

Consolidated Financial Results For 3Q of the Year Ending March, 2021

February 8, 2021



1. Consolidated Statement of Income

(JPY in Billions)

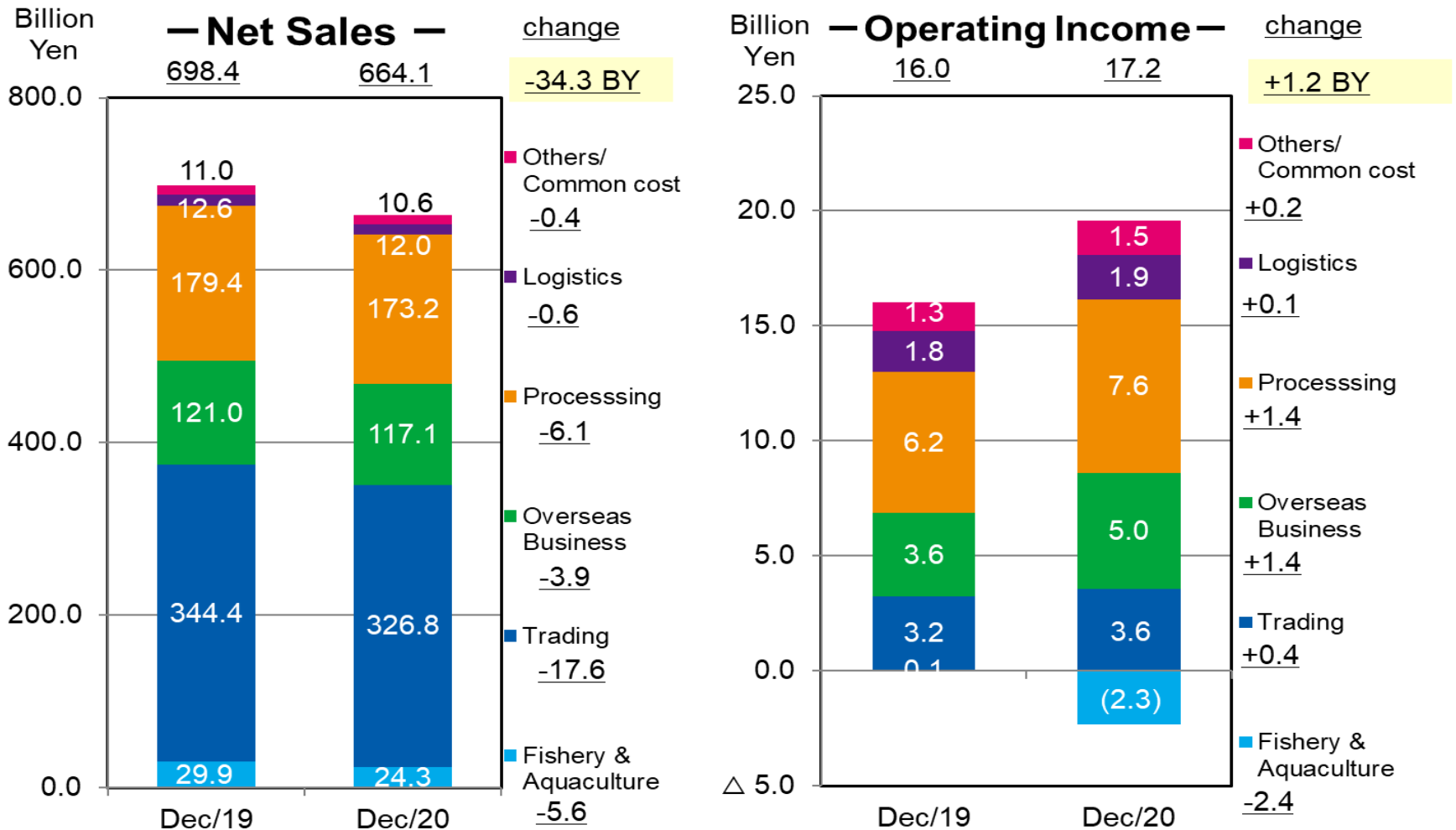
	Dec, 2020	Dec, 2019	Change
Net Sales	664.1	698.4	(34.3)
Cost of Sales	571.6	605.2	(33.6)
Gross profit	92.5	93.2	(0.7)
Expense	75.3	77.2	(1.9)
Operating Income	17.2	16.0	1.2
Non-operating Revenues	3.8	4.3	(0.4)
Non-operating Expenses	2.3	1.7	0.6
Ordinary Income	18.8	18.6	0.2
Extraordinary Income	0.1	3.7	(3.6)
Extraordinary Loss	6.3	0.8	5.5
Income before Tax	12.6	21.5	(8.9)
Taxes	2.6	6.6	(4.0)
Profit attributable to non-controlling interests	2.5	2.0	0.5
Profit attributable to owners of parent	7.5	12.9	(5.4)

Mar'2021 Forecast	Result/Forecast
860.0	77%
/	
15.0	115%
/	
17.0	111%
/	
6.4	117%

Net sales decreased by 4.9% year on year. Operating income increased by 7.5% to JPY 17.2 billion and ordinary income increased by 1.0% to JPY 18.8 billion respectively. Profit attributable to owners of parent was JPY 7.5 billion, which has reached 117% of JPY 6.4 billion of the forecast for March 2020 (FY2021).

Non-operating expenses increased by JPY 6.0 billion due to foreign exchange loss, and extraordinary income decreased by JPY 3.6 billion yen due to nonrecurrence of insurance income recorded last year. Extraordinary loss increased by JPY 5.5 billion due to recording provision for loss on business liquidation of U.S. subsidiary.

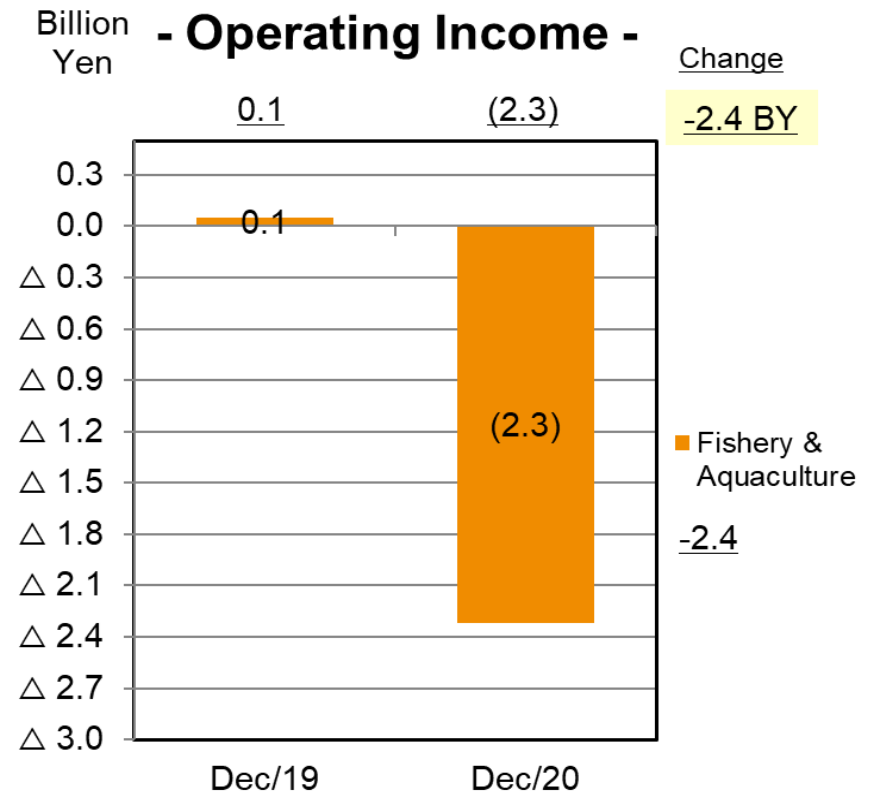
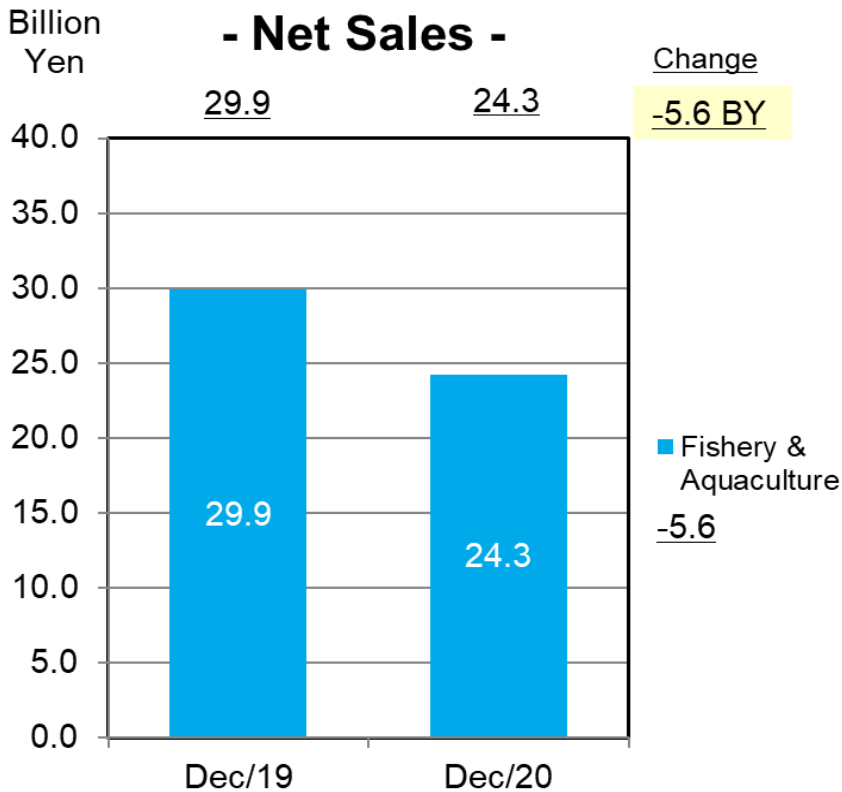
2. Net Sales / Operating Income by Business Segments



3-1. Fishery & Aquaculture Segment

■ Business Overview

Both net sales and operating income decreased due to the drop in skipjack catch in purse seine fishery and decline in the market price of farmed fish as a result of COVID-19.



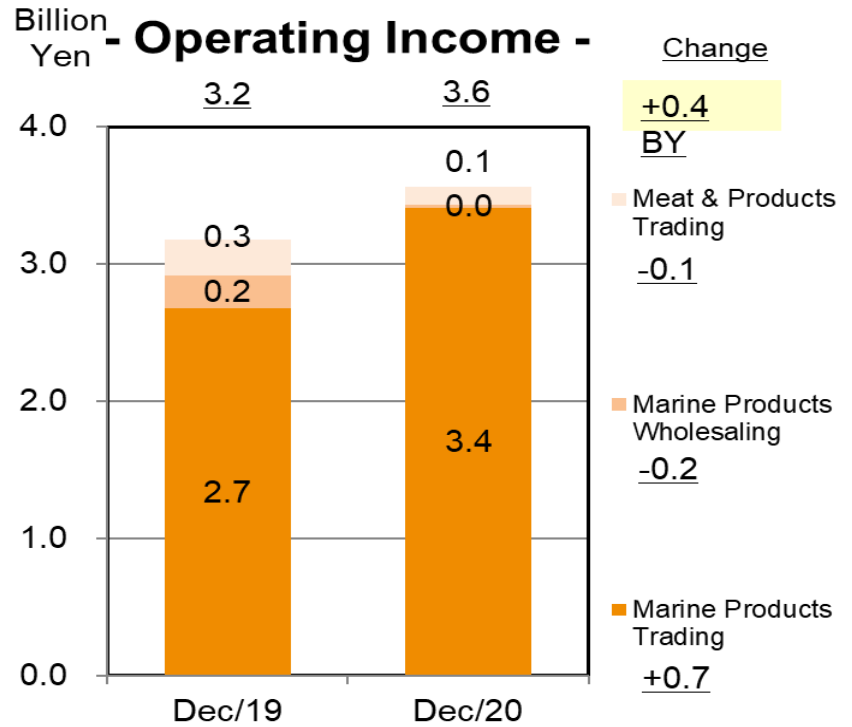
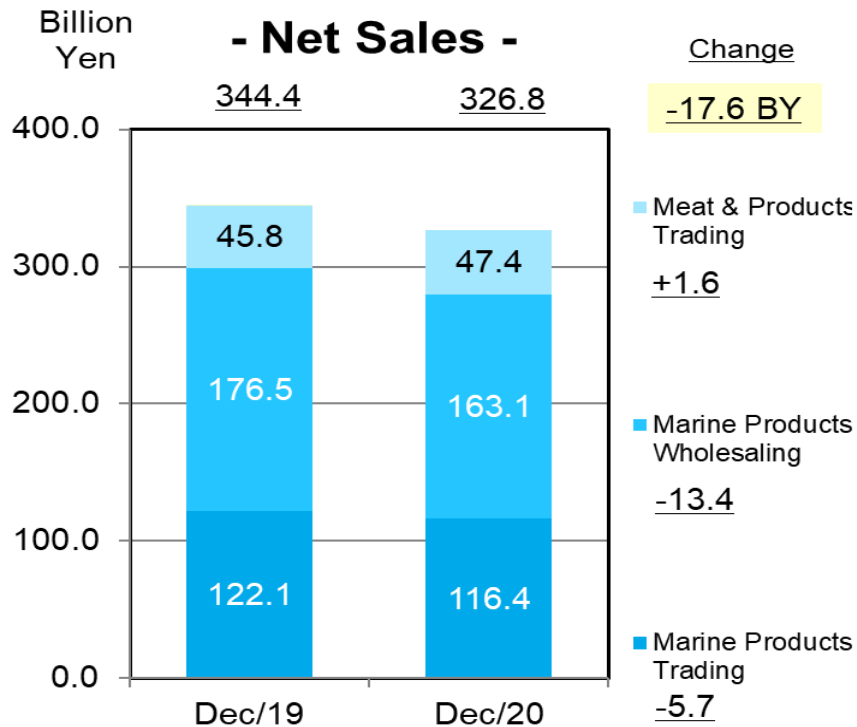
3-2. Trading Segment

■ Business Overview:

<Marine Products Trading> Net sales decreased due to ongoing stagnant sales for food service and institutional food business due to COVID-19. However, operating income increased from shifting sales towards stronger channels such as GMS and MS.

<Marine Products Wholesaling> Net sales and operating income decreased as sales of local fresh & live fish dropped due to stagnant sales of pricy items for food service and institutional food businesses, as a result of COVID-19.

<Meat & Products Trading> Although, operating income decreased due to a decline in sales of imported pork from Europe, net sales increased due to high sales of other items handled.

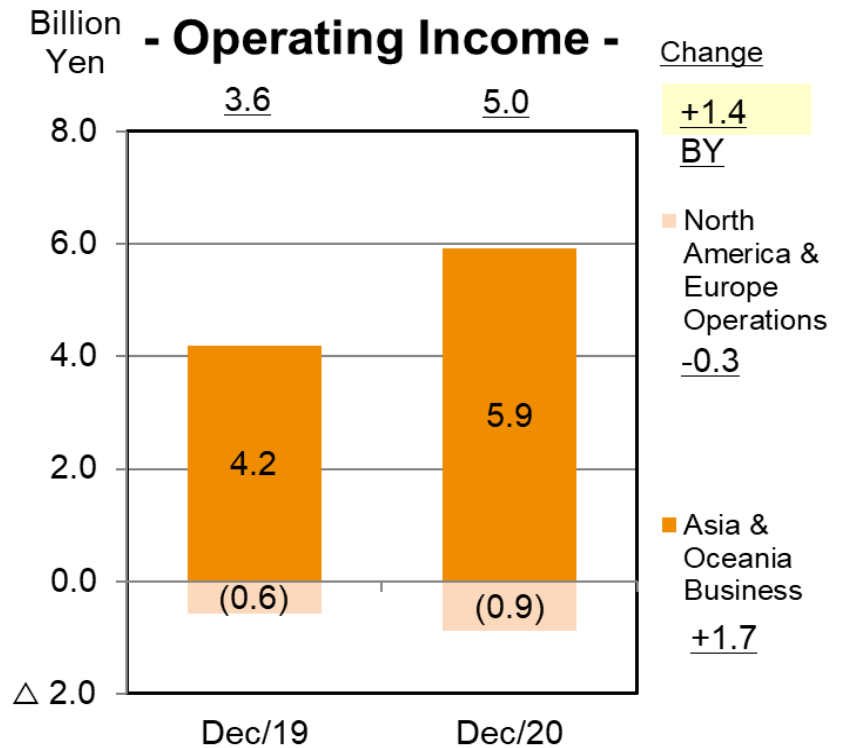
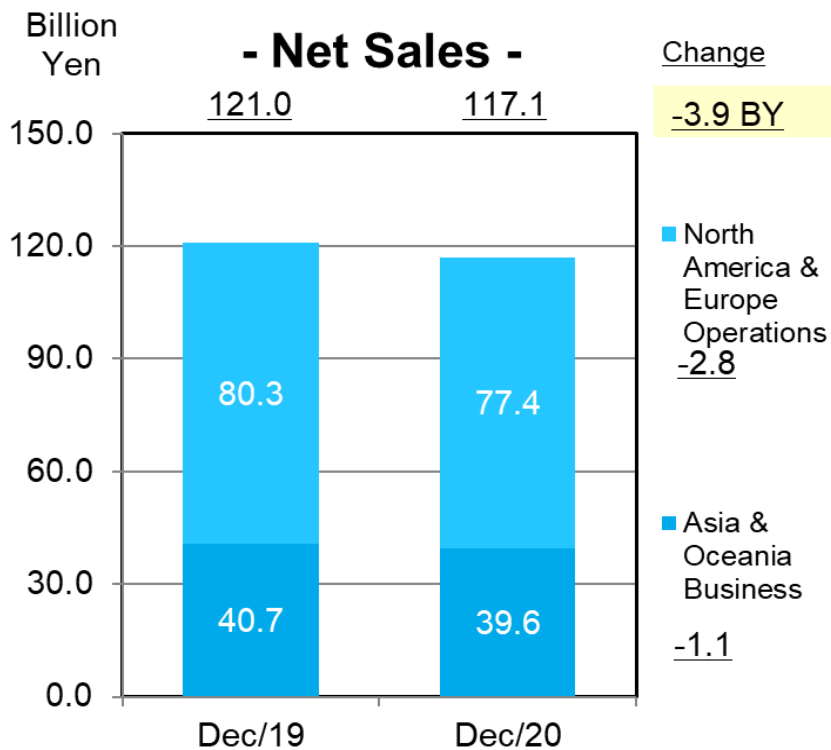


3-3. Overseas Business Segment

■ Business Overview:

<Overseas Business> Operating income increased due to weak THB, low costs of raw materials and strong demand for pet food.

<North America Operations> Net sales decreased due to a decline in sales of surimi, drop in the unit price of pollock roe, and a slowdown in seafood sales in Europe due to COVID-19. Further, operating income decreased due to high costs of COVID-19 countermeasures taken in Alaska, small-sized Alaska pollock, and increased production costs due to slow catch.



3-4. Processed Foods Segment

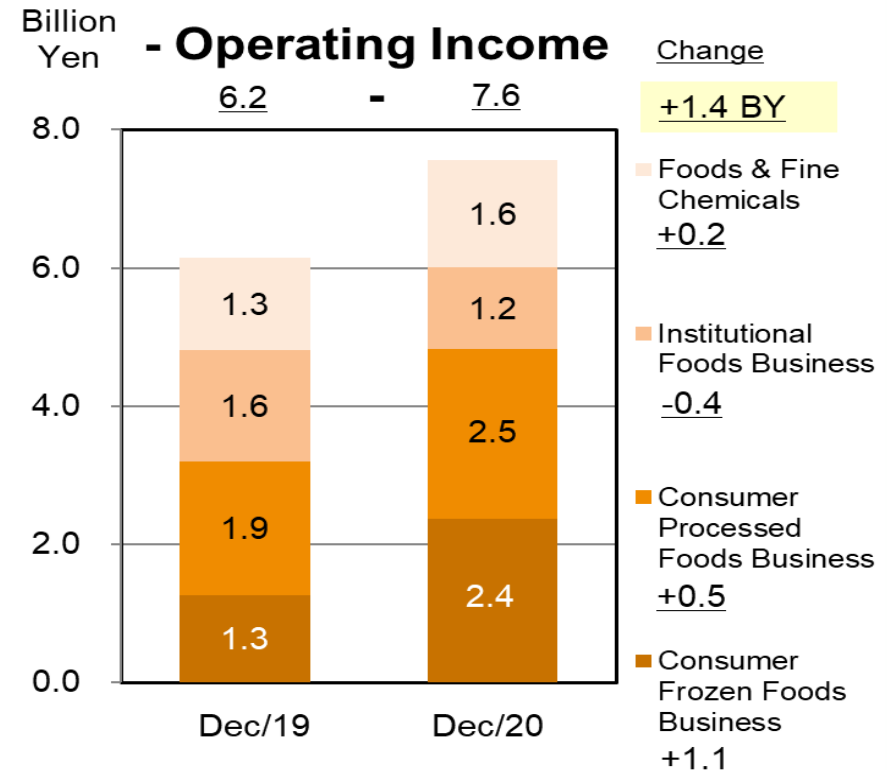
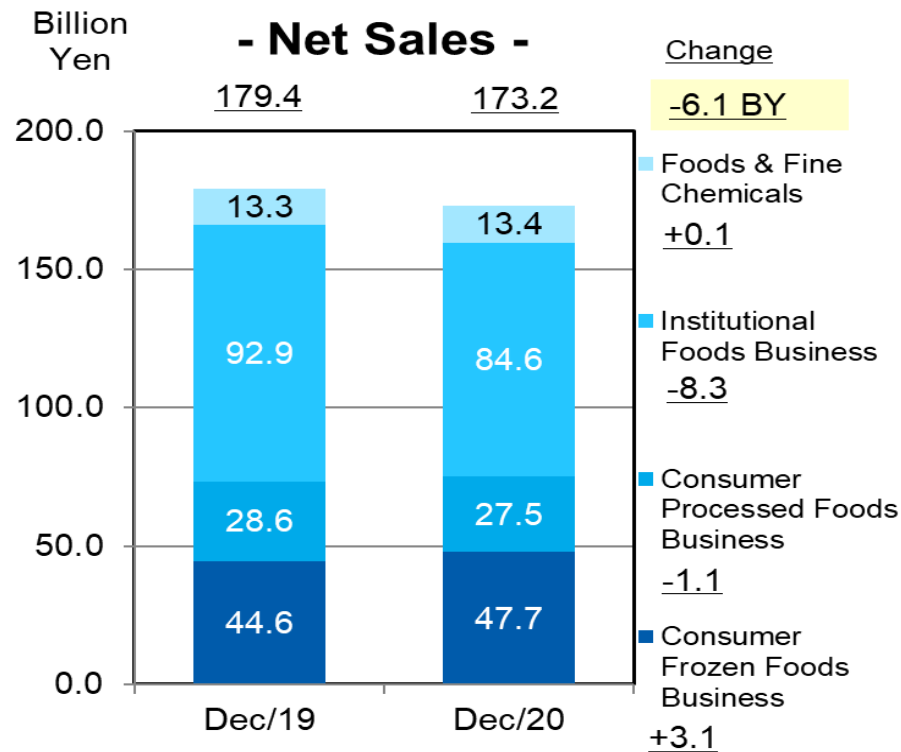
■ Business Overview :

<Consumer Frozen Foods Business> Net sales and operating income increased due to strong sales of staple food (rice, noodles, Chinese side dishes, etc.).

<Consumer Processed Foods Business> Net sales decreased due to a slump in sales of gifts, fish cake (chikuwa), and desserts. However, operating income increased as a result of enhancing profitability on fish sausage sales, and improvements made to the production process of jelly desserts and retort pouch foods.

<institutional Foods Business> Although overall sales seem to be recovering slowly from the impact of COVID-19, net sales and operating income decreased due to the continuing weak demands from food service businesses.

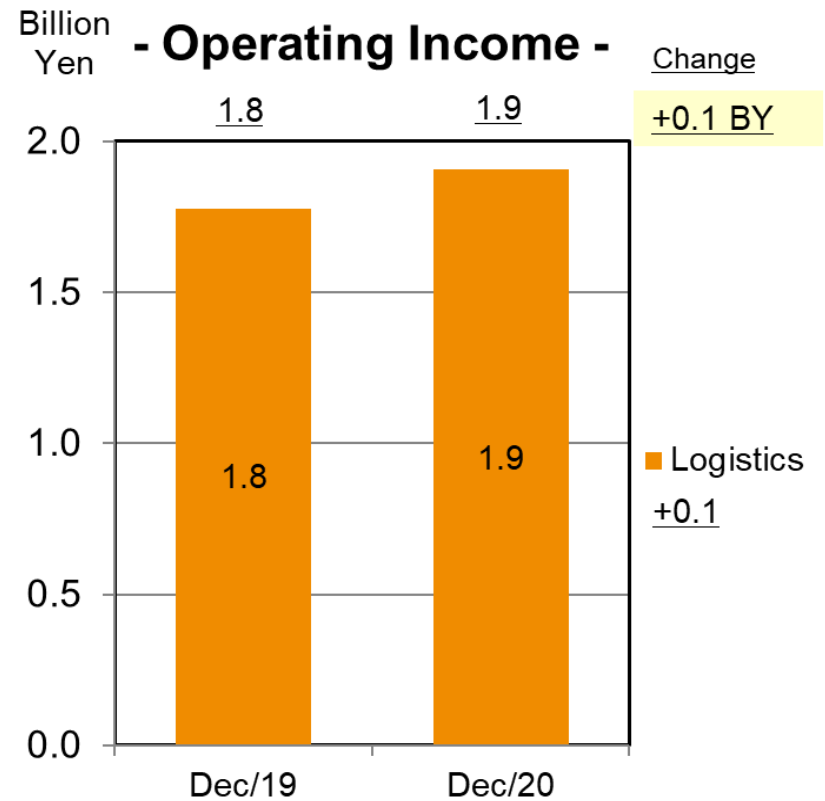
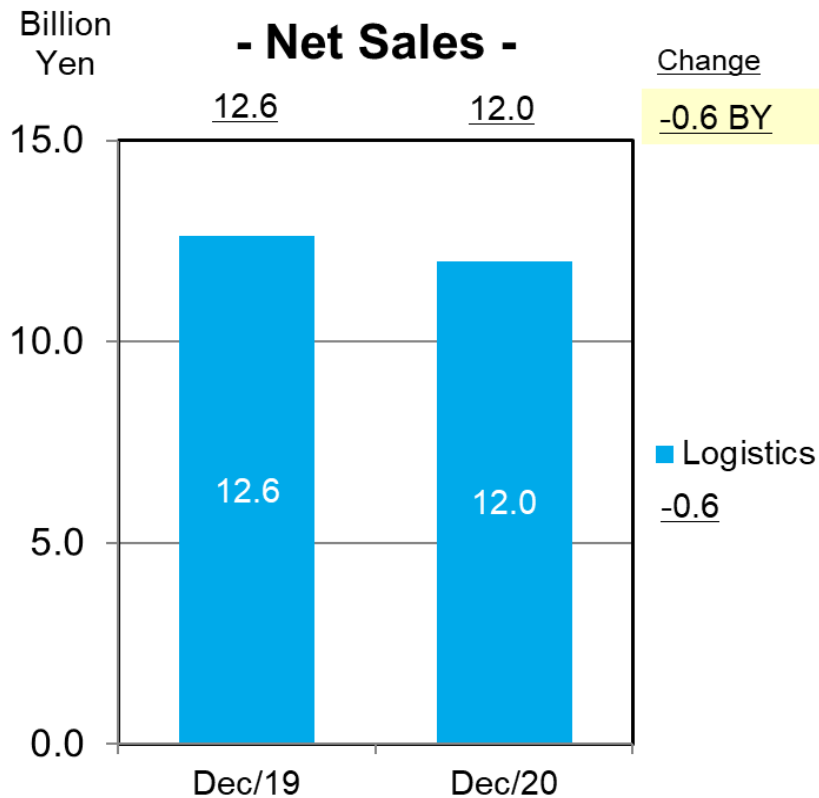
<Foods & Fine Chemicals> Operating income increased due to high demand of DHA, EPA products and freeze-dried products..



3-5. Logistics Segment

Business Overview:

Due to the slowdown of cargo movement caused by COVID-19, sales decreased in transportation and delivery operations. However, as a whole, total net sales for the logistics segment decreased only slightly due to a continuing strong demand in the metropolitan areas. Despite the increase in depreciation costs associated with refrigeration equipment replacement work done, operating income increased due to reduced power, labor and outsourcing costs.



4. Consolidated Balance Sheet

(JPY in Billions)

	Dec'20	Mar '20	Change		Dec'20	Mar '20	Change
Current assets	339.8	302.0	37.8	Current liabilities	232.2	199.5	32.7
Cash & deposit	22.1	21.8	0.3	Trade notes & accounts payable	45.8	32.8	13.0
Trade notes & accounts receivable	140.6	106.1	34.5	Short-term loans payable	139.9	122.5	17.4
Inventories	165.6	164.3	1.3	Other current liabilities	46.5	44.2	2.3
Short-term loans receivable	0.6	0.7	(0.1)	Long-term liabilities	173.8	169.6	4.3
Allowance for doubtful receivables	(0.5)	(0.4)	(0.1)	Long-term loans payable	144.0	139.2	4.8
Other current assets	11.5	9.6	1.9	Other fixed liabilities	29.8	30.4	(0.5)
				Total liabilities	406.1	369.1	37.0
Fixed assets	230.6	226.1	4.5	Shareholders' equity	140.2	132.7	7.4
Tangible fixed assets	149.9	148.2	1.7	Common stock	20.0	20.0	-
Intangible fixed assets	17.9	19.0	(1.2)	Capital surplus	120.3	112.8	7.4
(goodwill)	6.1	6.9	(0.8)	Treasury stock	(0.1)	(0.1)	(0.0)
Investments & other fixed assets	62.8	58.8	4.0	Other cumulative comprehensive income	1.6	(0.1)	1.7
				Non-controlling interests	22.6	26.4	(3.8)
				Total shareholders' equity	164.3	159.0	5.3
Total	570.4	528.1	42.3	Total	570.4	528.1	42.3
				Reference Shareholders' Equity excl. NCI	141.8	132.6	9.2

Trade notes & accounts receivables increased by JPY 34.5 billion but decreased by JPY 5.0 billion compared to the same period of the previous year. The increase in total liabilities of JPY 37.0 billion was mainly due to an increase in interest-bearing liabilities and an increase in trade notes & accounts payable. Interest-bearing debt decreased, however, by JPY 4.2 billion compared to the same period of the previous year.

[Reference] Net Sales / Op. Income Progress Rate by Unit

(JPY in Billions)

Segment	Unit	Net Sales					Operating Income				
		Dec/20	Dec/19	Change	Full year Forecast	3Q/FYf	Dec/20	Dec/19	Change	Full year Forecast	3Q/FYf
Fishery & Aquaculture	Fishery & Aquaculture	24.3	29.9	(5.6)	33.0	74%	(2.3)	0.1	(2.4)	(1.9)	-
Trading	Marine Products Trading	116.4	122.1	(5.7)	147.0	79%	3.4	2.7	0.7	2.6	131%
	Marine Products Wholesaling	163.1	176.5	(13.4)	203.0	80%	0.0	0.2	(0.2)	(0.5)	-
	Meat & Products Trading	47.4	45.8	1.6	61.0	78%	0.1	0.3	(0.1)	0.4	25%
Trading Segment Sub Total		326.8	344.4	(17.6)	411.0	80%	3.6	3.2	0.4	2.5	144%
Overseas Business	Asia & Oceania Business	39.6	40.7	(1.1)	50.0	79%	5.9	4.2	1.7	4.5	131%
	North America & Europe Operations	77.4	80.3	(2.8)	105.0	74%	(0.9)	(0.6)	(0.3)	(1.6)	-
Overseas Business Segment Sub Total		117.1	121.0	(3.9)	155.0	76%	5.0	3.6	1.4	2.9	172%
Processing	Consumer Frozen Foods Business	47.7	44.6	3.1	63.0	76%	2.4	1.3	1.1	2.5	96%
	Consumer Processed Foods Business	27.5	28.6	(1.1)	37.0	74%	2.5	1.9	0.5	2.9	86%
	Institutional Foods Business	84.6	92.9	(8.3)	112.0	76%	1.2	1.6	(0.4)	1.0	120%
	Foods & Fine Chemicals	13.4	13.3	0.1	17.5	77%	1.6	1.3	0.2	1.8	89%
Processing Segment Sub Total		173.2	179.4	(6.1)	229.5	75%	7.6	6.2	1.4	8.2	93%
Logistics	Logistics	12.0	12.6	(0.6)	16.0	75%	1.9	1.8	0.1	2.1	90%
Others		10.6	11.0	(0.4)	15.5	68%	1.1	0.9	0.2	0.8	138%
Common Cost		0.0	0.0	0.0	0.0	-	0.4	0.4	0.0	0.3	133%
Total		664.1	698.4	(34.3)	860.0	77%	17.2	16.0	1.2	15.0	115%

Regarding full-year results, there may be deviations from the annual plan shown for each segment and unit, but the total of net sales and operating income for the full-year forecast has been left unchanged.

For any inquiries

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Thank You



MARUHA NICHIRO

For the ocean, for life

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