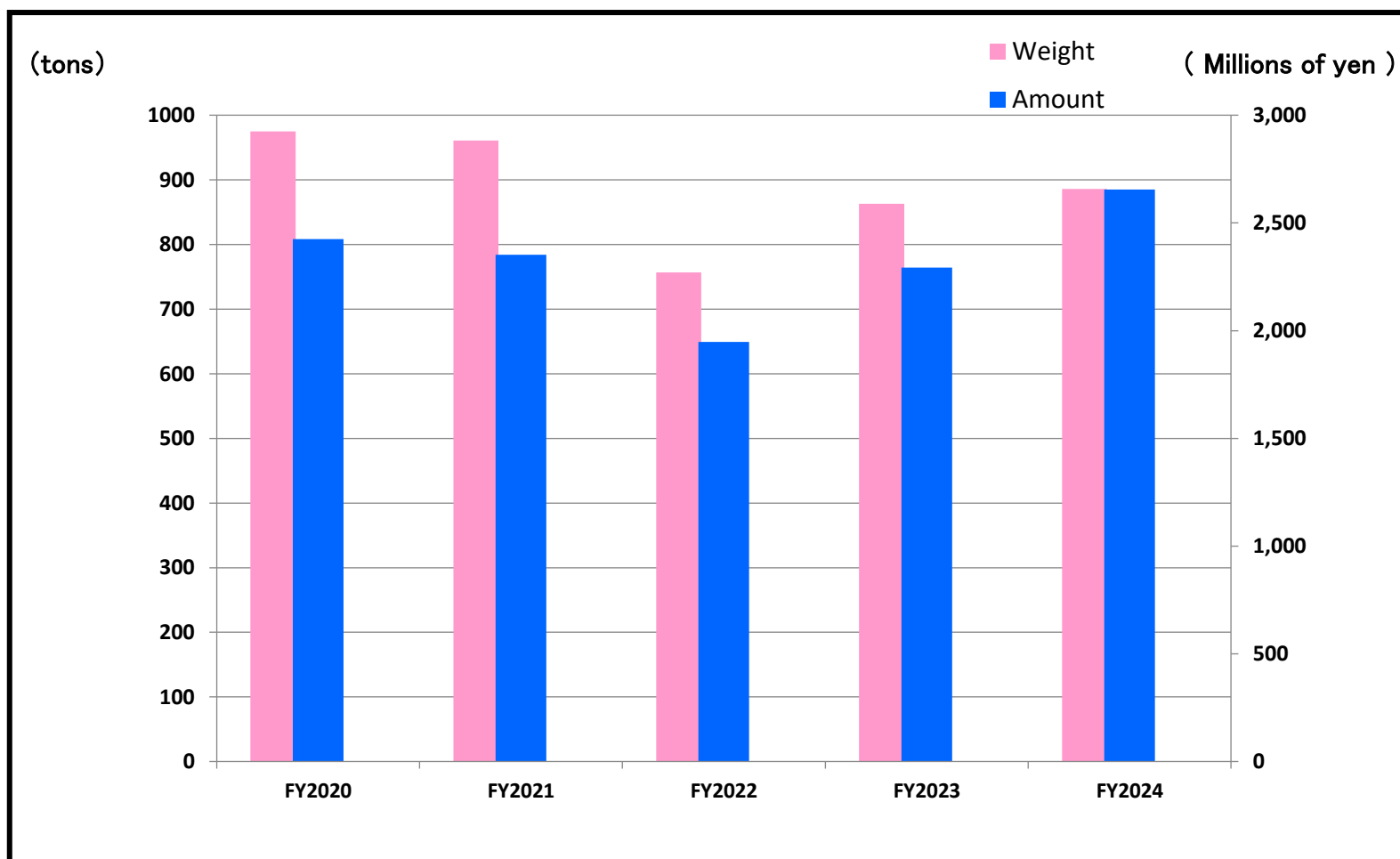


\* The company has applied "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020), etc., from the beginning of the first quarter of fiscal year ended March 31, 2022. As a result, regarding paid supply transactions, if we are obliged to buy back the supplied items, we have changed to the method of not recognizing the disappearance of the supplied items. The figures from the fiscal year ended March 31, 2022 are figures after the application of this accounting standard and related adjustments.

# Reference Materials (2)

## Freshfoods Business Segment

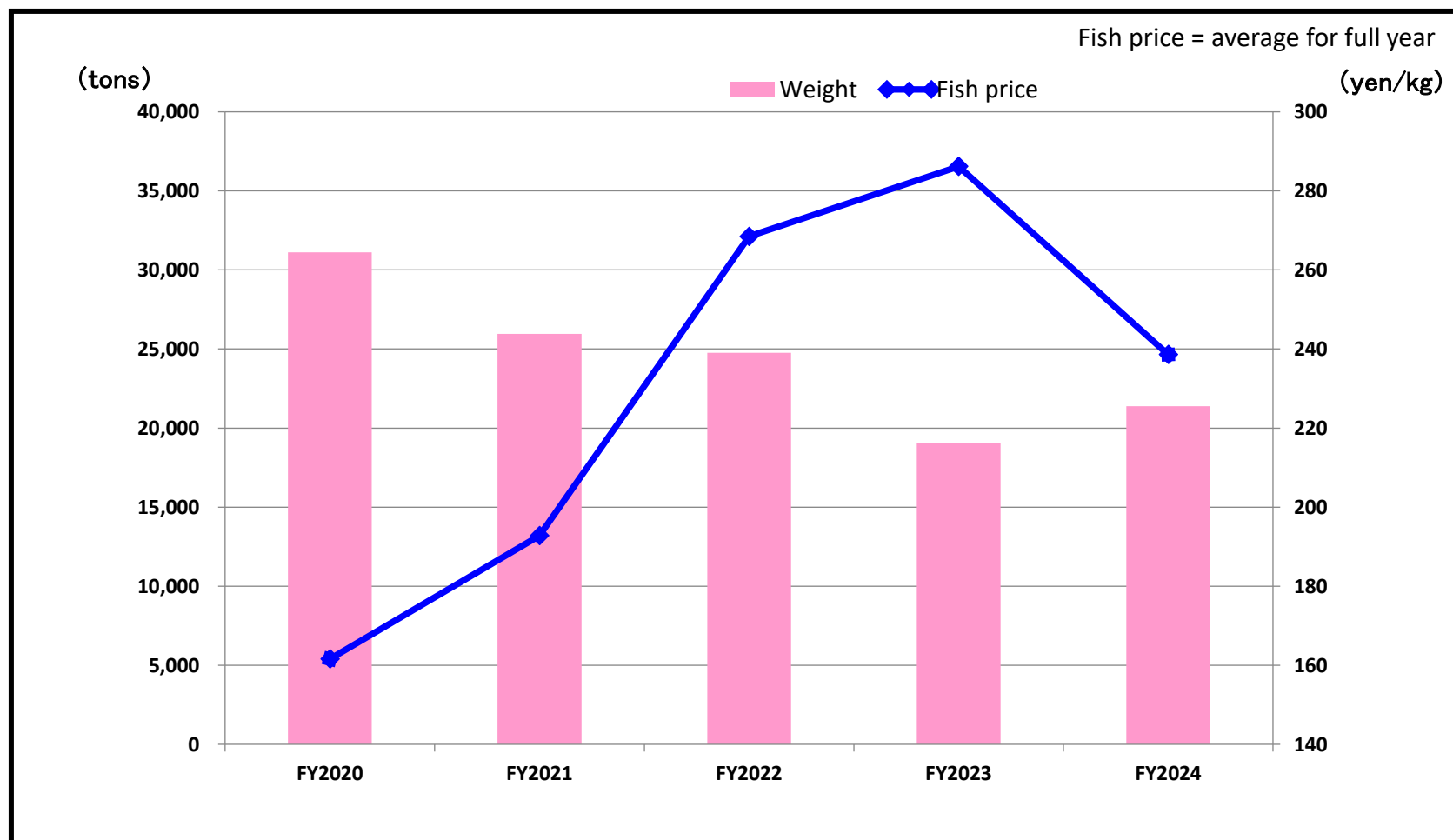
### Bluefin tuna farming business Sales weight·amount





## Freshfoods Business Segment

### Overseas purse seine fishing business, Catch weight & fish prices

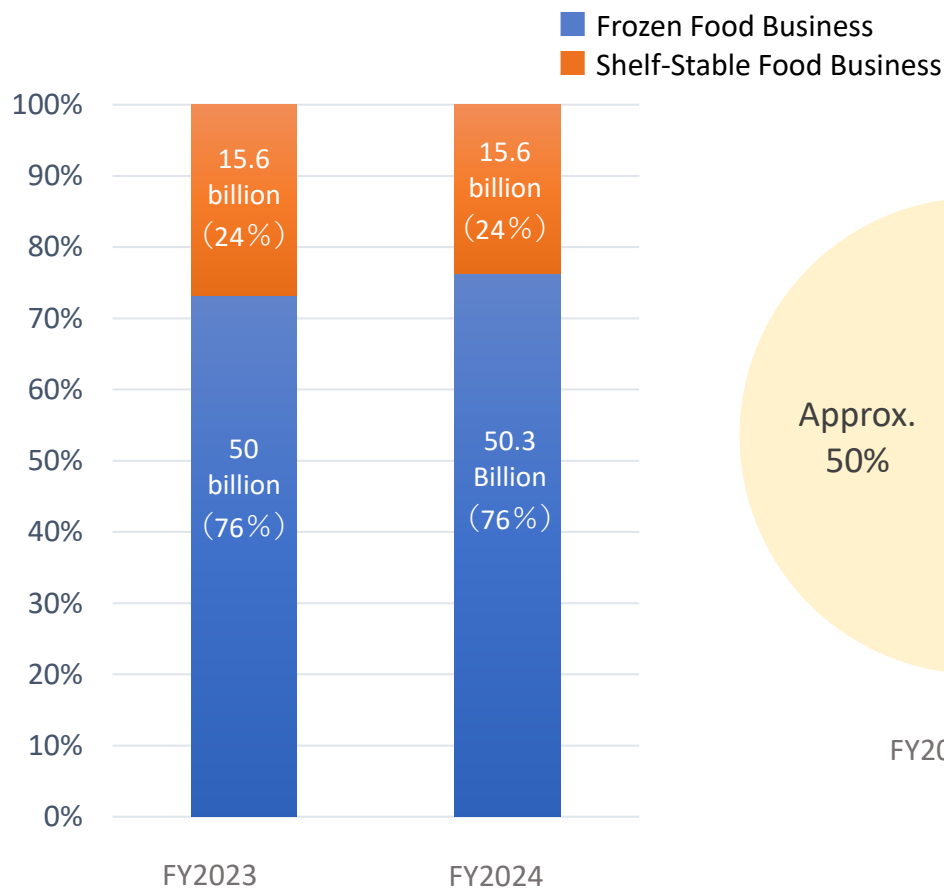


# Reference Materials (4)

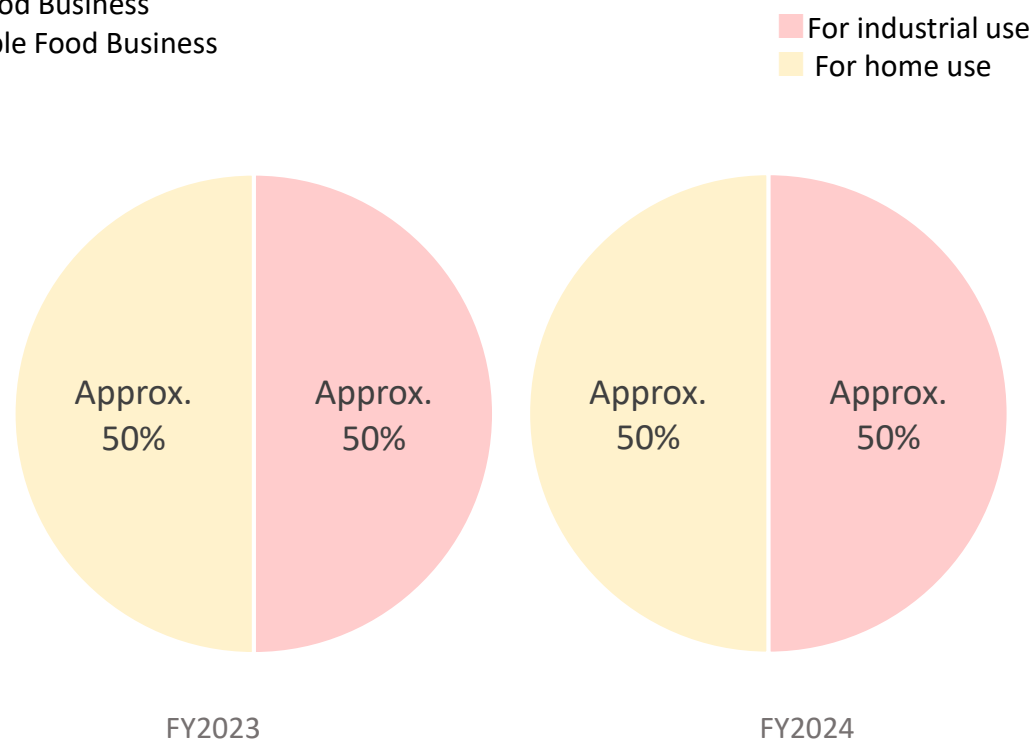
**Breakdown of sales in Processed Food Business**

**FY2024 (65.940 billion yen)**  
**FY2023 (65.614 billion yen)**

By temperature range



By industry type



## ESG Topics

### ➤ Sponsorship of the Japan Canoe Federation

We support the activities of Japanese national team athletes and the Japan Canoe Federation as part of environmental conservation activities that convey to society “the concept of coexisting with nature” and “the importance of water resources.” We also held the Clean River Activity, a cleaning activity near the competition course, with participation from visitors to the site. There were 270 participants in FY2024.



### ➤ Joint coastal cleanup activity 2024 by three major seafood companies [July]

Japan’s three major seafood companies (Kyokuyo Co., Ltd., Maruha Nichiro Corporation and Nissui Corporation) worked together to pick up trash in coastal areas of Chiba Prefecture aiming to accelerate, expand, and spread awareness of initiatives geared toward solving the problem of ocean plastic pollution. Employees of each company participated along with their family members. There were 167 participants altogether from the three companies, and they picked up 104.6 kg of garbage in total.



### ➤ Kyokuyo Group issues 2024 edition of Integrated Report [September]

\* We issued the English edition in November.

Created to help understand the story of how the value of our company is increased through the approach of “Gear Up Kyokuyo 2027.”

Expresses how our group actively works toward solving social issues.



# Reference Materials (6)

## ➤ Consolidated Performance by Year

(Millions of yen)

	FY2020	FY2021	FY2022	FY2023	FY2024
Net sales	249,197	253,575	272,167	261,604	302,681
Cost of sales	223,620	225,558	241,139	228,213	263,861
Gross profit	25,576	28,016	31,027	33,390	38,819
Selling & general administrative expenses	20,918	21,624	22,921	24,584	27,740
Operating profit	4,657	6,392	8,105	8,806	11,079
Ordinary profit	4,879	6,904	8,182	8,856	10,857
Extraordinary profit	1,676	50	353	1,994	1,493
Extraordinary loss	934	229	132	2,295	1,502
Profit attributable to owners of parent	3,838	4,634	5,782	5,936	6,740

# Reference Materials (7)

## ➤ Consolidated Financial Metrics by Year

	FY2020	FY2021	FY2022	FY2023	FY2024
Net assets (millions of yen)	39,975	42,174	46,966	58,860	68,355
Interest-bearing debt (millions of yen)	51,174	58,121	68,973	74,625	80,746
Inventory turnover period	46.7 <sub>days</sub>	55.5 <sub>days</sub>	65.5 <sub>days</sub>	78.1 <sub>days</sub>	73.3 <sub>days</sub>
Equity ratio	34.7%	32.7%	32.5%	36.7%	36.5%
ROE	10.5%	11.2%	12.8%	11.1%	10.7%
ROA	4.3%	5.6%	5.9%	5.8%	6.3%
Net assets per share (yen)	3,753.90 <sub>yen</sub>	3,969.73 <sub>yen</sub>	4,436.27 <sub>yen</sub>	4,965.39 <sub>yen</sub>	5,600.14 <sub>yen</sub>
Net income per share (yen)	356.95 <sub>yen</sub>	430.83 <sub>yen</sub>	539.10 <sub>yen</sub>	548.61 <sub>yen</sub>	567.48 <sub>yen</sub>

- ROE: Profit attributable to owners of parent / equity\*
- ROA: Ordinary profit / total assets\*
- Inventory turnover period: Commercial product inventory balance\* / net sales x 365
- Equity ratio: Equity / total assets

\* Averages of values at end of this year and end of previous year.



# Notes of Caution Regarding Forecasts

These materials are created with the purpose of providing information about performance as at March 31, 2025 and our future management vision.

Earning forecasts and estimates in these materials are based on the information currently available and include potential risks and uncertainties.

Therefore, please note that actual results may differ from these forecasts due to various factors.

Contact for questions about these materials

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# Marine Products Business

## Domestic sales

Procuring from around the world

(Salmon and trout, Shrimp, Mackerel, etc.)



Raw materials

Sales

Sales destination

- Processing business operators
- Food manufacturers
- Wholesale market
- Wholesalers
- Supermarkets
- Restaurant industry

Processing

- Processed marine products  
(Our own plants, Affiliated factories)



Sales

Sales destination

- Supermarkets
- Restaurant industry
- Wholesalers
- Industrial food service
- Ready-made meals vendor



## Overseas business

Export

Purchasing

(Scallop, Tuna, Mackerel, Sardine, etc.)



Export

\*including offshore trade

Sales destination (overseas)

- Processing business operators
- Japanese-affiliated wholesaler
- Restaurant industry



Overseas production and Sales

production

(Our own plants, Affiliated factories)

- Sushi toppings
- Simmered fish
- Grilled fish
- Fish fillets, etc.



Sales

Sales Area

- Southeast Asia
- USA
- Europe, etc.

Sales destination

- Japanese-affiliated wholesaler
- Supermarkets
- Restaurant industry
- Processing business operators

# Freshfoods Business

## Tuna Business

Skipjack

Procurement

(Catch by our own vessels , Purchasing)

Raw material sales

Sales destination

- Wholesale market
- Processing business operators
- Food manufacturers

Tuna

Procurement

(Purchasing, In-House Farming)

Processing

(Our own plants , Affiliated factories)

Processed product sales

Sales destination

- Block
- Loin
- Steak
- Sushi toppings
- Minced

- Conveyor belt sushi restaurants
- Restaurant industry
- Supermarkets
- Ready-made meals vendor

## Aquaculture Business

Red sea bream, Yellowtail, etc.



Processing

(Our own plants , Affiliated factories)

- Sushi toppings
- Raw food products

Sales destination

- Conveyor belt sushi restaurants
- Izakaya (Japanese-style pubs), restaurant chain
- Supermarkets
- Ready-made meals vendor

## Sushi and Sashimi Business





# Processed Food Business

Strength in marine materials

## Frozen Food

### Production

(Our own plants, Affiliated factories)

- Simmered fish
- Grilled fish
- Imitation crab meat
- Fried seafood products
- Shrimp fritters

### Sales

## For industrial use

### Sales destination

- Supermarkets (deli counters)
- Izakaya (Japanese-style pubs)
- Restaurants
- Industrial food service
- Ready-made meals vendor
- Wholesalers



### Sales

## For home use

### Sales destination

- Supermarkets
- Convenience stores
- Food delivery company
- Drug stores



## Canned

### consignment production

(Affiliated factories)

### Sales destination

- Supermarkets
- Convenience stores
- Drug stores



## dried Marine delicacies

(Sakiika, dried squid, etc.)

### Production

(Our own plants)

### Sales destination

- Supermarkets
- Convenience stores
- Drug stores



We do not develop transportation services by truck.  
Main business is storage and delivery arrangement of marine products  
and food products of the Kyokuyo Group.

