

## FY2025Q2 Earnings Conference: Major Q&A

|            |                                              |                               |                 |
|------------|----------------------------------------------|-------------------------------|-----------------|
| •Date/time | November 12, 2025 (Wed.) 10:00 - 11:00 (JST) |                               |                 |
| •Speaker   | President                                    | CEO (Chief Executive Officer) | Tatsuji Omori   |
|            | Director and Senior Executive Officer        | COO (Chief Operating Officer) | Hiroyuki Tanaka |
|            | Director and Senior Executive Officer        | CFO (Chief Financial Officer) | Sunao Maeda     |

**Q. Cocoa prices are trending downward but what impact will that have on vegetable fats for chocolate (CBE) and Blommer?**

A. Cocoa prices are dropping but remain high compared to levels seen before prices began rising, thus we think CBE will continue to have a price advantage. In terms of the impact on Blommer, and this is not limited to North America, it will take time for the drop in cocoa prices to be reflected in final consumer prices. As such, we expect the impact on FY2025 will be limited but expect a recovery in demand from next fiscal year onward.

**Q. What is the view on sales volume and the unit price for vegetable fats for chocolate (CBE) next fiscal year?**

A. Regarding sales volume, production remains at near full capacity. We will work to eliminate production bottlenecks to meet demand. As for pricing, we will pay close attention to prices for CBE raw materials and cocoa as we engage in negotiations.

**Q. What is the background behind the growth in sales volume for Blommer compound products, which was 113% YoY for the first six months?**

A. The growth in compound products was thanks to building up a track record of CBE compound sales. We are planning on the full-scale deployment of CBE compound products once the new line at the Campbellford Plant begins operations in 2026.

**Q. It is understood that Blommer's reforms are progressing smoothly, but what aspects of management have changed?**

A. Due in part to having recorded significant losses in FY2024, we have been advancing improvement initiatives as the highest-priority issue for the entire Fuji Oil Group. We are steadily implementing measures, including adopting an integrated backbone system and dispatching staff from Japan and overseas Group companies. We will continue to treat this as our highest-priority issue and take a company-wide approach to making improvements.

**Q. It appears each area is seeing a trend towards decreased chocolate consumption. What is the projection looking forward?**

A. Overall, we are seeing a shift in demand from pure chocolate to compound chocolate, and sales remain strong in Japan and Brazil, where compound chocolate is widely adopted. While other areas are experiencing a downward trend, the first half was within assumptions. We expect to see a similar trend during the second half as well.

**Q. Please indicate the status of the China business.**

A. We continue to see consumer thrift due to ongoing economic stagnancy but we will work to improve conditions by expanding sales of products that meet consumer needs with a focus on our Group's strengths in product functionality.