

Supplementary Material for Q3FY2025

(The Nine Months Ended February 28, 2025)

Sakata Seed Corporation

Stock code: 1377

April 8th, 2025

Consolidated Results for Q3FY2025



(Millions of yen)	Q3FY2024 02/2024	Q3FY2025 02/2025	Change		Q3FY2025 Forecast
				(%)	
Sales	59,716	66,409	6,692	11.2%	93,500
Gross profit	37,395	42,478	5,083	13.6%	
Gross profit margin (%)	62.6%	64.0%	1.3%		
SGA expenses	29,354	33,502	4,147	14.1%	
Operating profit	8,041	8,976	935	11.6%	11,000
Ordinary profit	8,581	9,353	772	9.0%	11,000
Net profit	5,306	7,817	2,511	47.3%	9,000
Exchange rates for overseas subsidiaries					
Yen/USD (12/2024) ¥	141.82	158.17	16.35		150.00
Yen/EUR (12/2024) ¥	157.09	164.86	7.77		160.00

Consolidated Results for Q3FY2025 : By business segment



(Millions of yen)	Sales				Operating income			
	Q3FY2024	Q3FY2025	Change		Q3FY2024	Q3FY2025	Change	
	02/2024	02/2025		%	02/2024	02/2025		%
Domestic wholesale	9,585	9,887	302	3.2%	4,293	4,235	(58)	(1.4%)
Overseas wholesale	44,339	50,770	6,431	14.5%	12,202	12,851	649	5.3%
Retail	3,255	3,000	(255)	(7.8%)	(234)	(247)	(13)	—
Other (Landscaping & Garden Construction etc.)	2,536	2,751	214	8.5%	75	79	4	6.1%
Subtotal	59,716	66,409	6,692	11.2%	16,337	16,919	581	3.6%
Elimination	—	—	—	—	(8,296)	(7,942)	353	—
Total	59,716	66,409	6,692	11.2%	8,041	8,976	935	11.6%

Consolidated Results for Q3FY2025: External sales by product



(Millions of yen)	Domestic Wholesale			Overseas Wholesale			Retail Sales		
	Q3FY2024	Q3FY2025	Change	Q3FY2024	Q3FY2025	Change	Q3FY2024	Q3FY2025	Change
	02/2024	02/2025		02/2024	02/2025		02/2024	02/2025	
Vegetable seeds	6,344	6,508	164	36,456	41,927	5,471	1,159	1,134	(24)
Flower seeds	741	714	(26)	7,116	7,862	746	262	229	(32)
Young plants	522	542	19	162	146	(16)	269	125	(143)
Materials	1,869	2,042	172	2	1	(1)	1,418	1,339	(78)
Others	107	79	(28)	602	833	230	146	170	23
Total sales	9,585	9,887	302	44,339	50,770	6,431	3,255	3,000	(255)

(Millions of yen)	Other (Landscaping & Garden Construction etc.)			Total		
	Q3FY2024	Q3FY2025	Change	Q3FY2024	Q3FY2025	Change
	02/2024	02/2025		02/2024	02/2025	
Vegetable seeds	—	—	—	43,959	49,570	5,611
Flower seeds	—	—	—	8,119	8,807	687
Young plants	—	—	—	954	814	(139)
Materials	—	—	—	3,289	3,382	93
Others	2,536	2,751	214	3,394	3,834	440
Total sales	2,536	2,751	214	59,716	66,409	6,692

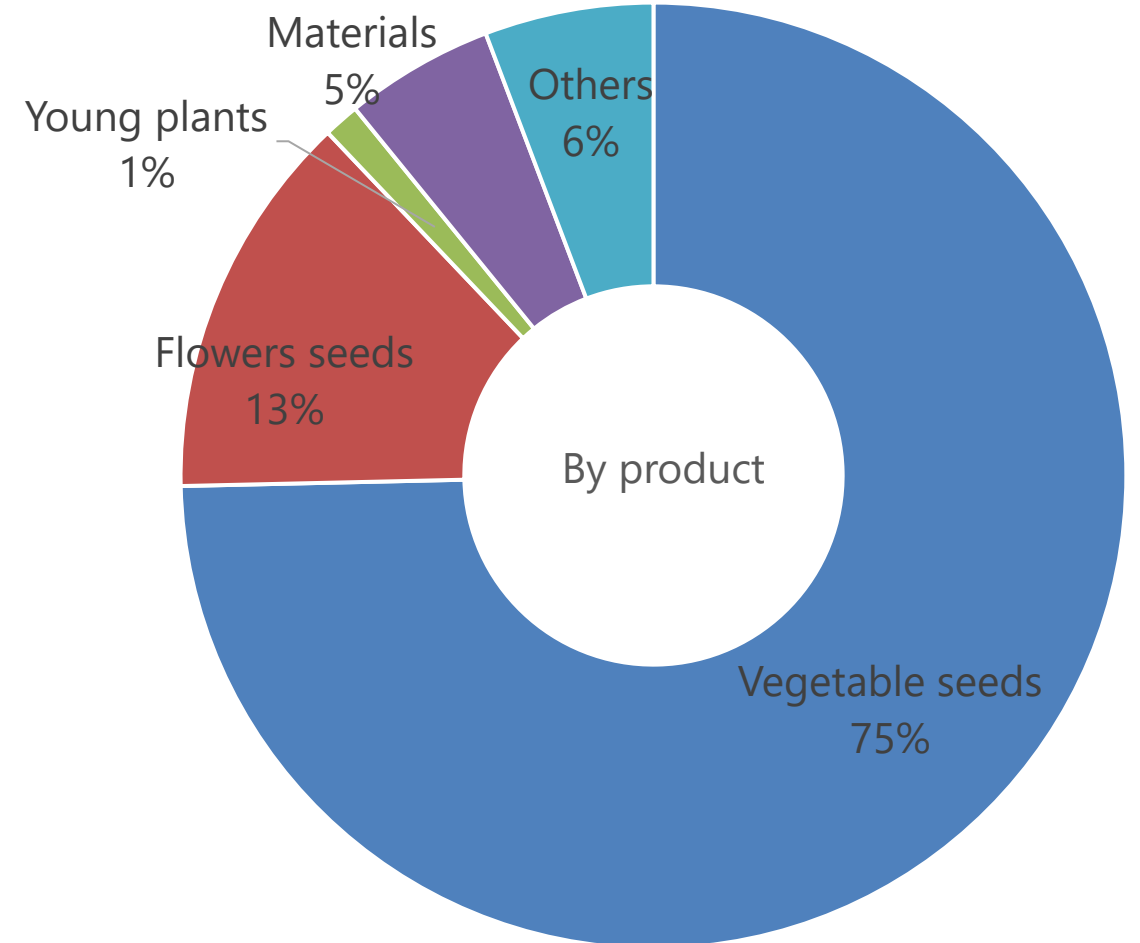
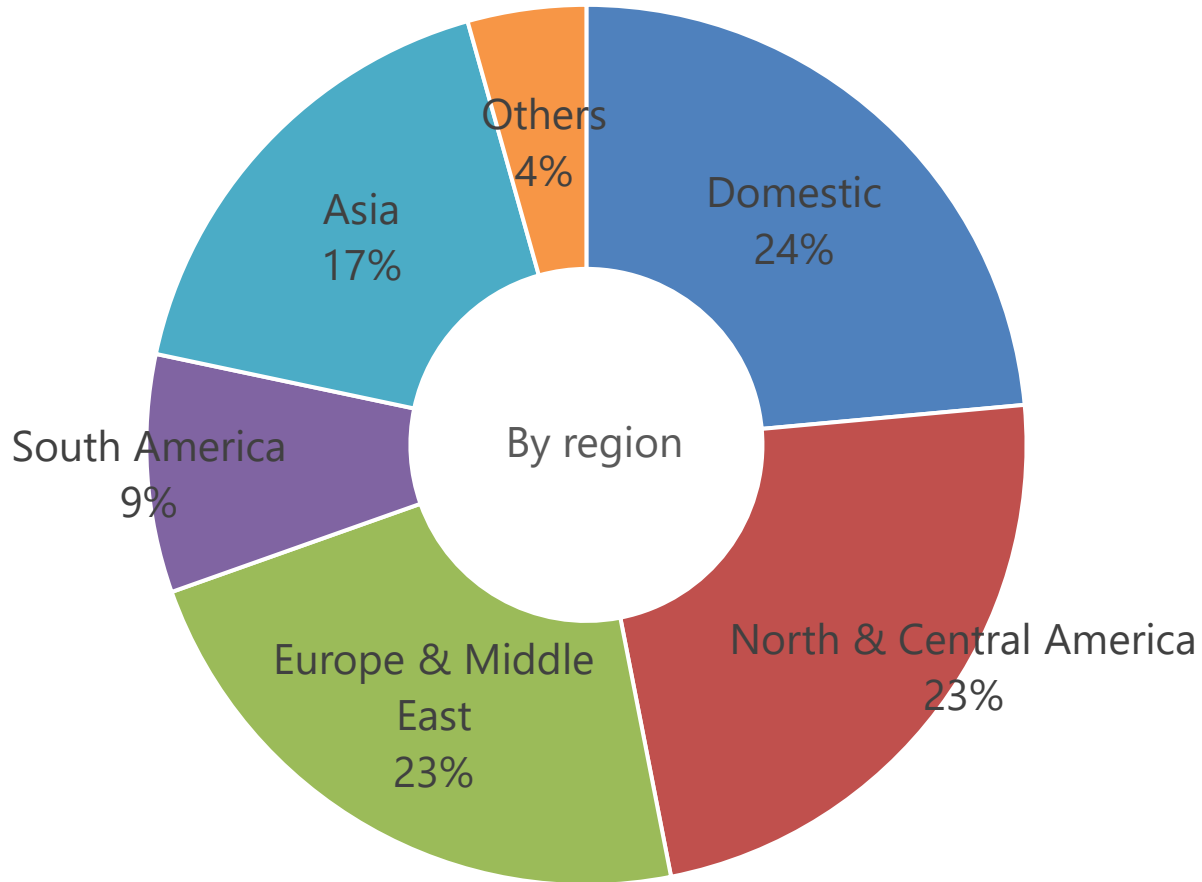
Consolidated Results for Q3FY2025 : External sales by region



(Millions of yen)	Domestic Wholesale			Overseas Wholesale			Retail Sales		
	Q3FY2024 02/2024	Q3FY2025 02/2025	Change	Q3FY2024 02/2024	Q3FY2025 02/2025	Change	Q3FY2024 02/2024	Q3FY2025 02/2025	Change
Japan	9,585	9,887	302	—	—	—	3,255	3,000	(255)
North & Central America	—	—	—	13,293	15,519	2,226	—	—	—
Europe & Middle East	—	—	—	12,310	15,047	2,737	—	—	—
South America	—	—	—	4,347	5,803	1,455	—	—	—
Asia	—	—	—	11,823	11,509	(313)	—	—	—
Others	—	—	—	2,564	2,890	325	—	—	—
Total sales	9,585	9,887	302	44,339	50,770	6,431	3,255	3,000	(255)

(Millions of yen)	Other (Landscaping & Garden Construction etc.)			Total		
	Q3FY2024 02/2024	Q3FY2025 02/2025	Change	Q3FY2024 02/2024	Q3FY2025 02/2025	Change
Japan	2,536	2,751	214	15,377	15,638	261
North & Central America	—	—	—	13,293	15,519	2,226
Europe & Middle East	—	—	—	12,310	15,047	2,737
South America	—	—	—	4,347	5,803	1,455
Asia	—	—	—	11,823	11,509	(313)
Others	—	—	—	2,564	2,890	325
Total sales	2,536	2,751	214	59,716	66,409	6,692

Consolidated Results for Q3FY2025 :Breakdown of external sales (JPY)



Consolidated Results for Q3FY2025

:Breakdown of SGA expenses (JPY)



(Millions of yen)	Q3FY2024 02/2024	Q3FY2025 02/2025	Change
SGA expenses	29,354	33,502	4,147
Transportation costs	509	525	16
Advertising expenses	762	859	96
Personal expenses	14,810	17,244	2,434
Retirement benefit expenses	693	724	30
Travel expenses	1,189	1,306	116
Repair expenses	1,153	1,201	47
Depreciation	2,408	2,637	229
Outsourcing fees	1,651	1,905	253
Experiment and research expense	986	1,097	111

Consolidated Results for FY2025 : External Sales by Customers' Region (Quarterly Change)



	Q1	YoY	YoY (%)	Q2	YoY	YoY (%)	Q3	YoY	YoY (%)	Q4	YoY	YoY (%)	Total	YoY	YoY (%)
North & Central America (1,000US\$)	20,978	(922)	(4.2%)	35,909	(55)	(0.2%)	41,229	5,363	15.0%				98,117	4,385	4.7%
Europe & Middle East (1,000EUR)	31,176	4,861	18.5%	32,056	4,360	15.7%	28,042	3,687	15.1%				91,275	12,908	16.5%
South America (1,000BRL)	66,359	21,734	48.7%	81,628	25,309	44.9%	79,324	31,003	64.2%				227,312	78,047	52.3%
Asia (Million Yen)	3,342	(333)	(9.1%)	5,059	(578)	(10.3%)	3,107	597	23.8%				11,509	(313)	(2.6%)
Korea included in Asia (Million WON)	5,459	(1,064)	(16.3%)	7,280	333	4.8%	2,992	(1,354)	(31.2%)				15,732	(2,086)	(11.7%)
India included in Asia (Million INR)	342	(37)	(10.0%)	450	7	1.7%	278	65	30.4%				1,072	34	3.3%
Others(Africa, Oceania) (Million Yen)	908	146	19.3%	951	192	25.4%	1,030	(13)	(1.3%)				2,890	325	12.7%

*Some figures have been changed from the previous materials due to a change in the fractional rounding method from rounding to the nearest unit.

Consolidated Results for FY2024 : External Sales by Customers' Region (Quarterly Change)



	Q1	YoY	YoY (%)	Q2	YoY	YoY (%)	Q3	YoY	YoY (%)	Q4	YoY	YoY (%)	Total	YoY	YoY (%)
North & Central America (1,000US\$)	21,901	(589)	(2.6%)	35,965	2,519	7.5%	35,865	2,077	6.1%	50,413	3,126	6.6%	144,145	7,134	5.2%
Europe & Middle East (1,000EUR)	26,315	283	1.1%	27,695	3,173	12.9%	24,355	470	2.0%	38,058	4,676	14.0%	116,425	8,604	8.0%
South America (1,000BRL)	44,625	469	1.1%	56,318	6,942	14.1%	48,320	8,857	22.4%	85,888	28,294	49.1%	235,153	44,564	23.4%
Asia (Million Yen)	3,675	670	22.3%	5,638	(61)	(1.1%)	2,509	89	3.7%	4,739	1,631	52.5%	16,563	2,330	16.4%
Korea included in Asia (Million WON)	6,524	(172)	(2.6%)	6,946	390	5.9%	4,347	88	2.1%	10,848	1,021	10.4%	28,666	1,327	4.9%
India included in Asia (Million INR)	380	40	11.9%	442	(35)	(7.5%)	213	33	18.9%	338	174	106.8%	1,375	213	18.4%
Others(Africa, Oceania) (Million Yen)	761	127	20.1%	758	(79)	(9.4%)	1,043	267	34.5%	984	197	25.1%	3,549	513	16.9%

*Some figures have been changed from the previous materials due to a change in the fractional rounding method from rounding to the nearest unit.

Consolidated Results(Quarterly Change)

