

# **Supplementary Schedules**

# **Consolidated Financial Results**

for Q1 FY2023 Three-months Period Ended June, 2022

IFRS

**Kikkoman Corporation** 

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- Forecasts throughout this document were based on the economic environment as of the time they were prepared. Kikkoman therefore wishes to caution readers that actual results may differ materially from forecasts due to a number of unpredictable factors.

# I. Major consolidated performance indicators

Consolidated Results		2020.3	2021.3	2022.3	2023.3
		Actual	Actual	Actual	Forecast
Revenue	millions of yen	439,627	439,411	516,440	596,700
YoY change	· %	,	(0.0)	17.5	15.5
Business profit	millions of yen	38,041	42,650	52,273	55,100
(Business profit ratio)	%	8.7	9.7	10.1	9.2
YoY change	%	-	12.1	22.6	5.4
Operating profit	millions of yen	34,903	41,672	50,682	52,800
(Operating profit ratio)	%	7.9	9.5	9.8	8.8
YoY change	%	-	19.4	21.6	4.2
Profit before income taxes	millions of yen	37,814	43,194	54,231	56,200
(Profit before income tax ratio)	%	8.6	9.8	10.5	9.4
YoY change	%	-	14.2	25.6	3.6
Profit for the period/year attributable to owners of	millions of yen	26,827	31,159	38,903	40,700
the parent	minoris or yen	20,027	51,155	50,905	40,700
(Ratio of profit for the period/year attributable to	%	6.1	7.1	7.5	6.8
owners of the parent to revenue)		0.1		1.0	
YoY change	%	-	16.1	24.9	4.6
Comprehensive income for the period/year	millions of yen	16,018	43,919	61,686	-
attributable to owners of the parent	minorio or yen				
Basic earnings per share	yen	139.74	162.31	202.94	212.49
Diluted earnings per share	yen	-	-	-	-
Cash dividends per share	yen	42.00	45.00	61.00	61.00
Dividend payout ratio (consolidated)	%	30.1	27.7	30.1	28.7
Total equity	millions of yen	277,543	313,514	363,907	-
Equity attributable to owners of the parent	millions of yen	272,258	308,130	357,816	-
Equity attributable to owners of the parent per	yen	1,418.20	1,605.08	1,868.13	_
share		1,410.20	1,000.00	1,000.10	
Total assets	millions of yen	398,698	438,508	503,061	-
Equity attributable to owners of the parent to total	%	68.3	70.3	71.1	_
assets	70	00.0	70.0	7	
D/E ratio	%	16.9	14.6	13.1	-
Ratio of dividend to equity attributable to owners	%	3.0	3.0	3.5	-
of the parent (consolidated)					
ROE attributable to owners of the parent	%	10.0	10.7	11.7	-
Ratio of profit before income taxes to total assets	%	9.6	10.3	11.5	-
Share price at end of period	yen	4,605	6,590	8,130	-
PER	times	33.0	40.6	40.1	-
Cash flows from operating activities	millions of yen	41,958	57,167	52,093	-
Cash flows from investing activities	millions of yen	(28,777)	(16,886)	(16,105)	-
Cash flows from financing activities	millions of yen	(11,400)	(15,420)	(17,900)	-
Cash and cash equivalents at end of period	millions of yen	28,103	55,678	79,229	-
Free cash flows	millions of yen	16,050	40,393	32,730	-
Free cash flows per share	yen	83.60	210.41	170.74	-
Interest bearing debt	millions of von	45 025	11 013	46 704	
Interest-bearing debt Capital expenditures	millions of yen millions of yen	45,925 29,103	44,943 20,946	46,704 24,617	- 48,500
Depreciation and amortization	millions of yen	18,287	20,940 19,371	24,017 20,041	48,500 22,800
R&D costs	millions of yen	4,406	4,758	4,892	22,000
Net financial income (loss)	millions of yen	4,400	4,738	4,092	-
Average term exchange rate	yen/US\$	109.10	106.17	112.86	- 129.19
Number of employees	people	7,376	7,645	7,686	120.10
Average number of temporary workers	people	7,370	646	633	-
Shares issued and outstanding at end of period	thousand	191,974	191,971	191,537	-
onares issued and outstanding at end of period	แบบรสเป็	131,374	191,971	191,007	-

(Notes) 1. Revenue does not include consumption and other taxes.

2. Free cash flows = Cash flows from operating activities

- Cash used for the acquisition of property, plant and equipment and intangible assets

+ Cash provided from the sale of property, plant and equipment and intangible assets

3. Interest-bearing debt refers to all liabilities on the consolidated statement of financial position on which interest is paid.

4. Net financial income = Interest and dividend income - Interest expense

5. Equity attributable to owners of the parent = Total equity - Share acquisition rights - Non-controlling interest

6. D/E ratio = Interest-bearing debt/Equity attributable to owners of the parent

7. Shares issued and outstanding at end of period is computed, excluding treasury stock.

8. Business profit = Revenue - Cost of sales - Selling, general and administrative expenses

# II. Business performance

# 1. Exchange rates

### [Exchange Rates]

	Current ye	ear actual	Previous y	ear actual	Change increase (decrease)				
	Period	End of	Period	End of	Period	%	End of	0/	
	average (22.4-22.6)	period (22.6)	average (21.4-21.6)	period (22.3)	average		period	%	
US\$	129.04	136.68	110.00	122.39	19.04	117.3	14.29	111.7	
EURO	138.24	142.67	131.78	136.70	6.46	104.9	5.97	104.4	
S\$	93.85	98.10	82.38	90.49	11.47	113.9	7.61	108.4	
A\$	92.39	93.90	84.20	92.00	8.19	109.7	1.90	102.1	

# 2. Consolidated business performance

#### Revenue

Millions of yen

		2022.6 Actual	2021.6 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Soy Sauce	10,367	10,349	18	100.2	18	100.2
	Food Products	13,215	14,163	(948)	93.3	(948)	93.3
	Portion accounted for by soy sauce derivative products	9,089	8,735	354	104.1	354	104.1
	Beverages	11,183	11,400	(216)	98.1	(216)	98.1
	Portion accounted for by soy milk beverages	8,006	8,284	(277)	96.7	(277)	96.7
	Liquor and Wine	2,294	1,953	340	117.4	340	117.4
	Eliminations	(64)	(48)	(16)	-	(16)	-
	Foods—Manufacturing and Sales	36,996	37,818	(822)	97.8	(822)	97.8
	Others	5,406	5,253	152	102.9	152	102.9
	Eliminations	(3,052)	(3,075)	23	-	23	-
	Total	39,350	39,996	(646)	98.4	(646)	98.4
Overseas	Soy Sauce	29,423	24,227	5,196	121.4	1,671	106.9
	Del Monte	1,828	1,391	437	131.4	207	114.9
	Other Foods	3,464	2,881	582	120.2	71	102.5
	Foods—Manufacturing and Sales	34,716	28,500	6,216	121.8	1,950	106.8
	Foods—Wholesale	79,662	60,289	19,372	132.1	9,249	115.3
	Eliminations	(4,706)	(3,935)			(239)	-
	Total	109,672	84,854	24,818	129.2	10,961	112.9
	(Holding Company)	6,297	6,200	97	101.6		101.6
Eliminatio	ns	(7,572)	(7,311)		-	(260)	-
Consolida	ted Total	147,748	123,739	24,008	119.4	10,152	108.2

### Business profit

		2022.6 Actual	2021.6 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Foods—Manufacturing and Sales	3,291	3,239	52	101.6	52	101.6
	Others	478	373	104	128.0	104	128.0
	Total	3,779	3,622	157	104.3	157	104.3
Overseas	Foods—Manufacturing and Sales	7,306	6,287	1,019	116.2	258	104.1
	Foods—Wholesale	5,733	4,612	1,121	124.3	481	110.4
	Total	12,886	10,881	2,004	118.4	650	106.0
Kikkoman	(Holding Company)	3,052	3,125	(72)	97.7	(72)	97.7
Eliminatio	ns	(3,266)	(3,325)	59	-	(54)	-
	Consolidated Total	16,452	14,303	2,149	115.0	680	104.8
Operating	profit	15,702	14,335	1,367	109.5	18	100.1
Profit before income taxes		16,979	16,076	902	105.6	(461)	97.1
Profit for t parent	he period attributable to owners of the	12,127	11,599	527	104.5	(477)	95.9

# 3. Consolidated business performance in Japan

Reve	nue					Millio	ns of yen
		2022.6 Actual	2021.6 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Soy Sauce	10,367	10,349	18	100.2	18	100.2
	Food Products	13,215	14,163	(948)	93.3	(948)	93.3
	Portion accounted for by soy sauce derivative products	9,089	8,735	354	104.1	354	104.1
	Beverages	11,183	11,400	(216)	98.1	(216)	98.1
	Portion accounted for by soy milk beverages	8,006	8,284	(277)	96.7	(277)	96.7
	Liquor and Wine	2,294	1,953	340	117.4	340	117.4
	Eliminations	(64)	(48)	(16)	-	(16)	-
	Foods—Manufacturing and Sales	36,996	37,818	(822)	97.8	(822)	97.8
	Others	5,406	5,253	152	102.9	152	102.9
	Eliminations	(3,052)	(3,075)	23	-	23	-
	Total	39,350	39,996	(646)	98.4	(646)	98.4

#### **Business profit**

		2022.6 Actual	2021.6 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Foods—Manufacturing and Sales	3,291	3,239	52	101.6	52	101.6
	Others	478	373	104	128.0	104	128.0
	Total	3,779	3,622	157	104.3	157	104.3

#### Analysis of cause

Main factors that contributed to an increase(decrease) in business profit (Unit: billions of yen) Japan +¥0.16 billion 3.62 June 2021 Impact of difference in revenue 0.83 and structural strengthening (0.97) Impact of raw materials, etc. 0.35 Impact of advertising expenses (0.03) Impact of depreciation and amortization Impact of other fixed expenses, (0.02) etc. 3.78 June 2022

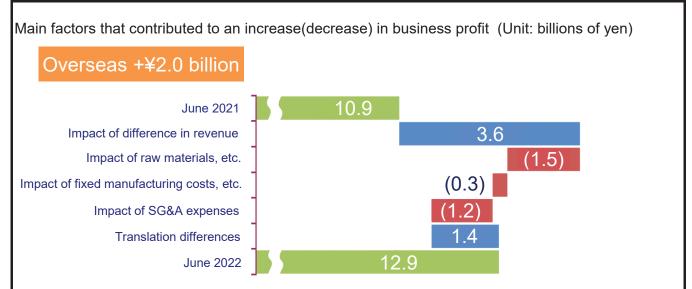
### 4. Consolidated business performance overseas

Revenu	le							Millio	ons of yen
				2022.6 Actual	2021.6 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Overseas			Soy Sauce	19,153	14,720	4,433	130.1	1,606	110.9
	America		Other Foods	3,464	2,881	582	120.2	71	102.5
		Fo	ods—Manufacturing and Sales	22,618	17,602	5,015	128.5	1,678	109.5
		Fo	ods—Wholesale	60,013	45,074	14,938	133.1	6,179	113.7
		Eli	minations	(3,069)	(2,530)	(539)	-	(86)	-
	Total			79,562	60,147	19,415	132.3	7,771	112.9
	Europe	Fo	ods—Manufacturing and Sales	5,314	5,459	(145)	97.3	(393)	92.8
		Fo	ods—Wholesale	8,570	6,621	1,948	129.4	1,537	123.2
		Eli	minations	(1,117)	(1,075)	(42)	-	9	-
		Total			11,006	1,760	116.0	1,153	110.5
	Asia &		Soy Sauce	4,732	3,950	782	119.8	281	107.1
	Oceania		Del Monte	1,828	1,391	437	131.4	207	114.9
		Fo	ods—Manufacturing and Sales	6,561	5,341	1,220	122.8	489	109.2
		_	ods—Wholesale	10,259	7,578	2,681	135.4	1,654	121.8
		Eli	minations	(137)	(89)	(47)	-	(34)	-
			Total	16,684	12,830	3,853	130.0	2,109	116.4
	Others			15,534	11,845	3,689	131.1	3,689	131.1
	Eliminatio	ons		(14,874)	(10,974)	(3,899)	-	(3,762)	-
			Total	109,672	84,854	24,818	129.2	10,961	112.9

#### **Business** profit

			2022.6 Actual	2021.6 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Overseas	North	Foods—Manufacturing and Sales	5,166	3,889	1,276	132.8	604	115.5
	America	Foods—Wholesale	4,603	3,439	1,163	133.8	491	114.3
		Total	9,679	7,300	2,378	132.6	1,069	114.7
	Europe	Foods—Manufacturing and Sales	1,378	1,620	(242)	85.1	(300)	81.4
		Foods—Wholesale	439	439	(0)	100.0	(19)	95.5
		Total	1,759	2,054	(295)	85.6	(366)	82.2
	Asia &	Foods—Manufacturing and Sales	677	702	(24)	96.5	(96)	86.2
	Oceania	Foods—Wholesale	451	341	109	132.2	64	119.0
		Total	1,129	1,047	82	107.9	(33)	96.8
	Others		761	626	135	121.7	135	121.7
		Total	12,886	10,881	2,004	118.4	650	106.0

#### Analysis of cause



# 5. Other income(expenses) and finance income(costs)

[C	onsolidated Total]					Millior	ns of yen
		2022.6 Actual	2021.6 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Bu	siness profit	16,452	14,303	2,149	115.0	680	104.8
	Gain on sale of non-current assets	6	38	(32)	16.3	(32)	15.4
	Rental income	162	184	(22)	87.8	(23)	87.5
	Royalty income	94	65	29	144.7	29	144.7
	Foreign exchange gains	153	37	115	403.8	225	693.5
	Gain on revision of defined benefit plan	-	210	(210)	-	(210)	-
	Other	313	407	(94)	76.9	(98)	75.7
Tot	al of other income	729	944	(214)	77.2	(110)	88.3
	Loss on sale and disposal of non-current assets	209	107	101	194.6	101	194.4
	Impairment losses	0	42	(42)	1.1	(42)	1.0
	Foreign exchange losses	767	175	592	437.6	592	437.8
	Other	502	587	(84)	85.5	(100)	82.9
To	al of other expenses	1,479	912	566	162.1	551	160.4
	Total of other income and expenses	(750)	31	(781)	-	(662)	-
Ор	erating profit	15,702	14,335	1,367	109.5	18	100.1
	Net financial income	507	321	185	157.7	200	162.3
	Foreign exchange gains (losses) and gain (loss) on valuation of derivatives	471	153	318	306.8	288	287.5
	Other	222	1,195	(972)	18.6	(972)	18.6
	Total of finance income and costs	1,201	1,671	(469)	71.9	(483)	71.0
	are of profit of associates accounted for using the uity method	75	70	4	106.9	4	106.9
Pro	fit before income taxes	16,979	16,076	902	105.6	(461)	97.1
Inc	ome taxes	4,683	4,320	362	108.4	17	100.4
Pro	fit for the period	12,295	11,755	539	104.6	(478)	95.9
Pro	fit for the period attributable to non-controlling interests	168	156	12	107.9	(0)	99.4
Pro	fit for the period attributable to owners of the parent	12,127	11,599	527	104.5	(477)	95.9

# 6. Consolidated statement of financial position

20	022.6 Actual (compared with 20	22.3 result	s)		(	Millions of yen)
Γ		2022.6	6 Actual	li	ncrease/decrea	se
		Amount	Composition ratio (%)	Amount	Excluding exchange rate differences	Change from previous year (%)
I. (	Current assets	258,545	48.6	18,352	7,202	103.0
	Cash and cash equivalents	72,744	13.7	(6,485)	(7,760)	90.2
	Trade and other receivables	72,233	13.6	2,826	(399)	99.4
	Inventories	97,240	18.3	14,539	8,154	109.9
	Other financial assets	7,672	1.4	5,130	5,090	300.3
	Other current assets	8,654	1.6	2,341	2,117	133.5
11.	Non-current assets	273,207	51.4	10,339	1,655	100.6
	Property, plant and equipment	141,868	26.7	5,577	(530)	99.6
	Investment properties	9,261	1.7	(30)	(32)	99.6
	Right-of-use assets	24,460	4.6	1,074	(587)	97.5
	Goodwill	4,731	0.9	104	(001)	100.0
	Intangible assets	4,917	0.9	(30)	(156)	96.8
	Investments in associates accounted	1,017	0.0	(00)	(100)	00.0
	for using the equity method	3,932	0.7	(7)	(7)	99.8
	Other financial assets	72,279	13.6	3,317	2,853	104.1
	Employee defined benefit assets	7,501	1.4	(323)	(323)	95.9
	Deferred tax assets	4,099	0.8	668	452	113.2
	Other non-current assets	154	0.0	(12)	(13)	92.0
Τc	tal assets	531,752	100.0	28,691	8,857	101.8
					-	•
I. (	Current liabilities	78,674	14.8	(4,551)	(8,572)	89.7
	Trade and other payables	54,304	10.2	(5,269)	(7,880)	86.8
	Short-term borrowings	4,541	0.9	38	(37)	99.2
	Short-term lease liabilities	4,280	0.8	(33)	(259)	94.0
	Income tax payable	5,588	1.1	405	109	102.1
	Other financial liabilities	2,557	0.5	1,908	1,905	393.6
	Other current liabilities	7,403	1.4	(1,601)	(2,408)	73.2
II.	Non-current liabilities	58,463	11.0	2,535	391	100.7
	Long-term borrowings	13,000	2.4	-	-	100.0
	Long-term lease liabilities	22,923	4.3	1,280	(333)	98.5
	Deferred tax liabilities	9,739	1.8	984	593	106.8
	Employee defined benefit liabilities	5,650	1.1	327	200	103.8
	Other financial liabilities	3,955	0.7	(67)	(68)	98.3
	Other non-current liabilities	3,194	0.6	11	(0)	100.0
	Total liabilities	137,137	25.8	(2,015)	(8,180)	94.1
Тс	tal equity	394,615	74.2	30,707	17,038	104.7
	Total equity attributable to owners of the parent	388,311	73.0	30,494	16,850	104.7
	Non-controlling interests	6,304	1.2	212	187	103.1
	Total liabilities and equity	531,752	100.0	28,691	8,857	101.8

### III. Forcast of business performance

# 1. Forecast of consolidated business performance in Japan (1st half)

Rever	nue					Millio	ons of yen
		Fiscal 2023 H1 Forecast	Fiscal 2022 H1 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Soy Sauce	21,440	20,851	588	102.8	588	102.8
	Food Products	25,800	27,976	(2,176)	92.2	(2,176)	92.2
	Portion accounted for by soy sauce derivative products	18,120	17,557	562	103.2	562	103.2
	Beverages	22,900	23,051	(151)	99.3	(151)	99.3
	Portion accounted for by soy milk beverages	16,900	16,885	14	100.1	14	100.1
	Liquor and Wine	4,460	3,913	546	114.0	546	114.0
	Eliminations	(100)	(89)	(10)	-	(10)	-
	Foods—Manufacturing and Sales	74,500	75,704	(1,204)	98.4	(1,204)	98.4
	Others	10,800	10,606	193	101.8	193	101.8
	Eliminations	(6,010)	(6,128)	118	-	118	-
	Total	79,290	80,181	(891)	98.9	(891)	98.9

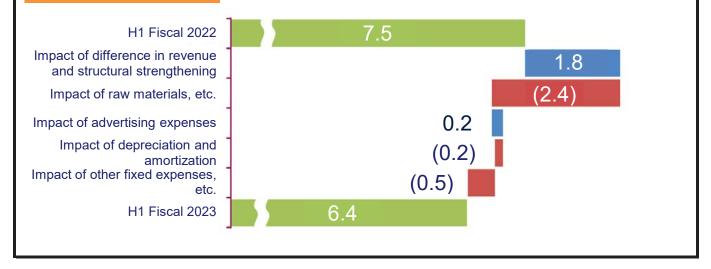
#### **Business profit**

		Fiscal 2023 H1 Forecast	Fiscal 2022 H1 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Foods—Manufacturing and Sales	5,540	6,578	(1,038)	84.2	(1,038)	84.2
	Others	840	876	(36)	95.8	(36)	95.8
	Total	6,390	7,474	(1,084)	85.5	(1,084)	85.5

Analysis of cause

Main factors that contributed to an increase(decrease) in business profit (Unit: billions of yen)

# Japan ¥(1.1) billion



### 2. Forecast of consolidated business performance overseas (1st half)

Revenu	е						Millions	of yen
			Fiscal 2023 H1 Forecast	Fiscal 2022 H1 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Overseas	North	Soy Sauce	36,400	28,877	7,522	126.0	, i	108.6
	America	Other Foods	7,090	6,176	913	114.8	( )	98.4
		Foods—Manufacturing and Sales	43,490	35,054	8,435	124.1	2,382	106.8
		Foods—Wholesale	117,570	91,537	26,032	128.4	9,428	110.3
		Eliminations	(5,410)	(4,937)	(472)	-	302	-
		Total	155,650	121,653	33,996	127.9	12,112	110.0
	Europe	Foods—Manufacturing and Sales	11,720	10,806	913	108.5		102.8
		Foods—Wholesale	16,940	14,023	2,916	120.8	2,008	114.3
		Eliminations	(2,510)	(2,154)	(355)	-	(216)	-
		Total	26,150	22,674	3,475	115.3	2,090	109.2
	Asia &	Soy Sauce	9,010	8,131	878	110.8	(115)	98.6
	Oceania	Del Monte	3,860	3,028	831	127.5	345	111.4
		Foods—Manufacturing and Sales	12,870	11,160	1,709	115.3	230	102.1
		Foods—Wholesale	19,010	14,087	4,922	134.9	2,925	120.8
		Eliminations	(260)	(185)	(74)	-	(47)	-
		Total	31,620	25,062	6,557	126.2	3,107	112.4
	Others		28,370	23,387	4,982	121.3	4,982	121.3
	Elimination	s	(25,120)	(22,094)	(3,025)	-	(2,753)	-
		Total	216,670	170,683	45,986	126.9	19,540	111.4

#### **Business profit**

			Fiscal 2023 H1 Forecast	Fiscal 2022 H1 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Overseas	North	Foods—Manufacturing and Sales	9,250	7,419	1,830	124.7	583	107.9
	America	Foods—Wholesale	8,530	6,244	2,285	136.6	1,083	117.4
		Total	17,610	13,621	3,988	129.3	1,614	111.9
	Europe	Foods—Manufacturing and Sales	3,150	3,283	(133)	95.9	(308)	90.6
		Foods—Wholesale	890	973	(83)	91.4	(133)	86.3
		Total	3,980	4,239	(259)	93.9	(491)	88.4
	Asia &	Foods—Manufacturing and Sales	1,410	1,496	(86)	94.2	(253)	83.1
	Oceania	Foods—Wholesale	740	505	234	146.3	156	130.8
		Total	2,160	2,007	152	107.6	(96)	95.2
	Others		1,350	1,177	172	114.7	172	114.7
		Total	24,600	20,681	3,918	118.9	1,118	105.4
		Exchange rate: Yen/US\$ Yen/EUR	128.49 138.61	110.18 130.97	18.31 7.64			

#### Analysis of cause

Main factors that contributed to an increase(decrease) in business profit (Unit: billions of yen) Overseas +¥3.9 billion H1 Fiscal 2022 20.7 6.3 Impact of difference in revenue Impact of raw materials, (3.0)etc. Impact of fixed manufacturing (0.4) costs. etc. (1.8)Impact of SG&A expenses **Translation differences** 2.8 24.6 H1 Fiscal 2023

### 3. Forecast of consolidated business performance in Japan (2nd half)

Rever	nue					Millio	ons of yen
		Fiscal 2023 H2 Forecast	Fiscal 2022 H2 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Soy Sauce	22,530	21,910	619	102.8	619	102.8
	Food Products	23,760	25,666	(1,906)	92.6	(1,906)	92.6
	Portion accounted for by soy sauce derivative products	16,530	16,193	336	102.1	336	102.1
	Beverages	22,990	20,530	2,459	112.0	2,459	112.0
	Portion accounted for by soy milk beverages	17,130	15,334	1,795	111.7	1,795	111.7
	Liquor and Wine	5,220	5,089	130	102.6	130	102.6
	Eliminations	(70)	(85)	15	-	15	-
	Foods—Manufacturing and Sales	74,430	73,111	1,318	101.8	1,318	101.8
	Others	11,290	11,037	252	102.3	252	102.3
	Eliminations	(5,940)	(6,123)	183	-	183	-
	Total	79,780	78,025	1,754	102.2	1,754	102.2

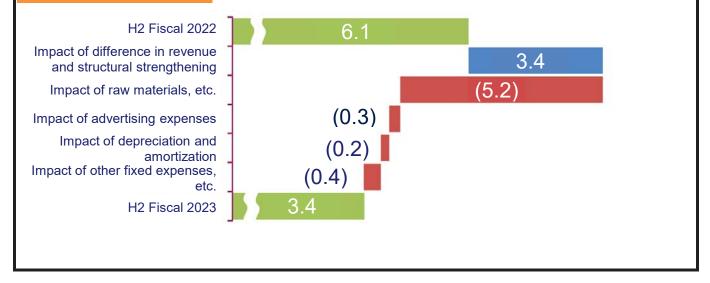
#### **Business** profit

		Fiscal 2023 H2 Forecast	Fiscal 2022 H2 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Foods—Manufacturing and Sales	2,530	5,043	(2,513)	50.2	(2,513)	50.2
	Others	840	993	(153)	84.5	(153)	84.5
	Total	3,380	6,051	(2,671)	55.9	(2,671)	55.9

#### Analysis of cause

Main factors that contributed to an increase(decrease) in business profit (Unit: billions of yen)

# Japan ¥(2.7) billion



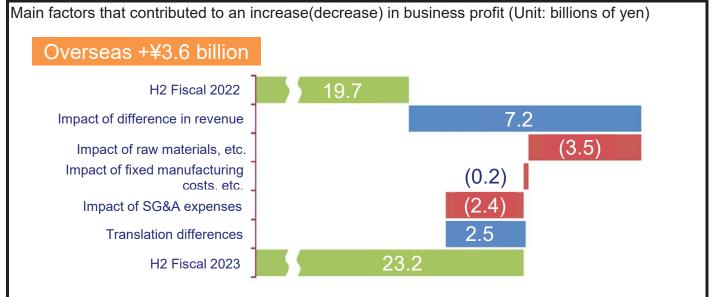
### 4. Forecast of consolidated business performance overseas (2nd half)

Revenu	е						Millions	of yen
			Fiscal 2023 H2 Forecast	Fiscal 2022 H2 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Overseas	North	Soy Sauce	37,120	30,010	7,109	123.7	3,085	110.3
	America	Other Foods	8,240	6,499	1,740	126.8		112.5
		Foods—Manufacturing and Sales	45,360	36,509	8,850	124.2		110.7
		Foods—Wholesale	122,130	102,303	19,826	119.4		106.2
		Eliminations	(5,770)		(1,289)	-	(648)	-
		Total	161,720	134,332	27,387	120.4		107.2
	Europe	Foods—Manufacturing and Sales	12,970	10,380	2,589	124.9	· ·	117.1
		Foods—Wholesale	17,370	15,296	2,073	113.6		107.4
		Eliminations	(2,490)		(530)	-	(373)	-
		Total	27,850	23,717	4,132	117.4		110.7
	Asia &	Soy Sauce	9,610	7,941	1,668	121.0		109.4
	Oceania	Del Monte	4,360	3,674	685	118.7	237	106.5
		Foods—Manufacturing and Sales	13,970	11,615	2,354	120.3		108.5
		Foods—Wholesale	18,750	16,382	2,367	114.4		104.9
		Eliminations	(100)		102	-	110	-
		Total	32,620	27,796	4,823	117.4	,	106.9
	Others		28,530	31,292	(2,762)	91.2	(2,762)	91.2
	Eliminations		(24,990)		166	-	386	-
		Total	225,730	191,982	33,747	117.6	11,677	106.1

#### **Business profit**

			Fiscal 2023 H2 Forecast	Fiscal 2022 H2 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Overseas	North	Foods—Manufacturing and Sales	8,890	6,701	2,188	132.7	1,110	116.6
	America	Foods—Wholesale	7,350	6,974	375	105.4	(411)	94.1
		Total	16,230	13,704	2,525	118.4	605	104.4
	Europe	Foods—Manufacturing and Sales	2,910	2,408	501	120.8	317	113.2
		Foods—Wholesale	890	702	187	126.8	142	120.3
		Total	3,810	3,081	728	123.6	493	116.0
	Asia &	Foods—Manufacturing and Sales	1,540	1,052	487	146.3	336	131.9
	Oceania	Foods—Wholesale	670	568	101	117.8	45	107.9
		Total	2,140	1,623	516	131.8	306	118.9
	Others		1,150	1,255	(105)	91.6	(105)	91.6
		Total	23,240	19,669	3,570	118.2	1,112	105.7
		Exchange rate: Yen/US\$ Yen/EUR	130.00 140.00	115.99 131.06	14.02 8.94			

#### Analysis of cause



# 5. Forecast of consolidated business performance (full year)

Revenu	e					Millic	ons of yen
		Fiscal 2023 Forecast	Fiscal 2022 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Soy Sauce	43,970	42,762	1,207	102.8	1,207	102.8
	Food Products	49,560	53,642	(4,082)	92.4	(4,082)	92.4
	Portion accounted for by soy sauce derivative products	34,650	33,751	898	102.7	898	102.7
	Beverages	45,890	43,582	2,307	105.3	2,307	105.3
	Portion accounted for by soy milk beverages	34,030	32,219	1,810	105.6	1,810	105.6
	Liquor and Wine	9,680	9,002	677	107.5	677	107.5
	Eliminations	(170)	(174)	4	-	4	-
	Foods—Manufacturing and Sales	148,930	148,815	114	100.1	114	100.1
	Others	22,090	21,643	446	102.1	446	102.1
	Eliminations	(11,950)	(12,252)	302	-	302	-
	Total	159,070	158,207	862	100.5	862	100.5
Overseas	Soy Sauce	117,400	96,414	20,985	121.8	8,796	109.1
	Del Monte	8,220	6,703	1,516	122.6	583	108.7
	Other Foods	15,330	12,675	2,654	120.9	716	105.7
	Foods—Manufacturing and Sales	140,950	115,793	25,156	121.7	10,096	108.7
	Foods—Wholesale	319,370	262,068	57,301	121.9	22,038	108.4
	Eliminations	(17,920)	(15,195)	(2,724)	-	(916)	-
	Total	442,400	362,666	79,733	122.0	31,218	108.6
Kikkoman	(Holding Company)	22,980	22,316	663	103.0	663	103.0
Eliminatio	ns	(27,750)	(26,748)	(1,001)	-	(1,001)	-
	Consolidated Total	596,700	516,440	80,259	115.5	31,743	106.1

### Business profit

		Fiscal 2023 Forecast	Fiscal 2022 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Foods—Manufacturing and Sales	8,070	11,622	(3,552)	69.4	(3,552)	69.4
	Others	1,680	1,870	(190)	89.8	(190)	89.8
	Total	9,770	13,525	(3,755)	72.2	(3,755)	72.2
Overseas	Foods—Manufacturing and Sales	27,460	22,711	4,748	120.9	1,744	107.7
	Foods—Wholesale	20,670	17,686	2,983	116.9	727	104.1
	Total	47,840	40,351	7,488	118.6	2,230	105.5
Kikkoman	(Holding Company)	8,260	9,246	(986)	89.3	(986)	89.3
Elimination	าร	(10,770)	(10,849)	79	-	(306)	-
	Consolidated Total	55,100	52,273	2,826	105.4	(2,817)	94.6
Operating	profit	52,800	50,682	2,117	104.2	(3,107)	93.9
Profit befo	re income taxes	56,200	54,231	1,968	103.6	(3,272)	94.0
Profit for th parent	ne year attributable to owners of the	40,700	38,903	1,796	104.6	(2,114)	94.6
	Exchange rate	100.10	110.00	10.00			
	Yen/US\$	129.19	112.86	16.33			
	Yen/EUR	139.25	131.01	8.24			

# 6. Forecast of consolidated business performance in Japan (full year)

Rever	nue					Millio	ons of yen
		Fiscal 2023 Forecast	Fiscal 2022 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Soy Sauce	43,970	42,762	1,207	102.8	1,207	102.8
	Food Products	49,560	53,642	(4,082)	92.4	(4,082)	92.4
	Portion accounted for by soy sauce derivative products	34,650	33,751	898	102.7	898	102.7
	Beverages	45,890	43,582	2,307	105.3	2,307	105.3
	Portion accounted for by soy milk beverages	34,030	32,219	1,810	105.6	1,810	105.6
	Liquor and Wine	9,680	9,002	677	107.5	677	107.5
	Eliminations	(170)	(174)	4	-	4	-
	Foods—Manufacturing and Sales	148,930	148,815	114	100.1	114	100.1
	Others	22,090	21,643	446	102.1	446	102.1
	Eliminations	(11,950)	(12,252)	302	-	302	-
	Total	159,070	158,207	862	100.5	862	100.5

#### **Business profit**

		Fiscal 2023 Forecast	Fiscal 2022 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Japan	Foods—Manufacturing and Sales	8,070	11,622	(3,552)	69.4	(3,552)	69.4
	Others	1,680	1,870	(190)	89.8	(190)	89.8
	Total	9,770	13,525	(3,755)	72.2	(3,755)	72.2

#### Analysis of cause

Main factors that contributed to an increase(decrease) in business profit (Unit: billions of yen)

# Japan ¥(3.8) billion



# 7. Forecast of consolidated business performance overseas (full year)

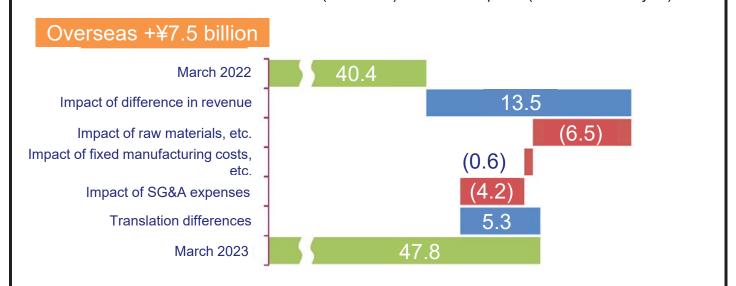
Revenu	е						Millions	of yen
			Fiscal 2023 Forecast	Fiscal 2022 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Overseas	North	Soy Sauce	73,520	58,888	14,631	124.8	5,565	109.5
	America	Other Foods	15,330	12,675	2,654	120.9	716	105.7
		Foods—Manufacturing and Sales	88,850	71,563	17,286	124.2	6,281	108.8
		Foods—Wholesale	239,700	193,841	45,858	123.7	15,792	108.1
		Eliminations	(11,180)	(9,418)	(1,761)	-	(346)	-
		Total	317,370	255,986	61,383	124.0	21,727	108.5
	Europe	Foods—Manufacturing and Sales	24,690	21,186	3,503	116.5	2,073	109.8
		Foods—Wholesale	34,310	29,319	4,990	117.0	3,141	110.7
		Eliminations	(5,000)	(4,114)	(885)	-	(589)	-
	Total		54,000	46,392	7,607	116.4	4,625	110.0
	Asia &	Soy Sauce	18,620	16,072	2,547	115.8	633	103.9
	Oceania	Del Monte	8,220	6,703	1,516	122.6	583	108.7
		Foods—Manufacturing and Sales	26,840	22,775	4,064	117.8	1,217	105.3
		Foods—Wholesale	37,760	30,470	7,289	123.9	3,731	112.2
		Eliminations	(360)		27	-	63	-
		Total	64,240	52,858	11,381	121.5	5,012	109.5
	Others		56,900	54,680	2,219	104.1	2,219	104.1
	Eliminations		(50,110)		(2,858)	-	(2,366)	-
	Total		442,400	362,666	79,733	122.0	31,218	108.6

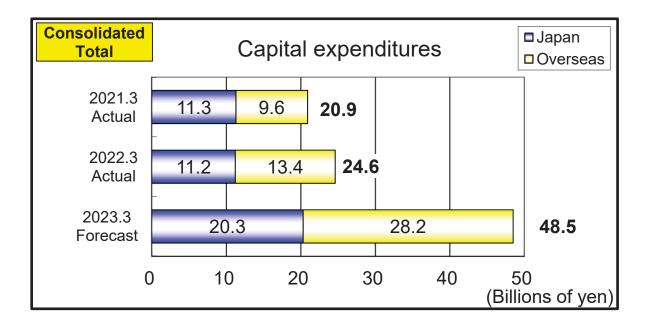
#### **Business** profit

			Fiscal 2023 Forecast	Fiscal 2022 Actual	Change increase (decrease)	%	Change excluding translation difference	%
Overseas	North	Foods—Manufacturing and Sales	18,140	14,120	4,019	128.5	1,693	112.0
	America	Foods—Wholesale	15,880	13,219	2,660	120.1	671	105.1
		Total	33,840	27,325	6,514	123.8	2,219	108.1
	Europe	Foods—Manufacturing and Sales	6,060	5,691	368	106.5	9	100.2
		Foods—Wholesale	1,780	1,675	104	106.2	8	100.5
		Total	7,790	7,320	469	106.4	1	100.0
	Asia &	Foods—Manufacturing and Sales	2,950	2,548	401	115.7	82	103.2
	Oceania	Foods—Wholesale	1,410	1,074	335	131.2	201	118.7
		Total	4,300	3,631	668	118.4	210	105.8
	Others		2,500	2,432	67	102.8	67	102.8
Total		47,840	40,351	7,488	118.6	2,230	105.5	

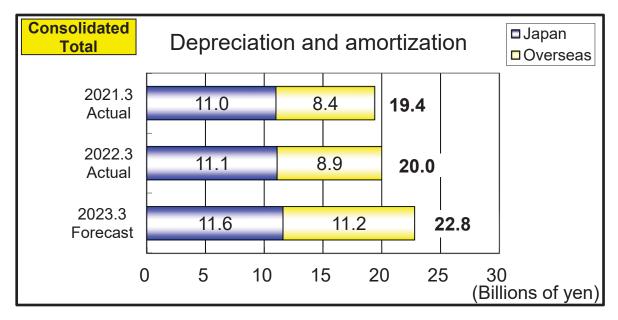
#### Analysis of cause

Main factors that contributed to an increase(decrease) in business profit (Unit: billions of yen)





### 8. Capital expenditures, depreciation and amortization



Capital expenditures (including investment properties, right-of-use assets and intangible assets)

			Millions of yen
	Consolidated	Japan	Overseas
2021.3 Actual	20,946	11,306	9,640
2022.3 Actual	24,617	11,190	13,427
2023.3 Forecast	48,500	20,300	28,200

Depreciation and amortization (including investment properties, right-of-use assets and intangible assets)

	Consolidated	Japan	Overseas
2021.3 Actual	19,371	11,014	8,357
2022.3 Actual	20,041	11,129	8,912
2023.3 Forecast	22,800	11,600	11,200