Maruha Nichiro Group Business (FY2020 Results)

The Maruha Nichiro Group is a global general food company that transcends the bounds of seafood products and processed foods. We have organized multiple business units based on a multifaceted perspective of factors such as product and service characteristics, markets, and sales channels. The Company has had five reportable segments: "Fishery & Aqu aculture," "Trading," "Overseas," "Processing," and "Logistics."

Recently, from the perspective of pursuing synergies among the global seafood products business units, from procurement to sales, and promoting further enhancements and expansion of the value chain, the Company has changed its business segmentation to the three segments of "Marine Products," "Processed Foods," and "Logistics" from FY2021. The results shown below for FY2020 are also presented based on the classification method after the change.

Net Sales Composition Ratio

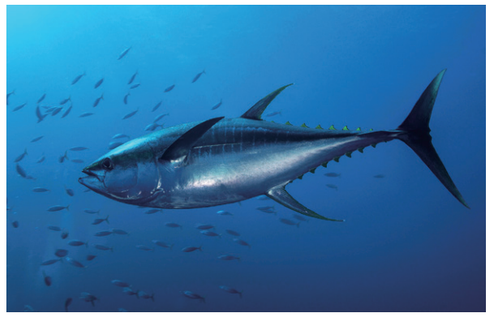
Operating income composition ratio

Marine Products Business ■ Processed Foods Business ■ Logistics ■ Other Operations

Marine Products Business

Net Sales (Before application of "Accounting Standard for Revenue Recognition") **545.1** billion yen

Operating Income **4.7** billion yen



Details of major business

Fishery Business Unit
- Fishery which includes long line, offshore fishing and far seas purse seine fishing, etc.

Aquaculture Business Unit
- Aquaculture which includes fish farming of high value-added fish species like Pacific bluefin tuna, yellowtail and greater amberjack

Marine Products Trading Unit
- Procurement, processing and sales of seafood products as the world's leading trader and supplier

Marine Products Wholesaling Unit
- Contribute to efficient intra-market distribution of seafood products traded in the domestic wholesale market

Overseas Business Unit
- Processing seafood and meat materials into frozen foods and canned foods in places such as Thailand and China and distributing them worldwide
- Procurement and processing of marine resources (Alaska pollock, crab, etc.) in the Bering Sea, and distributing products to markets in North America, Europe and Japan

Processed Foods Business

Net Sales (Before application of "Accounting Standard for Revenue Recognition") **288.2** billion yen

Operating Income **7.5** billion yen

Details of major business

Consumer Frozen Foods Business Unit
- Providing high-value-added frozen foods through the trinity of procurement, development and technological strength

Consumer Processed Foods Business Unit
- Production and sales of long-time best sellers such as canned products and fish sausages

Institutional Foods Business Unit
- Marshal the strengths of the Group such as procurement, development and processing to offer differentiated institutional products to a diverse array of businesses

Meat and Products Business Unit
- Procurement, processing and sales of safe and secure meat both domestically and internationally

Foods & Fine Chemicals Unit
- Provide the medical and health sector with DHA and other "gifts from the ocean" derived from marine resources

Logistics

Net Sales (Before application of "Accounting Standard for Revenue Recognition") **15.6** billion yen

Operating Income **2.1** billion yen

Details of major business

Logistics Unit
- Distribution centers at major Japanese trade ports and elsewhere, possessing warehouses capable of handling some 600,000 tons.
- Providing services such as storage, transportation and customs clearance for a wide array of products with a focus on low temperature products, such as seafood, meat, and frozen foods

Other Operations

Net Sales (Before application of "Accounting Standard for Revenue Recognition") **13.7** billion yen

Operating Income **1.8** billion yen

Details of major operations
- Building on the strengths cultivated through our other businesses, our business base, etc. to take part in industries such as feed storage, marine transport, real estate and the sales of pet food