



**FY 10/2025 Q1**

# **Supplementary Materials for Financial Results**

**SHOEI FOODS CORPORATION**  
**(TSE code:8079,Prime Market)**

I. Results for FY 10/2025 Q1

II. Earnings Forecast for FY 10/2025

# Financial Highlights



(Million yen)

	FY24/Q1	FY25/Q1	Difference	%
Net sales	29,522	33,422	+3,901	+13.2%
Gross profit	4,607	4,868	+261	+5.6%
Operating profit	1,194	1,149	▲45	▲3.7%
Ordinary profit	1,211	1,242	+31	+2.5%
Profit attributable to owners of parent	576	477	▲99	▲17.1%
Operating income to net sales	4.0%	3.4%	—	—

Exchange Rate	: 1USD	141.83 yen	158.18 yen
	: 1RMB	19.93 yen	21.67 yen
	: 1HKD	18.15 yen	20.38 yen

In terms of sales, sales of dairy products and confectionery ingredients increased in Japan, and sales also increased in both the U.S. and China segments, resulting in a year-on-year increase of 13.2%.

In terms of profits, the Japan segment maintained an increase in profits, but the profitability of overseas operations declined due to factors such as the loss-making orchard business in the United States and a decline in the profitability of the China business.

As a result, operating income decreased by 3.7% year-on-year. Ordinary income increased due to the recording of foreign exchange gains, but net income attributable to owners of the parent company decreased by 17.1% due to the recording of compensation for damages based on labor lawsuits in U.S. subsidiary, etc.

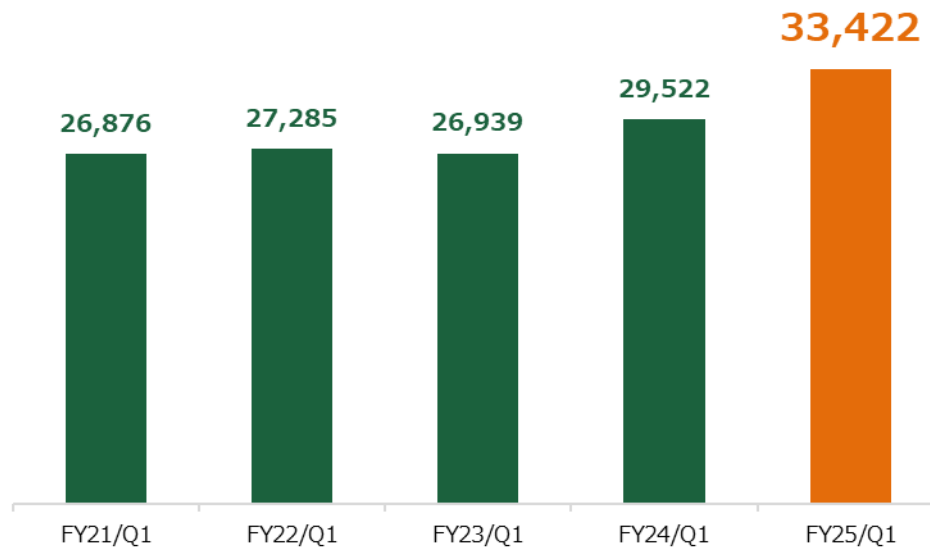
# Business Performance

## Net Sales and Gross Profit



### Net Sales Trend

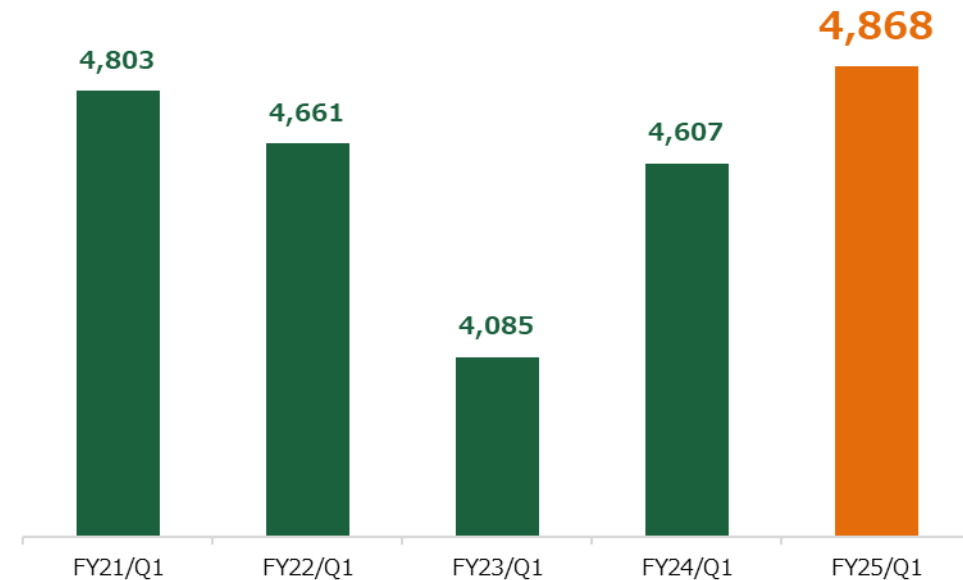
(Million Yen)



Sales increased due to factors such as higher unit prices reflecting depreciation of the yen and the rise in local market prices of raw ingredients.

### Gross Profit Trend

(Million Yen)



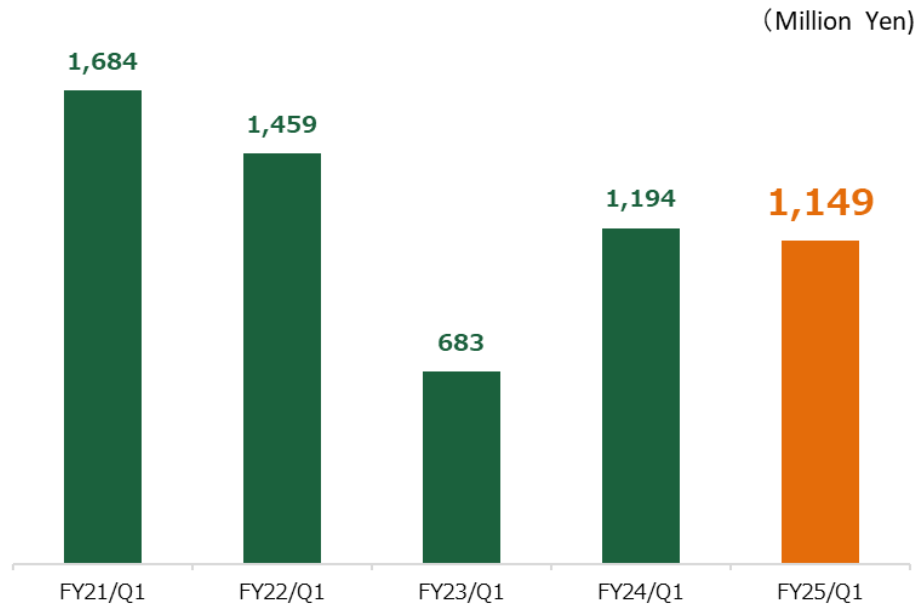
Gross profit increased due to factors such as the penetration of price increases.

# Business Performance

## Operating Profit



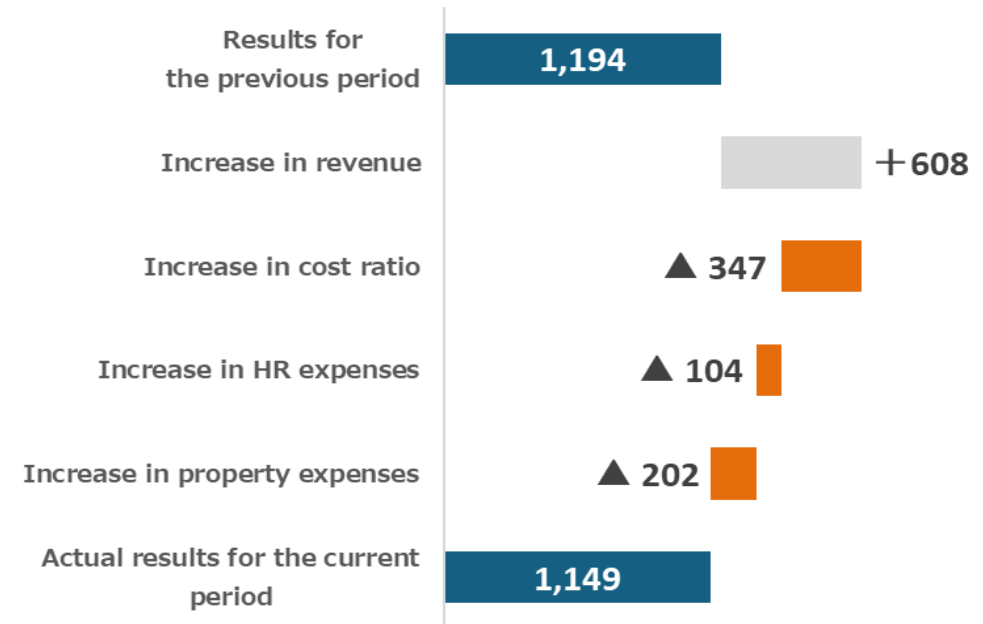
### Operating Income Trend



Operating income decreased due to an inability to absorb the increase in selling, general and administrative expenses (personnel and non-personnel expenses).

### Operating Income Increase/Decrease Factors

(Million Yen)



With regard to property expenses, distribution costs and DX-related expenses increased.

# Financial Results by Segment

**ShoEi**

Japan

USA

China

The company's main business is the procurement, processing, manufacturing, and sales of food ingredients (dairy products, oils and fats, confectionery ingredients, dried fruits, canned foods, food ingredients for restaurants, etc.) for the food industry, mainly the confectionery and baking industries, as well as the production and sales of retail confectionery and dried fruit products (nuts and dried fruits). The company owns seven plants in Japan.

## SHOEI FOODS (U.S.A.), INC

- ① Purchasing walnuts from growers, processing them with or without the shell, and exporting them mainly to overseas markets
- ② Purchasing and selling prunes
- ③ Purchasing dried fruits in the US and exporting them to Japan (ShoEi Foods Corporation)
- ④ Managing prune, walnut, and almond orchards
- ⑤ Importing dried fruits and selling them in the US

## ShoEi Foods Qingdao Co., Ltd. Yanji ShoEi Foods Co., Ltd.

- ① Processing and manufacturing of confectionery ingredients and dried fruits
- ② Export of processed and manufactured goods to Japan, Europe, etc.
- ③ Sales in China and Hong Kong via ShoEi International Trading Shanghai Co., Ltd. & ShoEi International Trading Hong Kong Co., Ltd.

## ShoEi International Trading Shanghai Co., Ltd. ShoEi International Trading Hong Kong Co., Ltd.

- ① Mainly imports dried fruits for sale in China and Hong Kong
- ② Selling products processed and manufactured by ShoEi Foods Qingdao Co., Ltd. & Yanji ShoEi Foods Co., Ltd. in China and Hong Kong



# Performance by Segment

**ShoEi**

(Million yen)

	Net sales				Segment profit			
	FY24/Q1	FY25/Q1	Difference	%	FY24/Q1	FY25/Q1	Difference	%
Japan	25,705	28,035	+2,329	+9.0%	1,225	1,274	+49	+4.0%
USA	2,868	3,499	+630	+21.9%	▲ 54	▲ 117	▲ 63	—
China	2,461	3,294	+832	+33.8%	88	66	▲ 22	▲ 24.9%
Adjustment	▲ 1,513	▲ 1,405	+108	—	▲ 63	▲ 73	▲ 9	—
Total	29,522	33,422	+3,900	+13.2%	1,194	1,149	▲ 45	▲ 3.7%

## Japan

Sales increased due to price increases in response to rising costs, and sales of dairy products for professional use, confectionery ingredients, dried fruit, confectionery and retail products, etc. also increased.

Segment income increased due to an increase in gross profit from the expansion of sales of value-added products, despite an increase in distribution costs, DX-related costs, and personnel expenses.

## USA

Sales revenue increased year-on-year due to a rise in market prices, despite a decrease in the amount of walnuts and prunes received and sold due to the harvest, and the depreciation of the yen.

Segment income remained positive due to an increase in profit margins resulting from higher prices, despite a decrease in sales volume in the walnut business. However, the segment recorded a loss due to a decrease in production volume and an increase in expenses due to inflation and other factors in the orchard business.

## China

Sales increased year-on-year, despite a decrease in exports, due to an increase in sales of nuts, dried fruit, etc. within China and Hong Kong.

Segment income decreased year-on-year due to a decrease in exports and an increase in SG&A expenses, despite maintaining strong sales in China.

# Main Products by Category

category	Subcategory	Main Products
<b>Dairy products, oils and fats</b>	Dairy products	Butter, milk powder, condensed milk, liquid dairy products, cheese, lactose, whey
	Oils and fats	Fats and oils for confectionery, frozen desserts and bread (margarines, shortening, etc.)
<b>Confectionery raw materials</b>	Confectionery Materials	Chocolate products, baked confectionery, fruits soaked in liquor (rum raisins, etc.), peel products, fruit fillings
	Chestnut products	Chestnut paste, candied chestnuts, marron glacé
	Japanese confectionery Materials	Sweet potato, apricot kernel powder, oak leaf, pickled cherry leaf
	Bread making materials	New flour and cake flour
	Purchased products	Leavening agents/jelly, chocolate/cocoa, honey/sugar, alcohol (liqueurs, etc.), matcha, sesame
<b>Dried fruits and canned foods</b>	Nuts	Almonds, walnuts, macadamia nuts, pine nuts, pumpkin seeds, coconut, pistachios, cashews, hazelnuts
	Dried Fruits	Raisins, prunes, cranberries, blueberries, pineapples
	Fruit Processed Products	Processed apples, processed mangoes, canned yellow peaches, canned pineapples
	Raw Materials for Food Service	Pasta, sweet corn, processed tomatoes, olive oil, dessert ingredients, frozen fruit puree
<b>Confectionery and retail products</b>	Confectionery	Chocolate confectionery, biscuits
	Retail products	Nuts bags, prunes bags, other dried fruit bags, vegetable products



# Business results by product category

(Million yen)

	FY24/Q1		FY25/Q1		Year on year change	
	Net sales	Composition	Net sales	Composition	Difference	%
Dairy products, oils and fats	8,929	30.3%	10,160	30.4%	+1,231	+13.7%
Confectionery raw materials	4,907	16.6%	5,533	16.6%	+626	+12.7%
Dried fruits and canned foods	10,430	35.3%	12,197	36.5%	+1,766	+16.9%
Confectionery and retail products	5,193	17.6%	5,523	16.5%	+330	+6.3%
Other	62	0.2%	7	0.0%	▲54	▲88.0%
Total	29,522	100.0%	33,422	100.0%	+3,900	+13.2%

## Dairy products, oils and fats

The rise in unit prices also contributed to an increase in sales of powdered milk, butter, imported cocoa, etc.

## Confectionery raw materials

Although sales of chestnut products decreased, sales of baked goods for confectionery, processed chocolate products, and confectionery ingredients increased.

## Dried fruits and canned foods

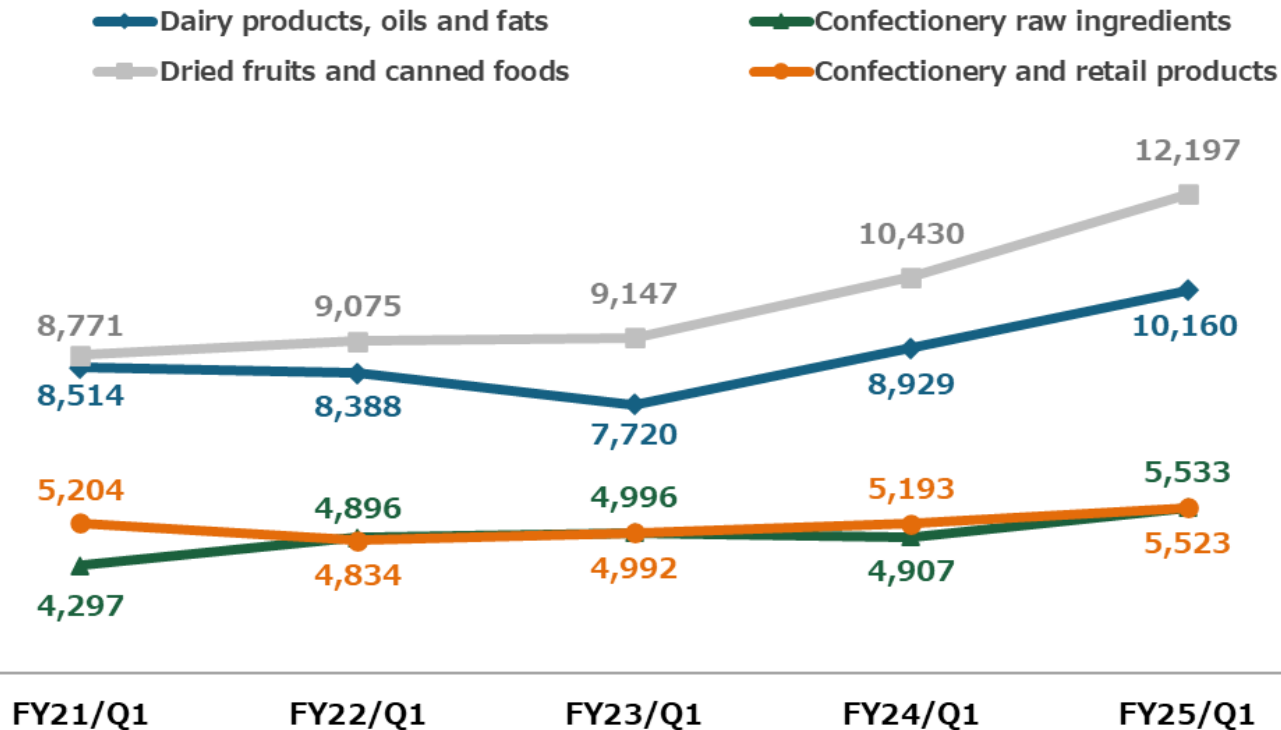
The rise in unit prices of nuts and dried fruit contributed to an increase in revenue in all regions, including Japan, the United States, and China.

## Confectionery and retail products

There was also an increase in revenue due to price increases, and sales of retail products such as prune sachets increased, and revenue from both NB and PB confectionery products, centered on chocolate confectionery, also increased.

# Sales composition by product category

(Million yen)



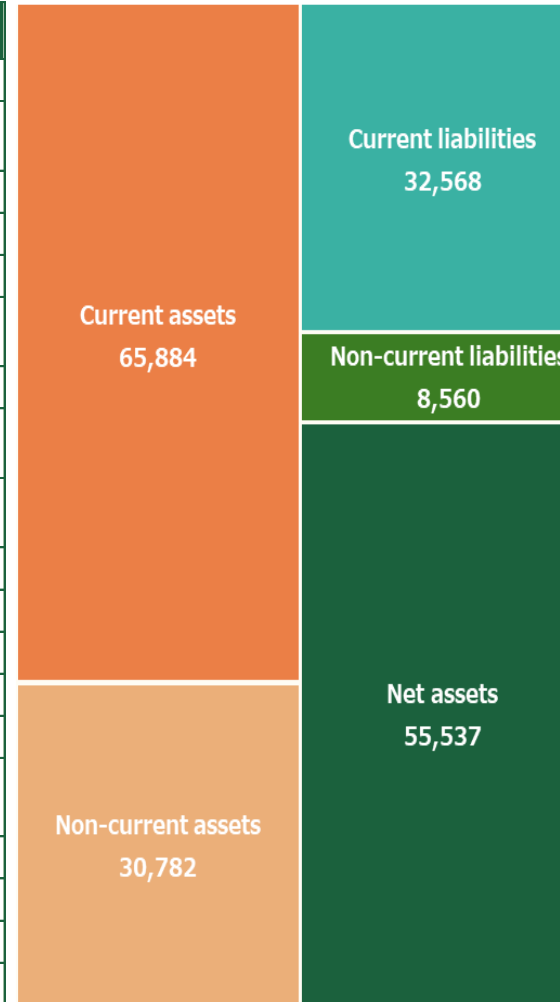
- ◆ Sales increased in all product categories due to revision of sales prices in the context of rising raw ingredient prices and distribution costs, etc.
- ◆ In addition to Japan, sales of nuts and dried fruit in China and the United States increased significantly, leading to a large increase in sales of dried fruit and canned goods.

# Financial Position



			FY24	FY25/Q1	Difference
Assets	Current assets	Cash and deposits	11,194	10,308	▲885
		Notes and accounts receivable - trade	21,823	24,923	+3,100
		inventories	23,775	28,901	+5,126
		Other current assets	2,354	1,750	▲604
		Total current assets	59,147	65,884	+6,736
	Non-current assets	Property, plant and equipment	23,438	23,533	+95
		Intangible assets	631	712	+81
		Total investments and other assets	6,688	6,535	▲152
		Total non-current assets	30,758	30,782	+23
	Total assets		89,905	96,666	+6,760
Liabilities	Current liabilities		25,789	32,568	+6,778
	Non-current liabilities		9,946	8,560	▲1,386
	Total liabilities		35,736	41,129	+5,392
Net assets	Shareholders' equity		47,259	47,315	+56
	Accumulated other comprehensive income		5,910	7,211	+1,300
	Non-controlling interests		999	1,010	+11
	Total net assets		54,169	55,537	+1,368
Total liabilities and net assets			89,905	96,666	+6,760
Interest-Bearing Debt			17,486	19,573	+2,086

(Million yen)



- ◆ Current assets increased due to an increase in notes and accounts receivable-trade and inventories, and total assets also increased.
- ◆ Total liabilities increased due to an increase in current liabilities, despite a decrease in fixed liabilities.
- ◆ Net assets increased due to retained earnings.

I. Results for FY 10/2025 1 Q

II. Earnings Forecast for FY 10/2025

# Earnings forecast for FY 10/2025



◆ There are no changes from the earnings forecast announced in December 2024.

(Million yen)

	FY24/Q2	FY25/Q2	Difference	%	FY24	FY25	Difference	%
	Result	Forecast			Result	Forecast		
Net sales	59,692	59,500	▲192	▲0.3%	115,209	115,000	▲209	▲0.1%
Operating profit	3,092	2,900	▲192	▲6.2%	4,845	4,400	▲445	▲9.1%
Ordinary profit	3,178	2,950	▲228	▲7.2%	4,951	4,500	▲451	▲9.1%
Profit attributable to owners of parent	1,949	1,950	+1	+0.0%	3,170	3,000	▲170	▲5.3%
Basic earnings per share	115.72 yen	115.75 yen	—	—	188.19 yen	178.08 yen	—	—

Exchange Rate : 1USD 151.41 yen 150.00 yen  
: 1RMB 20.83 yen 20.00 yen  
: 1HKD 19.34 yen 19.00 yen

142.73 yen 150.00 yen  
20.46 yen 20.00 yen  
18.37 yen 19.00 yen

# Cautionary Statement Regarding Forward-Looking Statements

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