



Q3 and 9M FY10/2025

Q3 FY10/2025 Results

SHOEI FOODS CORPORATION
(TSE Prime Market, Code: 8079)

I. Q3 and 9M FY10/2025 Results

II. Earnings Forecast for the FY 10/2025

Financial Highlights (Nov.–Jul.)

- ◆ Sales revenue decreased overseas due to the yen's appreciation reducing the yen-converted value. However, increased sales in Japan of dairy products, dried fruits, confectionery, and retail goods led to a year-on-year increase of +7.5%.
- ◆ On the profit front, SG&A increased due to expenses related to digital transformation and rising personnel costs. However, gross profit rose 3.1% year-on-year due to price adjustments reflecting higher raw material costs. Operating profit increased 0.0% year-on-year, ordinary profit decreased 2.4% year-on-year, and profit attributable to owners of parent decreased 5.1% year-on-year.

	9M FY10/24	9M FY10/25	Amount	YoY change
Net sales	87,926	94,526	+6,600	+7.5%
Gross profit	14,650	15,104	+454	+3.1%
Operating profit	4,214	4,218	+4	+0.0%
Ordinary profit	4,370	4,265	(105)	-2.4%
Profit attributable to owners of parent	2,746	2,605	(141)	-5.1%
Operating margin	4.7%	4.4%	—	—

(Millions of yen)

Exchange Rate	: USD	JPY 161.07	JPY 144.81
	: RMB	JPY 22.04	JPY 20.19
	: HKD	JPY 20.63	JPY 18.44

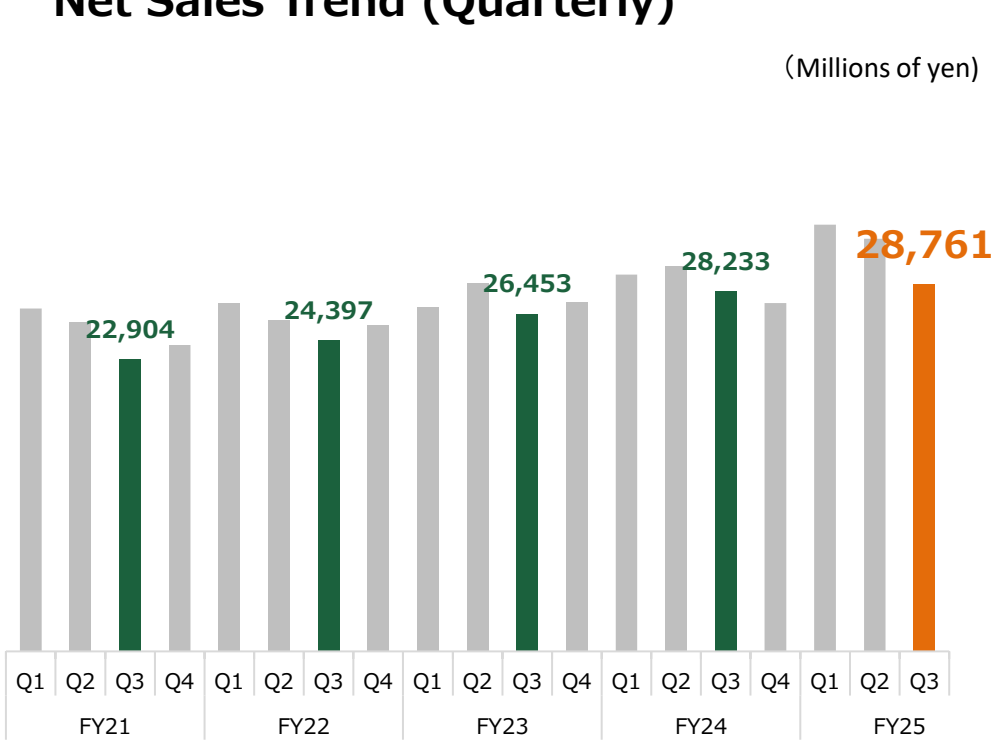
Performance Trends

Net Sales and Gross Profit



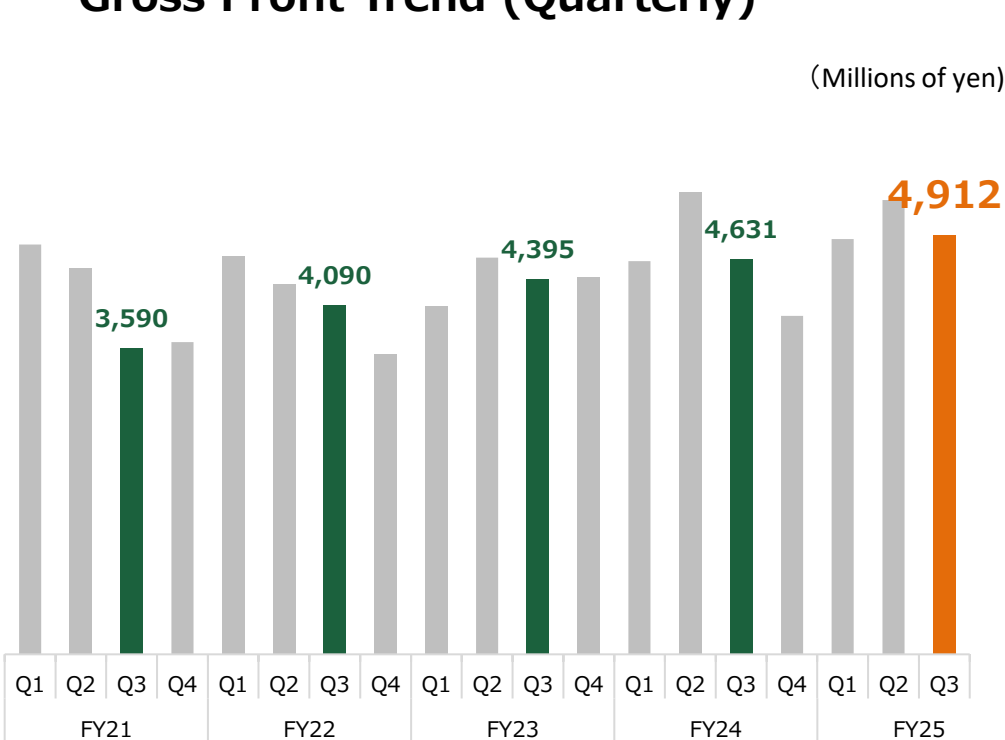
Net Sales Trend (Quarterly)

(Millions of yen)



Gross Profit Trend (Quarterly)

(Millions of yen)



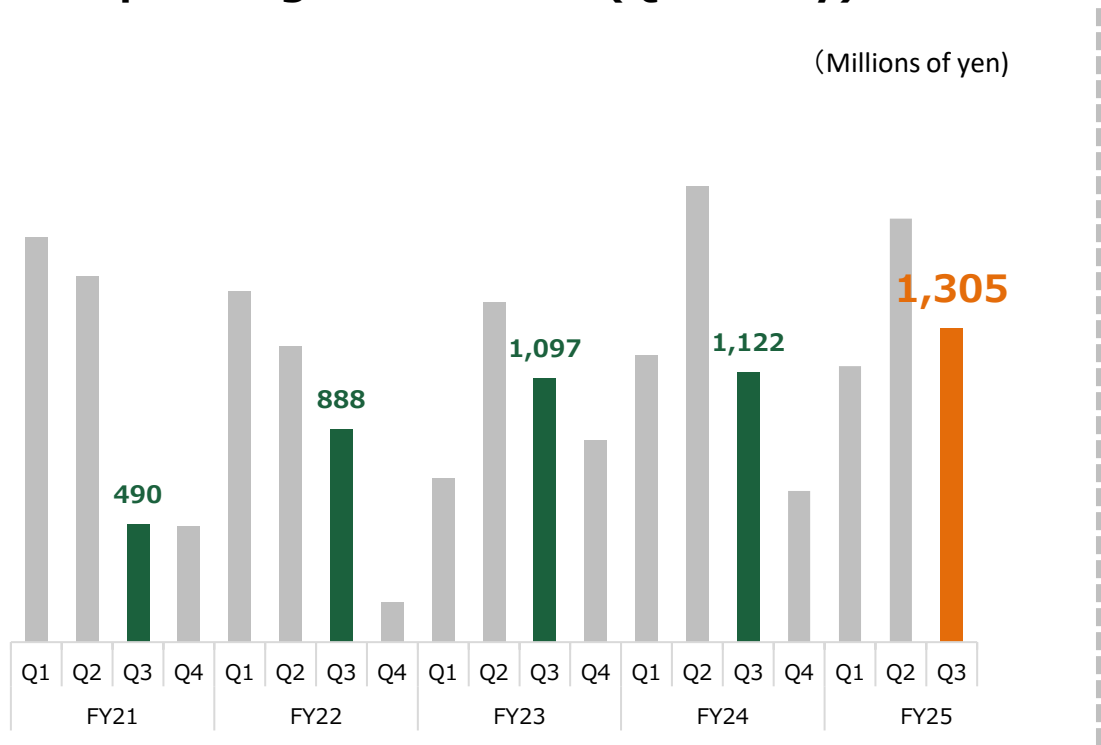
Performance Trends

Operating Profit

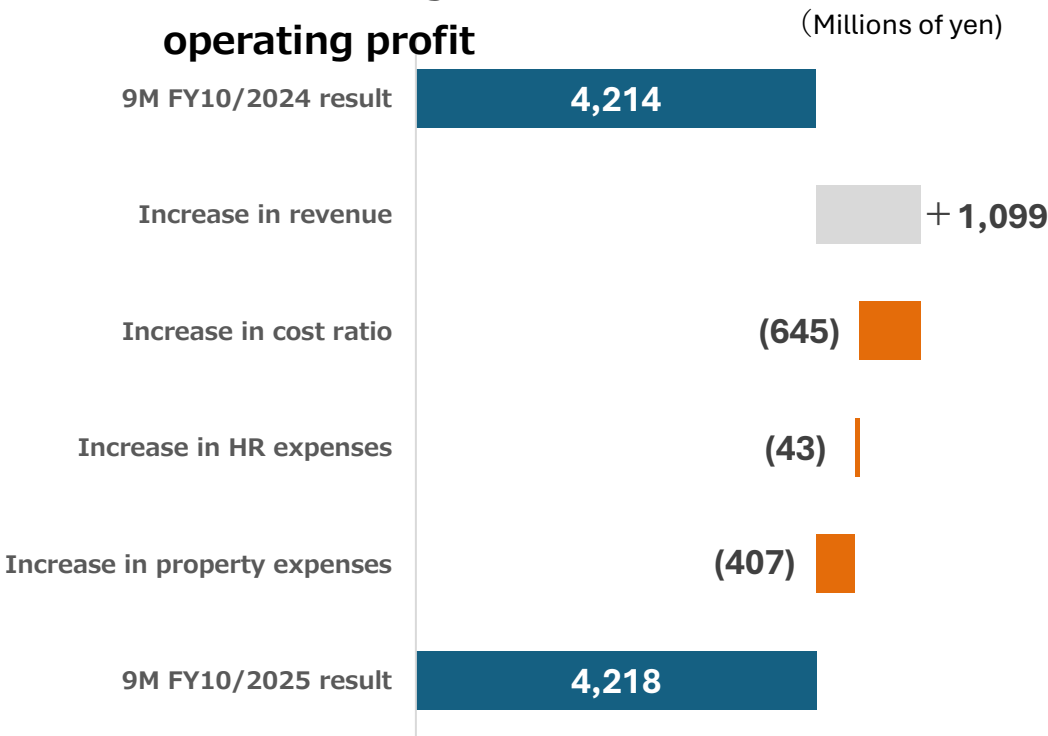


- ◆ Q3 operating profit increased due to price optimization, despite higher property expenses including personnel costs and DX-related expenditures. This quarter marked a record high.
- ◆ Compared to the previous period, the cost ratio increased and personnel and property expenses rose, but revenue growth kept the overall figure nearly flat.

Operating Profit Trend (Quarterly)



Factors behind changes in 9M operating profit



Description of Business by Segment

ShoEi

Japan

USA

China

The company's main business is the procurement, processing, manufacturing, and sale 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 manufacturing and sale of retail confectionery and dried fruit products (nuts and dried fruits). The company owns seven plants in Japan.

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

- i. Procures walnuts from local farmers and processes them (in-shell or shelled), primarily for export
- ii. Purchases and sells prunes
- iii. Procures dried fruits in the U.S. and exports them to Japan (the Company)
- iv. Operates farms producing prunes, walnuts, and almonds
- v. Imports dried fruits and sells them within the U.S.

ShoEi Foods Qingdao Co., Ltd.

Yanji ShoEi Foods Co., Ltd.

- i. Processing and manufacturing of confectionery ingredients and dried fruits
- ii. Export of processed and manufactured goods to Japan, Europe, etc.
- iii. Sale 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.

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



Performance by Segment (Nov.–Jul.)



(Millions of yen)

	Net sales				Segment profit			
	9M FY10/24	9M FY10/25	Amount	%	9M FY10/24	9M FY10/25	Amount	%
Japan	76,900	82,222	+5,321	+6.9%	3,532	3,866	+334	+9.4%
USA	8,598	8,366	(231)	-2.6%	677	529	(147)	-21.8%
China	8,504	8,475	(28)	-0.3%	398	203	(195)	-49.0%
Adjustment	(6,077)	(4,539)	+1,537	–	(393)	(380)	+12	–
Total	87,926	94,526	+6,599	+7.5%	4,214	4,218	+4	+0.0%

Japan

- ◆ Sales revenue increased by 6.9% year-on-year to ¥82,222 million. This growth was driven by progress in raising selling prices to counter rising raw ingredients costs, along with increased sales of imported dairy products such as butter and powdered milk, dried fruits such as raisins and cranberries, and confectionery/retail items such as prunes in retail bag.
- ◆ Segment profit increased by 9.4% to ¥3,866 million, driven by higher gross profit resulting from progress in price increases, despite increased SG&A due to rising consulting fees related to DX and logistics costs.

USA

- ◆ Sales revenue decreased due to lower intake and sales volumes of walnuts and prunes affected by crop conditions. However, sales in US dollars increased due to price hikes reflecting rising market prices. Nevertheless, the yen-denominated amount decreased due to the yen appreciating by approximately 10% compared to the same period last year, resulting in a 2.6% year-on-year decrease to ¥8,366 million.
- ◆ Segment profit decreased by 21.8% to ¥529 million. This decline was due to reduced sales volume for walnuts, lower profits for prunes partly due to delayed price increases, and a decrease in yen-denominated amounts resulting from the strong yen.

China

- ◆ Sales revenue decreased by 0.3% year-on-year to ¥8,475 million. This was due to a decline in exports of dried fruits to Japan, despite increased sales of nuts within China, and a reduction in yen-denominated amounts resulting from the strong yen.
- ◆ Segment profit decreased by 49.0% to ¥203 million, primarily due to a decline in gross profit from dried fruits and temporary expenses incurred for initiatives aimed at improving profitability, such as reviewing logistics within China and the division of roles among sales offices.

Main Products by Category

category	Subcategory	Main Products
Dairy products, oils and fats	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.)
Confectionery raw ingredients	Confectionery Materials	Processed chocolate, baked confectionery, fruits soaked in liquor (rum raisins, etc.), peel products, fruit fillings
	Chestnut products	Chestnut paste, chestnuts in syrup-kanroni, marron glacé
	Japanese confectionery Materials	Sweet potato, xingren powder, oak leaf, preserved cherry leaves with salt
	Bread making materials	Joshinko-powdered non-glutinous rice, cake flour
	Purchased products	Leavening agents/jelly, chocolate/cocoa, honey/sugar, alcohol (liqueurs, etc.), matcha, sesame
Dried fruits and canned foods	Nuts & Seeds	Almonds, walnuts, macadamia nuts, coconut, pistachios, cashews, hazelnuts, pine nuts, pumpkin seeds
	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
Confectionery and retail products	Confectionery	Chocolate confectionery, biscuits
	Retail products	Nuts in retail bag, prunes in retail bag, other dried fruit in retail bags, vegetable products

Sales Composition by product category (Nov.–Jul.)



(Millions of yen)

	9M FY10/24		9M FY10/25		YoY change	
	Net sales	Percentage of total	Net sales	Percentage of total	Amount	%
Dairy products, oils and fats	26,901	30.6%	29,629	31.3%	+2,727	+10.1%
Confectionery raw ingredients	13,971	15.9%	15,108	15.9%	+1,137	+8.1%
Dried fruits and canned foods	32,014	36.4%	33,646	35.5%	+1,632	+5.0%
Confectionery and retail products	14,852	16.9%	16,133	17.0%	+1,280	+8.6%
Other	185	0.2%	7	0.0%	(178)	-96.0%
Total	87,926	100.0%	94,526	100.0%	+6,599	+7.5%

Dairy products, oils and fats

Due to price increases, sales of imported dairy products such as powdered milk and butter rose, and sales of domestically procured items also increased. Furthermore, sales at domestic production subsidiaries increased due to the effect of price hikes and other factors. As a result, sales of dairy products and fats and oils increased by 10.1% compared to the same period last year.

Confectionery raw ingredients

Sales of chestnut products such as chestnut paste declined, but sales of our own processed products such as baked goods for confectionery and chocolate products, as well as domestically procured items such as chocolate and cocoa products, increased. As a result, sales of confectionery ingredients rose 8.1% compared to the same period last year.

Dried fruits and canned foods

The appreciation of the yen reduced the yen-converted value of sales in the U.S. and China. However, sales of nuts and dried fruits in Japan increased, reflecting higher unit prices. As a result, sales of dried fruits and canned goods rose 5.0% compared to the same period last year.

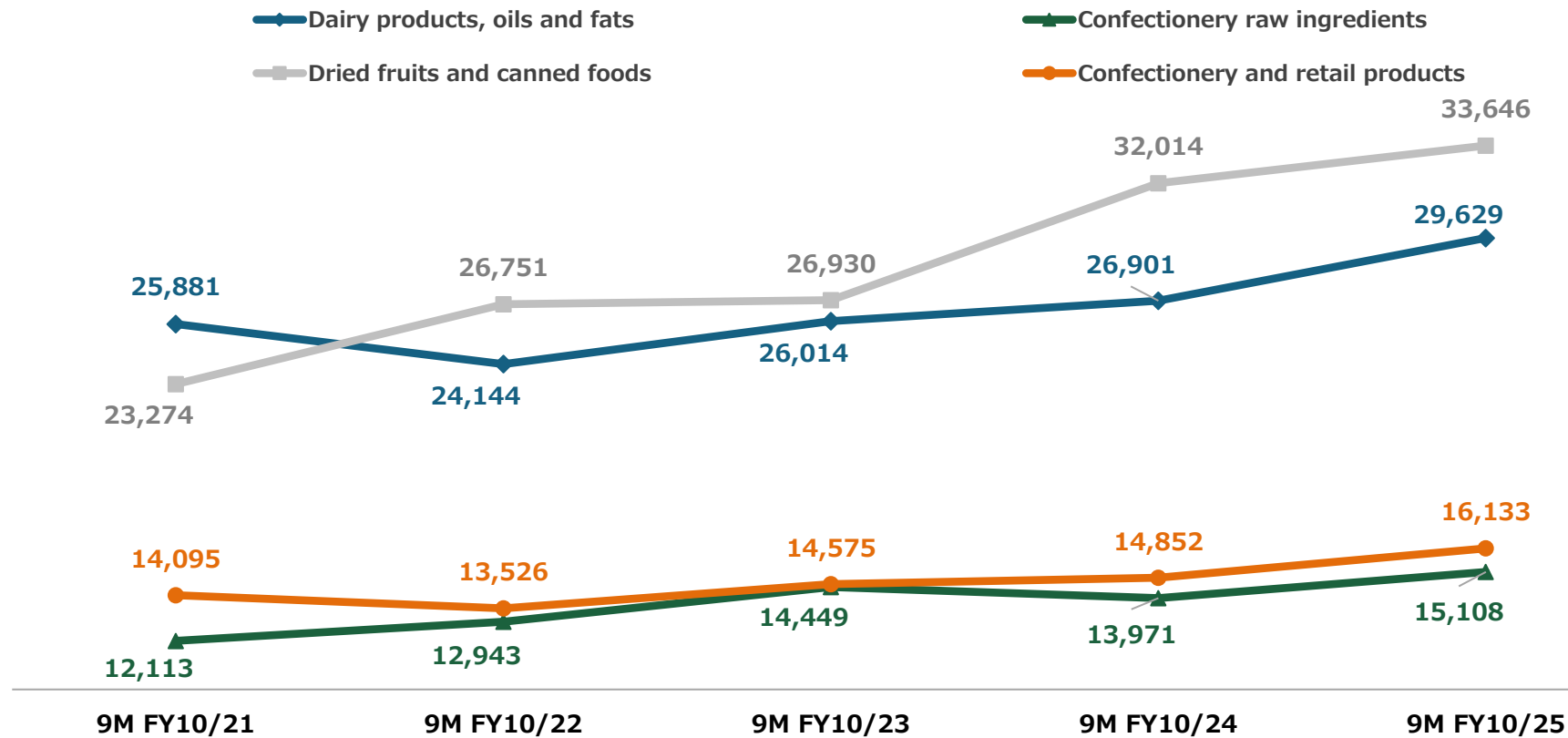
Confectionery and retail products

Due to rising sales prices caused by soaring cocoa raw ingredient costs, both NB and PB chocolate confectionery products saw increased revenue, while retail items such as small bags of prunes also experienced higher sales. As a result, sales of confectionery and retail products increased by 8.6% compared to the same period last year.

Sales Composition by product category (Nov.–Jul.)

ShoEi

(Millions of yen)

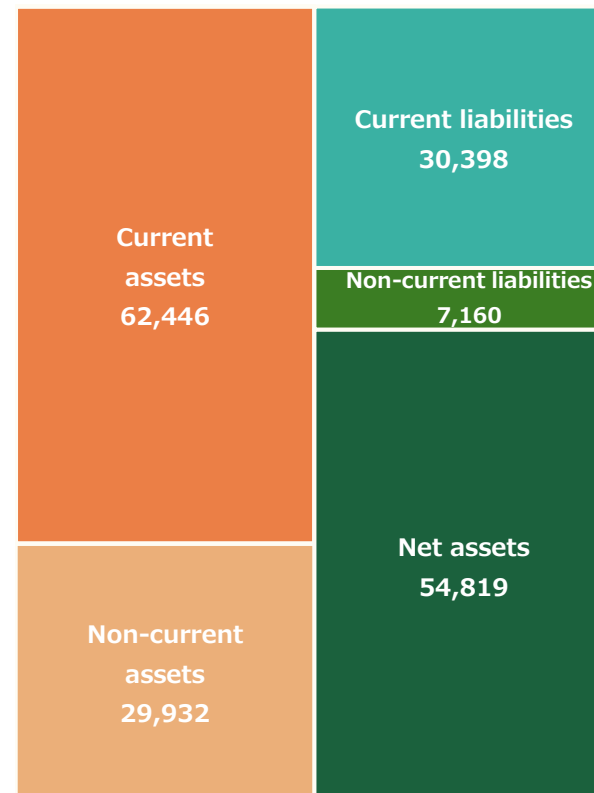


Consolidated Financial Position

- ◆ The decrease in non-current assets was more than offset by increases in notes and accounts receivable and inventories, resulting in a rise in total assets.
- ◆ Non-current liabilities decreased, but current liabilities increased, resulting in an increase in total liabilities.
- ◆ Net assets increased due to an increase in retained earnings

(Millions of yen)

			Oct. 31, 2024	Jul. 31, 2025	Amount
Assets	Current assets	Cash and deposits	11,194	8,634	(2,560)
		Notes and accounts receivable - trade	21,823	23,430	+1,607
		Inventories	23,775	28,639	+4,864
		Other current assets	2,354	1,741	(612)
		Total current assets	59,147	62,446	+3,298
	Non-current assets	Property, plant and equipment	23,438	22,700	(737)
		Intangible assets	631	686	+54
		Total investments and other assets	6,688	6,545	(143)
		Total non-current assets	30,758	29,932	(825)
	Total assets		89,905	92,378	+2,472
Liabilities	Current liabilities		25,789	30,398	+4,608
	Non-current liabilities		9,946	7,160	(2,786)
	Total liabilities		35,736	37,558	+1,822
Net assets	Shareholders' equity		47,259	47,837	+578
	Accumulated other comprehensive income		5,910	5,899	(11)
	Non-controlling interests		999	1,082	+82
	Total net assets		54,169	54,819	+650
Total liabilities and net assets			89,905	92,378	+2,472
Interest-bearing debt			17,486	20,493	+3,006



I. Q3 and 9M FY10/2025 Results

II. Earnings Forecast for the FY 10/2025

Earnings Forecast for the FY 10/2025



- ◆ There have been no changes to the earnings forecast announced in June 2025.

(Millions of yen , unless otherwise stated)

	Full-year FY10/24	Full-year FY10/25	Amount	%
	Result	Forecast		
Net sales	115,208	120,000	+4,792	+4.1%
Operating profit	4,844	4,550	(294)	-6.0%
Ordinary profit	4,950	4,600	(350)	-7.0%
Profit attributable to owners of parent	3,170	2,750	(420)	-13.2%
Basic earnings per share	188.18 yen	163.21 yen	—	—

Exchange Rate	: 1USD	142.73 yen	150.00 yen
	: 1RMB	20.46 yen	20.00 yen
	: 1HKD	18.37 yen	19.00 yen

Cautionary Statement Regarding Forward-Looking Statements



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