



RIKEN VITAMIN CO.,LTD.

Stock code: 4526

Q1 FY2024 Supplementary Material

(Fiscal Year Ending March 31, 2025)

August 9, 2024

- **Both sales and operating profit increased YoY.**
- **Domestic Food business:**
Commercial Food continued to perform well. Processed Food Ingredients were steady. Household Food sales decreased slightly due to lower sales volumes resulting from price revisions.
- **Domestic Chemical business:**
Although sales volume slightly decreased, sales and profit increased due to increased sales for export products, etc.
- **Overseas business:**
Sales in China increased. Sales to Europe and the U.S. were affected by unstable ocean logistics.

Q1 FY2024 Consolidated Financial Results

(Millions of yen)	Q1 FY2023		Q1 FY2024		YoY change	
	Actual	margin	Actual	margin	Amount	%
Net sales	22,189		23,626		+1,437	+6.5%
Operating profit	2,476	11.2%	2,522	10.7%	+45	+1.9%
Ordinary profit	2,998	13.5%	2,927	12.4%	-70	-2.4%
Profit attributable to owners of parent	2,068	9.3%	2,370	10.0%	+301	+14.6%

- **The weak yen affected performance.**
Forex impact: Net sales +489 million yen
Operating profit +39 million yen
- **Despite higher personnel expenses and other costs, operating profit increased due to higher sales.**
Total personnel expenses included in cost of sales and SG&A expenses: +0.3 billion yen
- **Sold shares in 4 companies as a reduction of cross-shareholdings, and recorded a gain on the sale of investment securities of 0.5 billion yen.**

Results by Segment

(Millions of yen)		Q1 FY2023		Q1 FY2024		YoY change	
		Actual	margin	Actual	margin	Amount	%
Domestic Food business	Sales	15,626		16,441		+ 815	+ 5.2%
	OP	1,968	12.6%	1,910	11.6%	-57	-2.9%
Household Food	Sales	3,403		3,397		-6	-0.2%
Commercial Food	Sales	5,397		5,946		+ 549	+ 10.2%
Processed Food Ingredients	Sales	6,825		7,097		+ 272	+ 4.0%
Domestic Chemical business	Sales	1,879		1,913		+ 34	+ 1.8%
	OP	188	10.0%	222	11.6%	+ 33	+ 17.9%
Overseas business	Sales	5,052		5,548		+ 495	+ 9.8%
	OP	479	9.5%	388	7.0%	-91	-19.0%
Segment Total	Sales	22,557		23,903		+ 1,346	+ 6.0%
	OP	2,636	11.7%	2,521	10.5%	-115	-4.4%
Adjustment (Intersegment eliminations)	Sales	-368		-277		+ 91	
	OP	-160		0		+ 161	
Consolidated total	Sales	22,189		23,626		+ 1,437	+ 6.5%
	OP	2,476	11.2%	2,522	10.7%	+ 45	+ 1.9%

Domestic Food business

In Household Food, sales of seaweed products and dressings decreased. Sales of “Sozairyoku Dashi” increased in both volume and amount, partly due to the impact of TV commercials.

In Commercial Food, sales to the restaurant industry increased. The price revisions implemented in the previous fiscal year also contributed to sales growth.

In Processed Food Ingredients, sales of food-improving agents and functional food ingredients increased due to strengthened proposals tailored to customer needs.

Domestic Chemical business

While domestic demand recovery was slower than expected, demand for export products gradually recovered. The stability of raw material prices also contributed to the growth in profits.

Overseas business

While sales increased due to growth in China and forex effects, profits decreased due to higher personnel expenses as well as transportation delays and higher shipping costs caused by instability in ocean logistics to Europe and the U.S.

FY2024 Consolidated Earnings Forecast

(Millions of yen)	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent
First half	45,500	4,000	4,300	3,300
YoY Change (%)	+2.0%	-13.0%	-17.6%	-10.0%
Full year	92,500	8,500	9,000	8,100
YoY Change (%)	+1.1%	-9.3%	-12.6%	-7.5%

Domestic Food business:

Price revisions of wakame and other products are planned in Q2. To compensate for the decline in volume resulting from them, the segment as a whole will strengthen sales of other product groups such as seasonings and improving agents.

Domestic Chemical business:

Aim to increase sales volume through price optimization in line with raw material price trends.

Overseas business:

Address immediate issues, such as dealing with unstable ocean logistics, while promoting measures for medium- to long-term growth.

Consolidated Financial Results

(Millions of yen)	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024 Forecast
Net sales	85,419	85,603	88,072	87,181	89,515	89,024	82,974	77,722	79,231	88,750	91,484	92,500
YoY change(%)	10.1%	0.2%	2.9%	-1.0%	2.7%	-0.5%	-6.8%	-6.3%	1.9%	12.0%	3.1%	1.1%
Operating profit	5,027	4,610	6,007	6,820	5,424	4,580	5,307	1,367	5,840	7,158	9,371	8,500
YoY change(%)	39.6%	-8.3%	30.3%	13.5%	-20.5%	-15.6%	15.9%	-74.2%	327.2%	22.6%	30.9%	-9.3%
Operating profit margin	5.9%	5.4%	6.8%	7.8%	6.1%	5.1%	6.4%	1.8%	7.4%	8.1%	10.2%	9.2%
Ordinary profit	5,294	4,645	5,321	6,248	4,587	4,388	5,045	1,652	6,182	7,723	10,296	9,000
Ordinary profit margin	6.2%	5.4%	6.0%	7.2%	5.1%	4.9%	6.1%	2.1%	7.8%	8.7%	11.3%	9.7%
Profit attributable to owners of parent	3,590	3,755	4,107	4,089	4,800	2,623	-8,933	-1,618	21,582	6,414	8,755	8,100
Net profit margin	4.2%	4.4%	4.7%	4.7%	5.4%	2.9%	-	-	27.2%	7.2%	9.6%	8.8%
Total assets	102,345	114,049	109,030	109,342	110,994	109,706	101,853	106,535	102,660	105,223	118,776	
Net assets	67,253	76,036	74,341	53,611	58,919	59,229	46,789	46,674	66,539	71,371	76,643	
Shareholder equity ratio	65%	66%	68%	49%	53%	54%	46%	43%	65%	68%	65%	
Cashflow from operating activities	6,908	5,941	8,377	8,126	5,753	6,689	5,850	7,660	6,823	7,835	10,451	
Cashflow from investing activities	-3,578	-5,690	-6,389	-3,080	-1,617	-3,388	-4,282	-2,322	-3,661	-2,034	-554	
Cashflow from financing activities	-861	-1,222	-3,140	-1,881	-5,869	-2,490	-3,051	-180	-7,565	-4,578	-7,084	
ROE	5.7%	5.3%	5.5%	6.4%	8.6%	4.5%	-17.0%	-3.5%	38.3%	9.3%	11.8%	10.4%

Quarterly Results by Segment

	(Millions of yen)	FY2023(cumulative)				FY2024(cumulative)				FY2024 Forecast	
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	H1	Full-year
Net sales	Domestic Food business	15,626	31,082	48,129	63,154	16,441				31,600	63,300
	Household Food	3,403	6,606	10,058	13,138	3,397				6,700	13,400
	Commercial Food	5,397	10,639	16,532	21,887	5,946				11,000	21,900
	Processed Food Ingredients	6,825	13,837	21,538	28,128	7,097				13,900	28,000
	Domestic Chemical business	1,879	3,771	5,857	7,753	1,913				4,000	8,100
	Overseas business	5,052	1,042	16,081	21,910	5,548				10,500	22,300
	Adjustments(intersegment eliminations)	-368	-664	-1,010	-1,334	-277				-600	-1,200
	Consolidated total	22,189	44,613	69,058	91,484	23,626				45,500	92,500
Operating profit	Domestic Food business	1,968	3,575	5,823	6,961	1,910				3,400	6,650
	Domestic Chemical business	188	342	557	792	222				400	900
	Overseas business	479	984	1,723	2,233	388				500	1,500
	Adjustments(intersegment eliminations)	-160	-305	-443	-616	0				-300	-550
	Consolidated total	2,476	4,596	7,660	9,371	2,522				4,000	8,500
Ordinary Profit		2,998	5,220	8,396	10,296	2,927				4,300	9,000
Profit attributable to owners of parent		2,068	3,667	6,080	8,755	2,370				3,300	8,100

	(Millions of yen)	FY2023				FY2024			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net sales	Domestic Food business	15,626	15,456	17,046	15,024	16,441			
	Household Food	3,403	3,202	3,452	3,079	3,397			
	Commercial Food	5,397	5,242	5,892	5,355	5,946			
	Processed Food Ingredients	6,825	7,012	7,701	6,589	7,097			
	Domestic Chemical business	1,879	1,892	2,086	1,895	1,913			
	Overseas business	5,052	5,370	5,657	5,829	5,548			
	Adjustments(intersegment eliminations)	-368	-295	-345	-324	-277			
	Consolidated total	22,189	22,424	24,445	22,425	23,626			
Operating profit	Domestic Food business	1,968	1,607	2,248	1,138	1,910			
	Domestic Chemical business	188	153	215	235	222			
	Overseas business	479	504	739	509	388			
	Adjustments(intersegment eliminations)	-160	-145	-137	-173	0			
	Consolidated total	2,476	2,119	3,064	1,710	2,522			
Ordinary Profit		2,998	2,222	3,175	1,900	2,927			
Profit attributable to owners of parent		2,068	1,598	2,413	2,675	2,370			