## Financial Results for FY 3/2021 Q1 Announced on August 6, 2020



NISSIN FOODS HOLDINGS CO., LTD.

Stock Code: 2897



EARTH FOOD CREATOR

### Executive Summary

FY 3/2021 Mgmt. Policy	<ul> <li>Aim to strengthen the business base to achieve the goals of the Medium-Term Business Plan 2021 and further growth Domestic:</li> <li>Advance DX (Digital Transformation) and seek to expand business operations with a product supply framework that is rock solid even under highly uncertain business conditions.</li> <li>Aim to expand revenues and generate profits by further enhancing brand strategy.</li> <li>Seek to achieve growth in other business areas (aside from instant noodles) and use them as a basis for future profits.</li> <li>Overseas: <ul> <li>Seek to expand sales of added-value products with strategic priority in the U.S. market, which has made a rapid recovery.</li> <li>Maintain stable growth in China and Brazil.</li> <li>Aim to make businesses in India, Vietnam and Indonesia profitable quickly by focusing on strengthening brands and enhancing profitability.</li> </ul> </li> <li>Group-wide: <ul> <li>Continue working as a unified group towards achieving the goals of the Medium-Term Business Plan.</li> <li>Maintain stable food supply even in the event of an emergency while paying maximum attention to safety and security, including measures against coronavirus disease 2019 (COVID-19).</li> </ul> </li> </ul>
FY 3/2021 Q1	<ul> <li>Consolidated: Increased in revenue and operating profit and profit attributable to owners of the parent (Revenue, operating profit and profit attributable to owners of the parent achieved record highs for the first quarter)</li> <li>In response to COVID-19, the stable supply was sought by narrowing down SKU of the product to stay-at-home demand from the end of the previous fiscal year.</li> <li>Domestic: Increased in revenue and operating profit</li> <li>Instant noodle business: Revenue and operating profit increased due to the impact of the price revision implemented in June last year, increased stay-at-home demand due to COVID-19 measures, and control of sales expansion costs. From mid-May, the company has entered WITH and AFTER COVID-19 phases from stay-at-home phase.</li> <li>Revenue and operating profit also increased in chilled and frozen foods segment and confectionery and beverages segment due to</li> </ul>
Results	<ul> <li>increased in stay-at-home demand resulting from COVID-19 measures.</li> <li>Overseas: Increased in revenue and operating profit <ul> <li>The Americas: Strong performance in the U.S., Brazil, and Mexico continued, leading to higher revenue and operating profit (Revenue and operating profit in Brazil decreased in yen currency due to the impact of foreign exchange rates, but both increased significantly in local currency).</li> <li>China: Both revenue and operating profit increased. Higher revenue, particularly in Mainland China, contributed to higher operating profit.</li> <li>Asia: Revenue increased due to contributions from Singapore, Thailand and India. Operating profit increased due to contributions from Singapore, India and Vietnam. Gain on investments accounted for using the equity method also contributed to operating profit growth.</li> </ul> </li> </ul>
Summary	Overall, consolidated results were strong. Revenue and operating profit increased in all segments in both domestic and overseas businesses (excluding domestic others). We are going to work as a unified group to achieve the goals of the Medium-Term Business Plan 2021 by responding flexibly to major changes in the operating environment, such as changes in consumer preferences and behaviors and retail sales methods.
EARTH FOOD CREATOR	NISSIN

(bil. yen)

	F	FY 3/2020		
	Q1 Results	Changes in Amount	Changes in Ratio	Q1 Results
Revenue	120.5	+14.6	+13.9%	105.8
Operating profit	17.4	+8.8	+102.3%	8.6
Profit attributable to owners of the parent	12.0	+6.2	+108.5%	5.8
OP margin	14.5%	+6.3pt		8.1%
Profit attributable to owners of the parent margin	10.0%	+4.6pt		5.5%



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				(bil. Yen)
	1	FY 3/2020		
	Q1	Changes in	Changes in	Q1
	Results	Amount	Ratio	Results
Instant noodles	57.7	+5.9	+11.4%	51.8
NISSIN FOOD PRODUCTS	48.0	+4.6	+10.7%	43.4
MYOJO FOODS	9.6	+1.2	+15.1%	8.3
Chilled and frozen foods	15.7	+2.1	+15.7%	13.5
Confectionery and beverages	11.9	+1.4	+14.0%	10.5
Domestic others	0.7	(0.1)	(18.9%)	0.9
Domestic total	86.2	+9.3	+12.2%	76.8
The Americas	17.7	+2.6	+17.3%	15.1
China (incl. H.K.)	11.5	+1.8	+19.5%	9.6
Asia	2.9	+0.2	+7.9%	2.7
EMEA	2.1	+0.6	+40.5%	1.5
Overseas total	34.3	+5.3	+18.3%	29.0
Consolidated revenue	120.5	+14.6	+13.9%	105.8

\* The results in China (including 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.),

#### **Revenue Contribution by Segment**

		I		Impact	Major Factor
(bil. yen) FY 3/2020 Q1 Revenue	105.8		NISSIN FOOD PRODUCTS	+4.6	Cup type (+6%): CUP NOODLE, DONBEI and U.F.O. performed steadily. Bag type (+21%): Strong performance of CHICKEN RAMEN and strong growth of RAOH. Others (+10%): Rice categories including CURRY MESHI performed well.
NISSIN FOOD PRODUCTS	+4.6	3	MYOJO FOODS	+1.2	<ul> <li>Cup type (+8%): YOMISE NO YAKISOBA is steady. Open-price products, including UMADASHIYA, remained strong.</li> <li>Bag type (+43%): Increased sales of CHARUMERA. HYOBANYA, a product that appeals to reduced salt, also remained strong.</li> </ul>
MYOJO FOODS Chilled and	+1.:	.2 ·2.1	Chilled and frozen foods	+2.1	<b>Chilled food (+10%):</b> Revenue increased due to strong performance of mainstay brands such as <i>GYORETSU-NO-DEKIRU-MISE-NO-RAMEN</i> , <i>TSUKEMEN-NO-TATSUJIN</i> , and <i>RAMENYA-SAN</i> as a result of increased demand from COVID-19. <b>Frozen food (+18%):</b> Increased in revenue due to stay-at-home demand caused by the expansion of COVID-19 while commercial-use products performed poorly.
frozen foods Confectionery and beverages		+1.4	Confectionery and beverages	+1.4	CISCO (+21%): Both cereal and confectionary revenues increased. York (+11%): Revenue of <i>PILKUL</i> increased by 20%, mainly 65ml. Revenue of <i>TOKACHI NOMU</i> <i>YOGURT</i> , mainly family-size products, increased. BonChi (+4%): <i>PEANUT AGE</i> , and <i>BONCHI AGE</i> performed well, but Sagaeya struggled mainly in stores.
Domestic others	(0.1)		Domestic others	(0.1)	
The Americas China (incl. H.K.)		+2.6 +1.8	The Americas	+2.6	<ul> <li>* FX impact (2.8) Mainly due to depreciation of the Brazilian real</li> <li>U.S. (+54%): Increased due to demand for base products and strong sales of premium products through COVID-19.</li> <li>Mexico (+34%): Revenue increased due to sales of <i>CUP NOODLES</i> increased due to strong sales at large-scale retailers and TT channels.</li> <li>Brazil (+18%): Revenue increased due to increased demand from the impact of COVID-19.</li> </ul>
Asia		+0.2	China (incl. H.K.)	+1.8	<ul> <li>* FX impact (0.4)</li> <li>Hong Kong (+9%): The instant noodles business was solid due to an increase in dining at home.</li> <li>Mainland China (+36%): Revenue increased due to higher sales volumes of <i>CUP NOODLES</i> and <i>DEMAE ICCHO</i>. Including commencement of operations at SHANGHAI EASTPEAK (wholesale business).</li> </ul>
EMEA		+0.6	Asia	+0.2	<ul> <li>* FX impact (0.1) In descending order of revenue</li> <li>Thailand: Increased. India: Increased. Singapore: Increased. Indonesia: Decreased.</li> <li>Vietnam: Increased.</li> </ul>
FY 3/2021 Q1 Revenue	120.5		EMEA	+0.6	* FX impact (0.0) <b>Europe:</b> Revenue increased due to strong performance of <i>CUP NOODLES, Soba and Demae</i> <i>Ramen</i> brands.
Positive Negative		ative	Total	+14.6	* FX impact (3.5)

\* Figures for year-on-year changes in sales of NISSIN FOOD PRODUCTS and MYOJO FOODS, which are indicated in the parentheses of each, are year-on-year changes in shipment value by manufacturer in each EARTH FOOD CREATOR category, and they are not year-on-year changes in revenue based on IFRS. \* Comments and YoY change figures in Major Factors in the Americas, China, Asia and EMEA segments are based on revenue on a local currency basis.



	Q1 Results	FY 3/2021 Changes in Amount	Changes in Ratio	FY 3/2020 Q1 Results	
Instant noodles	10.3	+5.0	95.8%	5.2	
NISSIN FOOD PRODUCTS	8.7	+4.0	87.0%	4.6	
MYOJO FOODS	1.6	+0.9	162.7%	0.6	
Chilled and frozen foods	1.5	+0.8	116.6%	0.7	
Confectionery and beverages	1.3	+0.7	123.5%	0.5	
Domestic others	0.2	(0.0)	(8.8%)	0.2	
Domestic total	13.4	+6.6	96.5%	6.8	
The Americas	1.9	+0.5	36.8%	1.3	
China (incl. H.K.)	1.6	+0.7	91.6%	0.8	
Asia	1.2	+0.4	49.0%	0.8	
EMEA	0.7	+0.5	347.2%	0.1	
Overseas total	5.4	+2.2	69.6%	3.2	
Other reconciliations	(0.0)	+0.0	-	(0.1)	
Group expenses	(1.4)	(0.1)	-	(1.3)	
Consolidated operating profit	17.4	+8.8	102.3%	8.6	

\* The results in China (including 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.).



### Operating Profit Contribution by Segment

(bil. yen) FY 3/2020 Q1			Impact	Major Factor		
Operating profit	8.6	NISSIN FOOD	+4.0	+: Increased revenue mainly due to price revisions, unused selling expenses, and decreased in general and administrative expenses.		
NISSIN FOOD PRODUCTS	+4.0	PRODUCTS	T4.0	- : Increases in depreciation and amortization related to Kansai Plant and distribution costs, etc.		
MYOJO FOODS	+0.9	MYOJO FOODS	+0.9	Operating profit increased due to higher sales volumes and lower costs resulting from a revision of the timing of spending advertising and promotional expenses etc., due to the impact of COVID-19.		
Chilled and frozen foods	+0.8	Chilled and frozen foods	+0.8	<b>Chilled food:</b> Operating profit increased due to increased sales volume. <b>Frozen food:</b> Operating profit increased due to increased sales and improved productivity, etc.		
Confectionery and beverages -	+0.7	Confectionery and beverages	+0.7	<b>CISCO:</b> Operating profit increased due to increased sales of both cereal and confectionary. <b>YORK:</b> Operating profit increased due to higher sales and lower fixed expenses. <b>BonChi:</b> Operating profit increased due to higher sales of BonChi products. <b>Gain (loss) on investments accounted for using the equity method:</b> Profit decreased.		
Domestic others	(0.0)	Domestic others	(0.0)	Cam (1035) on investments accounted for deing the equity memory in the estimated.		
The Americas	+0.5			* FX impact (0.4) Mainly due to depreciation of the Brazilian real <b>U.S.:</b> Increased due to higher sales volumes of base products and strong sales of premium		
China (incl. H.K.)	+0.7	The Americas	+0.5	products. <b>Mexico:</b> Operating profit increased due to higher sales volume and price revisions, which offset higher costs caused by the peso's depreciation. <b>Brazil:</b> Increased sales volume and price revisions contributed to profits.		
Asia	+0.4	China	.07	* FX impact (0.0) <b>H.K.:</b> Significant increase in operating profit due to higher sales and cost reduction		
EMEA	+0.5	(incl. H.K.)	+0.7	accompanying higher sales. Mainland China: Operating profit increased due to steady performances of core products.		
Other reconciliations	+0.0	Asia	+0.4	* FX impact (0.0) In descending order of profit (excluding equity method companies) <b>Thailand:</b> Increased. <b>Singapore:</b> Increased. <b>Indonesia:</b> Increased. <b>Vietnam:</b> Operating loss decreased. <b>India:</b> Operating loss decreased. <b>Gain (loss) on investments accounted for</b> <b>using the equity method:</b> Profit increased.		
Group expenses	(0.1)	EMEA	+0.5	<ul> <li>* FX impact (0.0)</li> <li>Europe: Operating profit increased. Turkey: Liquidation of business.</li> <li>Gain (loss) on investments accounted for using the equity method: Profit increased.</li> </ul>		
FY 3/2021 Q1 Operating profit	17.4	Reconciliations	(0.0)			
Positive Negative Comments and YoY change figures in Major Factors in the Americas, China, Asia and EMEA segments are based on local currence						

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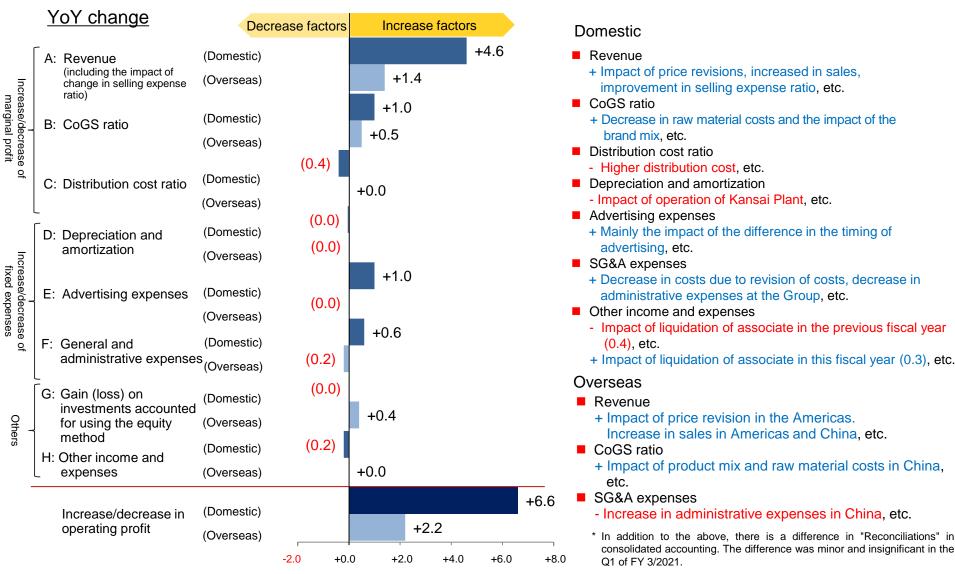


# Major Factors for Difference in Operating Profit (Impact of Non-Recurring Income and Expenses)<sup>7</sup>

					(bil. yen)
	FY 3/2021 Q1 Results	FY 3/2020 Q1 Results	Difference in operating profit	Difference in non-recurring income and expenses	Main items of non-recurring income and expenses
NISSIN FOOD PRODUCTS	8.7	4.6	+4.0	(0.0)	
MYOJO FOODS	1.6	0.6	+0.9	0.0	
Chilled and frozen foods	1.5	0.7	+0.8	(0.1)	(FY 3/2020) Impact of liquidation of associate +0.4 (FY 3/2021) Impact of liquidation of associate +0.3
Confectionery and beverages	1.3	0.5	+0.7	0.0	
Domestic others	0.2	0.2	(0.0)	(0.0)	
Domestic total	13.4	6.8	+6.6	(0.2)	
The Americas	1.9	1.3	+0.5	(0.0)	
China (incl. H.K.)	1.6	0.8	+0.7	0.0	
Asia	1.2	0.8	+0.4	0.0	
EMEA	0.7	0.1	+0.5	(0.0)	
Overseas total	5.4	3.2	+2.2	0.0	
Other reconciliations	(0.0)	(0.1)	+0.0	0.0	
Group expenses	(1.4)	(1.3)	(0.1)	-	
Consolidated operating profit	17.4	8.6	+8.8	(0.2)	

\* Figures in the "Main items of non-recurring income and expenses": + Income, () Loss





\* From the Q2 of FY 3/2020, the calculation method has been changed in order to more accurately express the impact of price revisions.

\* The analysis of marginal profit is based on the amount obtained by adding selling expenses to revenue.

[Method of calculating increase/decrease factors] (1) Marginal profit (A, B, C) = (Revenue in the current fiscal year x Ratio of revenue in the previous fiscal year) – Expenses in the current fiscal year. (2) Fixed costs (D, E, F) = Expenses in the previous fiscal year – Expenses in the current fiscal year.



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- The amounts in this material are calculated based on thousand yen and rounded down to the nearest 100 million yen; totals may not agree with the sums of their components.
- FY 3/2021 generally means the fiscal year from April 1, 2020 to March 31, 2021.
- The average foreign exchange rates for the period have been applied to translating revenues and expenses at associates overseas.
- The results in China (including 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.). The business plan for the China segment specifies targets set solely by NISSIN FOODS HOLDINGS.



