

Q1/FY2019
IR information
(FYE March 2020)

Augst 5, 2019

FUJI OIL HOLDINGS INC.

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1. Consolidated profit and loss summary(FY2019Q1)

(Unit: JPY 100 million)

		FY2018 Q1	FY2019 Q1	YoY	
				Change	Rate of increase
Revenue	Vegetable Oils and Fats	271	246	(25)	(9.1)%
	Industrial Chocolate	195	408	+213	+109.5%
	Emulsified and Fermented Ingredients	210	206	(3)	(1.5)%
	Soy-based ingredients	89	89	(0)	(0.3)%
	Total	764	949	+185	+24.2%
Operating profit	Vegetable Oils and Fats	16	19	+3	+21.0%
	Industrial Chocolate	32	10	(22)	(68.7)%
	Emulsified and Fermented Ingredients	10	9	(1)	(10.0)%
	Soy-based ingredients	9	10	+1	+16.7%
	Consolidated adjustment / group administrative expenses	(8)	(8)	(0)	(1.7)%
Total	58	40	(18)	(31.7)%	
Operating margin		7.6%	4.2%	(3.4)pt	-
Ordinary profit		57	35	(23)	(39.3)%
Net income attributable to Owners of parent		35	32	(3)	(7.8)%
EBITDA		84	80	(5)	(5.4)%
ROE		8.8%	8.2%	(0.6)pt	-
Cash flows from operating activities		57	19	(38)	(67.2)%
Cash flows from investing activities		(46)	(42)	+3	+7.2%
Free cash flow		11	(24)	(35)	-
Net interest-bearing loans		445	1,452	+1,007	+226.2%
Net operating capital		617	726	+110	+17.8%
Net interest-bearing loans/EBITDA		1.3x	4.6x	+3.3x	-
CCC (Cash conversion cycle)		103days	123days	+ 20日	-

■Operating profit

< Key points >

Although increased in the Vegetable Oils and Fats and Soy-based ingredients, operating income decreased by 31.7% from the same period last year due to a decrease in profits in the Americas in Industrial Chocolate .

< By Division >

Vegetable Oils and Fats

Although sales of hard butters for chocolate decreased, income increased thanks to the normalization following the impact of cold climate in the Americas and improved profitability for raw materials in Europe.

Industrial Chocolate

In addition to sales of chocolate for ice cream decreased in Japan, sales decreased in Brazil and we recorded a reversal on the futures evaluation for Blommer.

Emulsified and Fermented Ingredients

Although sales of cream and other products in Japan, income decreased as there were no unrealized gains on inventory assets this fiscal year.

Soy-based ingredients

Income increased on firm sales of soy protein ingredients and soy protein foods.

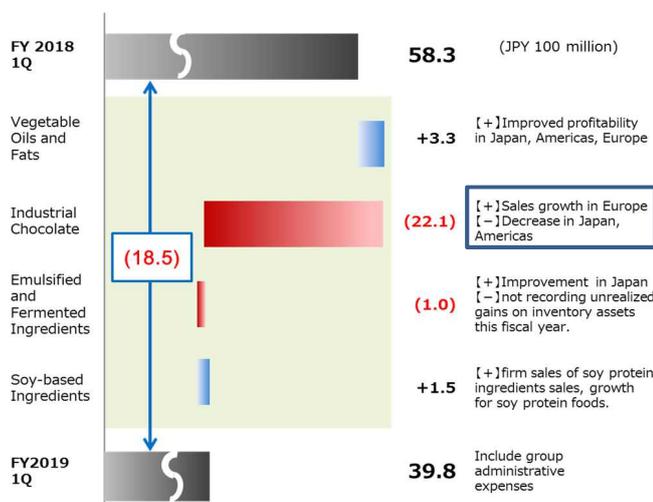
■Net income attributable to Owners of parent

Income declined despite the gain from sales of fixed assets and overcoming the impact of the Northern Osaka earthquake in FY2018.

■CCC

Long term due to new Blommer consolidation. 107 days except Blommer.

FY2019Q1 Operating profit analysis



Operating profit	FY18 Q1	FY19 Q1	YoY	Analysis
Industrial Chocolate	32.2	10.1	(22.1)	
Japan	15.0	13.6	(1.5)	Lower chocolate for ice cream sales volume.
Americas			(21.5)	
Harald Blommer			(12.0)	Blommer: Results surpassed projections due to sales growth for Value-Added products and improved profitability. Harald: Declined in profitability due to a reaction to the Easter sales season, which was strong in the previous year, and a decline in sales volume, but it generally progressed as planned.
Blommer: reversal of the futures evaluation			(9.5)	Reversal of the futures evaluation within expectations
SE Asia	2.2	2.0	(0.2)	
China	0.2	0.4	0.2	
Europe	0.1	1.0	0.9	Firm sales
Group administrative expenses	0.1	0.1	(0.1)	

◆2. Consolidated balance sheets

(Unit: JPY 100 million)

	FY2018 Year-end	FY2019 Q1	vs.end of previous FY	Major factors of change
Current assets	1,854	1,801	(53)	Decrease in cash and deposits
Fixed assets	1,980	2,002	+22	Increase in Right-of-use assets
Deferred assets	-	3	+3	Recorded bond issue cost
Total assets	3,834	3,806	(28)	
Intrest-bearing loans	1,605	1,608	+3	Increase in long term debt, Decrease in short term debt
Other liabilities	637	592	(45)	Decrease in payables, Increase in lease liability
Total liabilities	2,242	2,200	(42)	
Total net assets	1,592	1,606	+14	Increase in profit, dcreased dividend payment

◆3. Consolidated cash flow

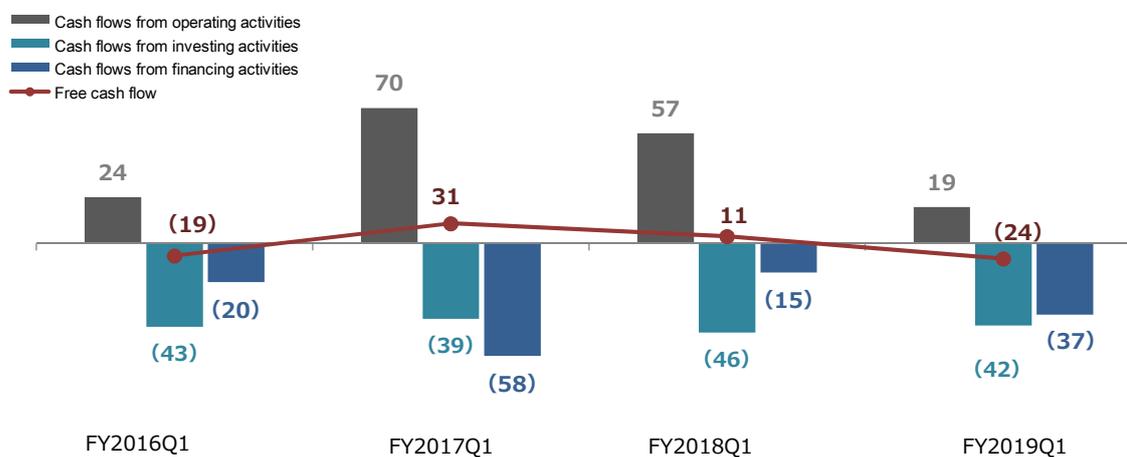
(Unit: JPY 100 million)

	FY2018 Q1	FY2019 Q1	YOY	Major factors of change
Income before income taxes	52	43	(8)	
Depreciation expenses	27	32	+5	
Goodwill amortization	2	9	+7	
Other changes	(23)	(66)	(43)	
Cash flows from operating activities	57	19	(38)	
Cash flows from investing activities	(46)	(42)	+3	
Free cash flow	11	(24)	(35)	
Loan procurements/ repayments	7	(13)	(19)	
Dividend payments, acquisition of treasury stock, etc.	(22)	(24)	(2)	
Cash flows from financing activities	(15)	(37)	(22)	
Net increase in cash and cash equivalents	(8)	(58)	(49)	
Cash and cash equivalents at end of period	122	156	+34	

(Note)Depreciation expenses includes depreciation expenses for both tangible fixed assets and intangible fixed assets.

Cash flow (Q1)

(Unit: JPY 100 million)



◆4. Consolidated benchmarks

(Unit: JPY 100 million)

	FY2017 Full-year	FY2018 Q1	FY2018 Full-year	FY2019 Q1	FY2019 Forecast
EBITDA	310	84	300	80	392
Capital Expenditures	147	41	159	29	220
Depreciation expenses	100	25	110	29	107
Intrest-bearing loans	566	567	1,605	1,608	1,535
Net interest-bearing loans	436	445	1,392	1,452	1,366
Net operating capital	633	617	171	726	745
Net interest-bearing loans/EBITDA	1.4	1.3	4.6	4.6	3.5
Net assets per share (JPY)	1,864	1,841	1,820	1,835	1,954
Equity ratio	59.2%	59.0%	40.8%	41.4%	42.7%
D/E ratio	0.35	0.36	1.03	1.02	0.91
Net D/E ratio	0.28	0.28	0.87	0.90	0.80
Cash flows from operating activities	282	57	226	19	320
Free cash flow	137	11	(565)	(24)	101
ROE	8.8%	8.8%	7.3%	8.2%	9.4%
ROA	7.4%	8.5%	5.5%	3.6%	5.7%
Operating profit margin	6.7%	7.6%	6.2%	4.2%	5.6%
CCC	103 days	103 days	*105days	123 days	105days

(Note) Depreciation expenses indicates depreciation expenses for tangible fixed assets.

Net assets indicates net assets related to common stock excluding holdings by non-controlling interests.

D/E Ratio = interest-bearing debt / Equity

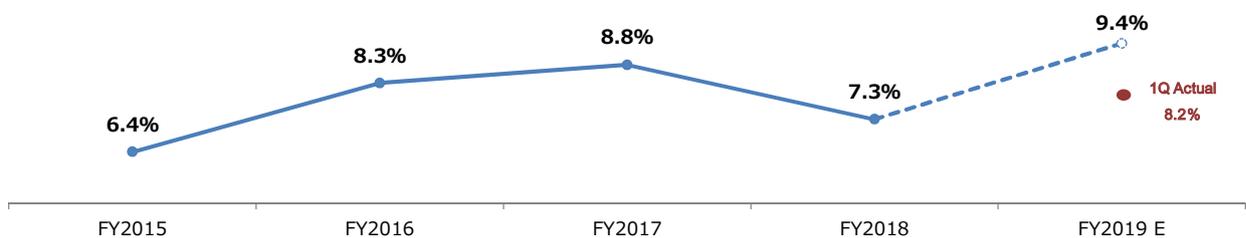
Net D/E Ratio=Net interest-bearing debt/(interest-bearing debt — cash and deposits)/shareholder's equity

ROE = net income /Average equity at beginning and end of period

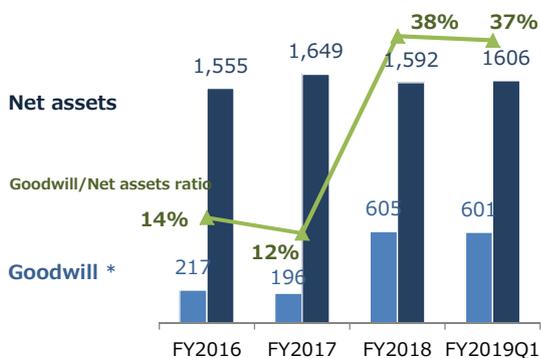
ROA = ordinary income / Average total assets at beginning and end of period

*Blommer is no included

ROE

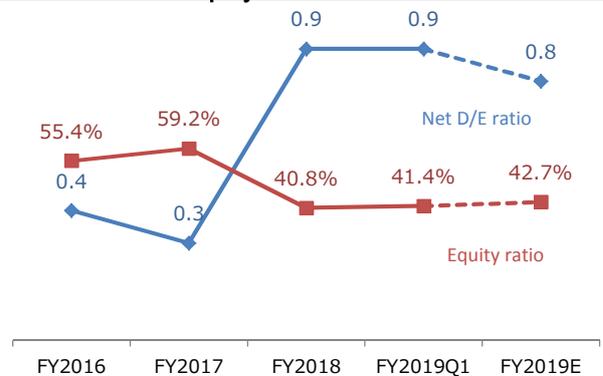


Goodwill / Net assets ratio (Unit:JPY 100 million)



* Goodwill in a broad sence

Net D/E ratio Equity ratio



◆5. FY2019 Forecast

FY2019 Forecast

(Unit: JPY 100 million)

		FY 2018	FY2019 forecast	YoY	
				Change	Rate of increase
Revenue	Vegetable Oils and Fats	1,097	1,139	+42	+3.9%
	Industrial Chocolate	686	1,874	+1,188	+173.3%
	Emulsified and Fermented Ingredients	865	915	+50	+5.8%
	Soy-based ingredients	361	372	+11	+3.0%
	Total	3,008	4,300	+1,292	+42.9%
Operating profit	Vegetable Oils and Fats	81	91	+9	+11.5%
	Industrial Chocolate	74	103	+29	+38.5%
	Emulsified and Fermented Ingredients	33	43	+10	+29.5%
	Soy-based ingredients	33	41	+8	+25.6%
	Consolidated adjustment / group administrative expenses	(37)	(38)	(1)	(3.9)%
Total	185	240	+55	+29.5%	
Operating margin		6.2%	5.6%	(0.6)pt	-
Ordinary profit		182	220	+38	+21.0%
Net income attributable to Owners of parent		116	152	+36	+31.2%

■Operating profit

< Key points >

In addition to expecting recovery for the Vegetable Oils and Fats business in Asia and the Americas, we expect the Industrial Chocolate division to overcome Blommer acquisition expenses and Blommer new consolidation contributions, and a change in depreciation and amortization methods in Japan (fixed rate method > straight line method, +0.8 billion yen). Planning for high profits on sales growth for the Japanese chocolate business and improved sales of soy protein foods in the Soy-based Ingredients business.

< By Division >

Vegetable Oils and Fats

In Japan and Europe, we anticipate the improvement in raw materials to settle. However, we plan to increase overall profits by sales increased in Southeast Asia mainly around hard butters for chocolate. And also, we plan to overcoming the impact of cold weather and hurricanes and increasing sales of hard butters for chocolate in North America

Industrial Chocolate

Plan to increase profits by overcoming the Blommer acquisition expenses and the new consolidation of Blommer. By region, we plan to increase sales of colored chocolate in Japan and increase sales in Asia and China.

Emulsified and Fermented Ingredients

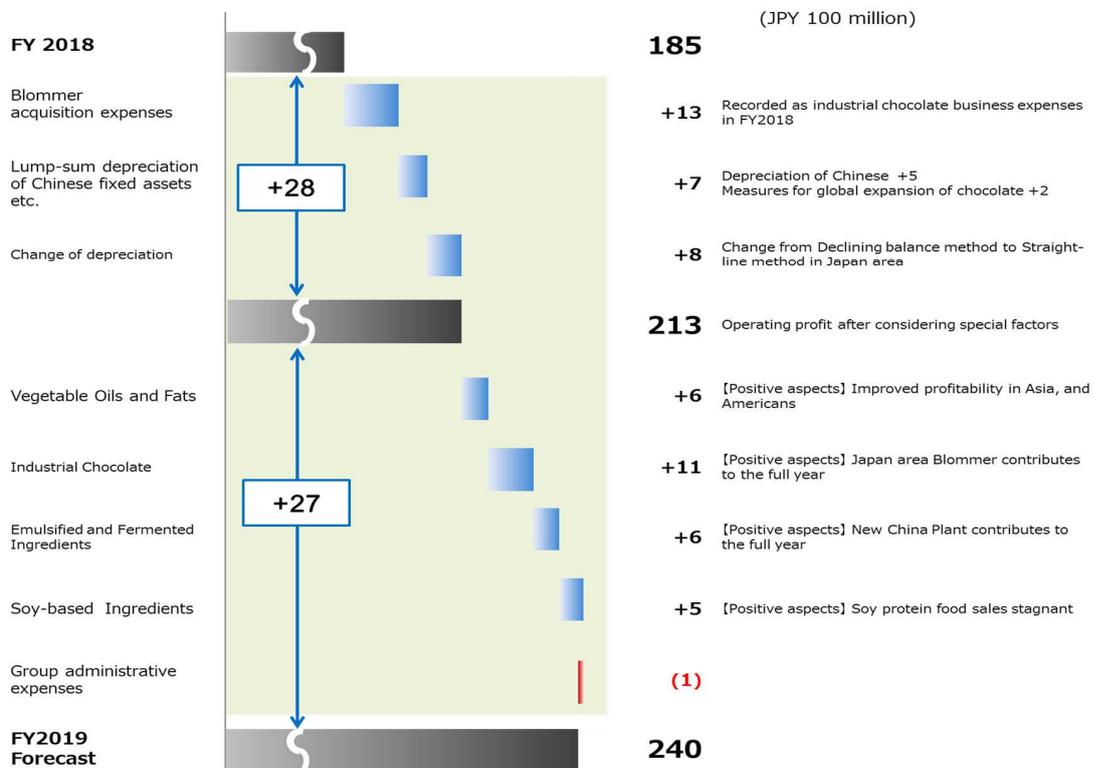
In addition to increasing customers and developing products to meet customer needs in Japan, we are planning on increased profits through full-year contributions in China from new plant.

Soy-based ingredients

Plan to increase profit by recovering sales of soy protein ingredients and increasing sales of functional agents such as water soluble poly saccharides.

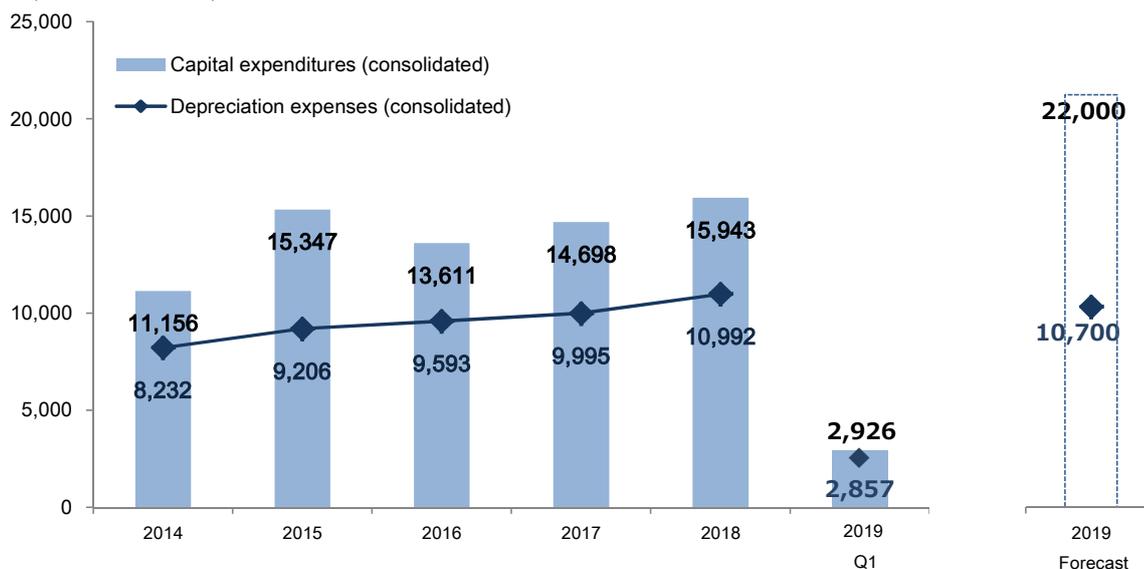
*Will change segments and segment names. Changing Confectionary and Bakery Ingredients to Industrial Chocolate and Emulsified and Fermented Ingredients, Oils and Fats to Vegetable Oils and Fats, and Soy to Soy-based Ingredients.

FY2019 forecast operating profit analysis



◆6.Capital expenditures, Depreciation expenses history

(Unit:JPY 1 million)



	Q1/FY2019	FY2019 Forecast
Capital expenditures:	2.9	22.0
<u>Major expenditures</u>		
· New production plant for Japanese textured soy protein	0.09	
· New production plant for USA Oils and Fats	0.5	5.1
· Capital expenditures for Blommer	0.2	1.3
Total depreciation expenses	2.9	10.7

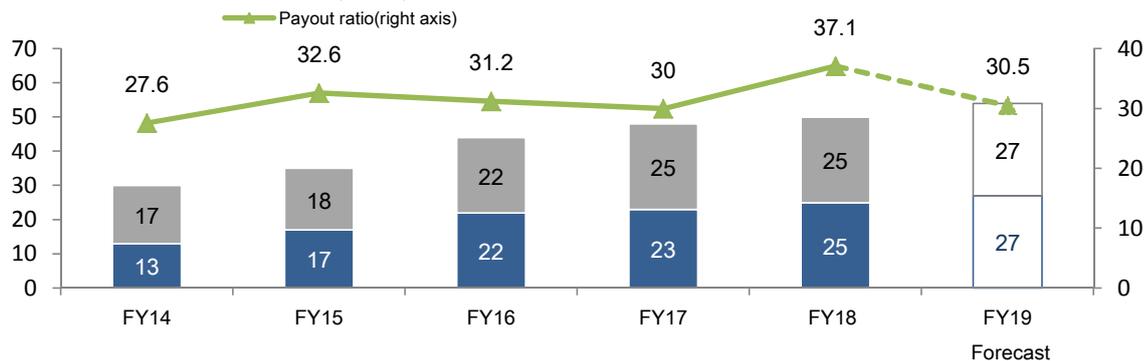
(Unit : billion Yen)

◆7.Dividend history

(Unit :JPY)

■ 2nd half(left axis)
■ 1st half(left axis)
— Payout ratio(right axis)

(Unit :%)



Unit:JPY

	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19 Forecast
1st half	12	12	13	13	17	22	23	25	27
2nd half	12	13	13	17	18	22	25	25	27
Payout ratio	24.9%	25.8%	27.4%	27.6%	32.6%	31.2%	30.0%	37.1%	30.5%
Total	24	25	26	30	35	44	48	50	54

◆8. Revenue, Operating profit (by region, division) (Q1)

Revenue

(Unit: JPY 1 million)

	FY	Japan		Americas		Southeast Asia		China		Europe		Consolidated Total	
			VS. Previous Year		VS. Previous Year		VS. Previous Year		VS. Previous Year		VS. Previous Year		VS. Previous Year
Vegetable Oils and Fats	2019 1Q	8,387	(818)	6,956	(244)	4,617	(121)	597	(214)	4,046	(1,072)	24,606	(2,467)
	2018 1Q	9,205		7,200		4,738		811		5,118		27,073	
Industrial Chocolate	2019 1Q	8,495	(468)	28,115	21,221	2,628	511	662	(68)	866	115	40,769	21,311
	2018 1Q	8,963		6,894		2,117		730		751		19,458	
Emulsified and Fermented Ingredients	2019 1Q	14,785	(733)			3,012	285	2,841	133			20,639	(315)
	2018 1Q	15,518				2,727		2,708				20,954	
Soy-based Ingredients	2019 1Q	8,278	63					637	(94)			8,916	(31)
	2018 1Q	8,215						731				8,947	
Revenue total	2019 1Q	39,947	(1,956)	35,072	20,978	10,258	675	4,740	(243)	4,912	(958)	94,930	18,496
	2018 1Q	41,903		14,094		9,583		4,983		5,870		76,434	

(Note) The Above revenue are revenue to outside customers (revenue after eliminating inside sales).

The European area is divided into segments Vegetable Oils and Fats and Industrial Chocolate from FY2019Q1 (conventionally represented using Industrial Chocolate in Vegetal Oils and Fats segments). In the above, FY20181Q results have also been retroactively revised.

Operating profit

(Unit: JPY 1 million)

	FY	Japan		Americas		Southeast Asia		China		Europe		Eliminated		Group administrative expenses		Consolidated Total	
			VS. Previous Year		VS. Previous Year		VS. Previous Year		VS. Previous Year		VS. Previous Year		VS. Previous Year		VS. Previous Year		VS. Previous Year
Vegetable Oils and Fats	2019 1Q	812	73	479	157	323	0	63	(30)	416	350	(179)	(218)			1,916	332
	2018 1Q	739		322		323		93		66		39				1,584	
Industrial Chocolate	2019 1Q	1,356	(147)	(703)	(2,151)	199	(22)	43	22	103	91	7	(5)			1,006	(2,213)
	2018 1Q	1,503		1,448		221		21		12		12				3,219	
Emulsified and Fermented Ingredients	2019 1Q	624	270			162	108	206	(13)			(116)	(462)			877	(97)
	2018 1Q	354				54		219				346				974	
Soy-based Ingredients	2019 1Q	921	100					92	91			14	(43)			1,027	147
	2018 1Q	821						1				57				880	
Consolidated adjustment	2019 1Q	28	(28)	9	2	(11)	(14)					2	68				
	2018 1Q	56		7		3						(66)					
Group administrative expenses	2019 1Q													(846)	(13)	(846)	(13)
	2018 1Q													(833)		(833)	
Operating profit total	2019 1Q	3,743	270	(214)	(1,991)	673	72	377	41	519	440	(272)	(662)	(846)	(13)	3,981	(1,845)
	2018 1Q	3,473		1,777		601		336		79		390		(833)		5,826	

The European area is divided into segments Vegetable Oils and Fats and Industrial Chocolate from FY2019Q1 (conventionally represented using Industrial Chocolate in Vegetable Oils and Fats segments). In the above, FY20181Q results have also been retroactively revised.

■ Key points

Segment	Area	FY2019 1Q
Vegetable Oils and Fats	Japan	Increased income on continuing focus on profitability.
	Americas	Increased income on recovery from the climate last year
	Southeast Asia	Although sales volume for hard butters for chocolate decreased, improved profitability for commodity oils and fats resulted in income that was largely unchanged from the previous fiscal year.
	China	Lower sales volume for hard butters for chocolate resulted in lower income.
	Europe	Income increased on improved profitability for raw materials.
Industrial Chocolate	Japan	Income decreased on lower chocolate for ice cream sales volume.
	Americas	Blommer sales volume increased but in addition to a reversal of a futures evaluations, income decreased significantly on lower sales volume.
	Southeast Asia	Existing business sales were firm but income decreased on goodwill depreciation.
	China	Income increased on improved profitability.
	Europe	Income increased on firm sales.
Emulsified and Fermented Ingredients	Japan	Income increased due to sales growth for cream for desserts.
	Southeast Asia	Income increased on improved profitability for Preparations.
	China	Filling sales increased but income decreased on lower sales of margarine and shortening.
	Consolidated adjustment	Income decreased on normalization after recording unrealized gains on inventory assets from the previous fiscal year.
Soy-based ingredients	Japan	Income increased on firm sales of soy protein ingredients and improved profitability.
		Income increased on the recovery of sales for soy protein foods.
	China	Income increased on sales growth for soy protein foods, etc.

◆(Reference)Revenue, Operating profit (by region, division)(FY)

Revenue

(Unit: JPY 1 million)

	FY	Japan		Americas		Southeast Asia		China		Europe		Consolidated	
			VS. Previous Year		VS. Previous Year		VS. Previous Year		VS. Previous Year		VS. Previous Year		VS. Previous Year
Vegetable Oils and Fats	2019 E	36,900	118	29,700	918	20,400	2,607	3,400	507	23,500	78	113,900	4,225
	2018	36,782	(502)	28,782	(2,392)	17,793	194	2,893	(653)	23,422	(552)	109,675	(3,903)
	2017	37,284		31,174		17,599		3,546		23,974		113,578	
Industrial Chocolate	2019 E	39,400	840	133,400	116,153	11,600	1,738	17,247	(2,374)			155,058	(1,004)
	2018	38,560	1,100	17,247	(2,374)	9,862	728	19,621	2,062			156,062	9,231
	2017	37,460		19,621		9,134		17,559				146,831	
Emulsified and Fermented Ingredients	2019 E	64,000	1,513			13,400	2,034	14,100	1,461			91,500	5,008
	2018	62,487	(3,544)			11,366	418	12,639	2,113			86,492	(1,013)
	2017	66,031				10,948		10,526				87,505	
Soy-based Ingredients	2019 E	34,500	1,371					2,700	(281)			37,200	1,090
	2018	33,129	(1,861)					2,981	(33)			36,110	(1,894)
	2017	34,990						3,014				38,004	
Revenue total	2019 E	174,800	3,841	163,100	117,070	45,400	6,378	23,200	1,790	23,500	78	430,000	129,156
	2018	170,959	(4,805)	46,030	(4,765)	39,022	1,341	21,410	1,981	23,422	(552)	300,844	(6,801)
	2017	175,764		50,795		37,681		19,429		23,974		307,645	

(Note) The above revenue are revenue to outside customers (revenue after eliminating inside sales).

*The above profit of Europe are before separating "Vegetable Oils and Fats" and "Industrial Chocolate".

Operating profit

(Unit: JPY 1 million)

	FY	Japan		Americas		Southeast Asia		China		Europe		Eliminated		Group administrative expenses		Consolidated Total	
			VS. Previous Year		VS. Previous Year		VS. Previous Year		VS. Previous Year		VS. Previous Year		VS. Previous Year		VS. Previous Year		VS. Previous Year
Vegetable Oils and Fats	2019 E	3,662	(322)	2,210	457	1,498	569	419	113	1,294	129	1	(8)			9,084	936
	2018	3,984	1,199	1,753	(545)	929	(284)	306	(186)	1,165	735	9	(58)			8,148	860
	2017	2,785	0	2,298		1,213		492		430		67				7,288	
Industrial Chocolate	2019 E	6,687	241	2,351	991	1,141	180	74	102			43	1,349			10,296	2,864
	2018	6,446	302	1,360	(43)	961	175	(28)	(136)			(1,306)	(1,347)			7,432	(1,051)
	2017	6,144		1,403		786		108				41				8,483	
Emulsified and Fermented Ingredients	2019 E	2,363	533			868	670	1,117	126			(49)	(349)			4,300	980
	2018	1,830	(792)			198	(1,056)	991	408			300	285			3,320	(1,152)
	2017	2,622		1,254		583					15					4,472	
Soy-based Ingredients	2019 E	3,433	785					559	(25)			138	82			4,130	841
	2018	2,648	(522)					584	279			56	(14)			3,289	(257)
	2017	3,170						305				70				3,546	
Consolidated adjustment	2019 E	232	1,420	0	9	15	60	(29)	(29)			(218)	(1,461)				
	2018	(1,188)	(1,436)	(9)	(16)	(45)	(38)					1,243	1,491				
	2017	248		7		(7)						(248)					
Group administrative expenses	2019 E													(3,809)	(144)	(3,809)	(144)
	2018													(3,665)	(357)	(3,665)	(357)
	2017													(3,308)		(3,308)	
Operating profit total	2019 E	16,377	2,655	4,561	1,458	3,523	1,479	2,140	287	1,294	129	(85)	(386)	(3,809)	(144)	24,000	5,475
	2018	13,722	(1,249)	3,103	(606)	2,044	(1,202)	1,853	366	1,165	735	301	356	(3,665)	(357)	18,525	(1,956)
	2017	14,971		3,709		3,246		1,487		430		(55)		(3,308)		20,481	

*Will change segments and segment names. Changing confectionary and bakery ingredients to industrial chocolate and emulsified and fermented ingredients, oils and fats to vegetable oils and fats, and soy to soy-based ingredients.

*The above operating profit of Europe are before separating "Vegetable Oils and Fats" and "Industrial Chocolate".

· From FY2018, we have changed format so that corporate expenses recorded for the Group main office and certain area management company are indicated separately.

· Will change segments and segment names. Changing confectionary and bakery ingredients to industrial chocolate and emulsified and fermented ingredients, oils and fats to vegetable oils and fats, and soy to soy-based ingredients. We will also change areas from Asia to Southeast Asia and China.

■ Key points

Segment	Area	FY2018	FY2019
Vegetable Oils and Fats	Japan	Profit improved on stable raw materials prices and a continued focus on profitability.	We will continue to focus on profitable sales but expect profits to decline.
	Americas	Profits declined mainly due to climate and other special factors.	We forecast increased profits on growth in sales of hard butters for chocolate and other products.
	Southeast Asia	Profits declined on decreased sales of raw materials such as commodity oils and fats.	We are planning for increase profits on growth in sales of hard butters for chocolate.
Industrial Chocolate	Japan	Sales were firm for gift products and colored chocolate.	We expect increased profits on contributions from the expanded colored chocolate production line, and other factors.
	Americas	We focused on profitable sales but profit decline on depreciation of the Brazilian real and other factors.	We are planning for increased profits on contributions from the new consolidation of Blommer.
	Southeast Asia, China	Profits increased thanks to firm sales in China.	In addition to the consolidation of IFS, we will implement sales expansion strategies to increase sales in Southeast Asia and China.
Emulsified and Fermented Ingredients		Sales grew thanks to the start of operations of new plant in China but profit decreased on lower sales in Japan.	We plan to increase profits by expanding sales in new Japanese markets and earning full-year contributions from new plant in China.
Soy-based ingredients		Profits declined due to decreased sales resulting from the renovations at the plant making soy protein foods.	We will increase profits by recovering sales of soy protein foods.

◆9. Mid-term strategic products Sales volume (YoY)

Segment	Product		FY2017						FY 2017	FY2018						FY 2018	FY2019	FY 2019 E
			1Q	2Q	1st half	3Q	4Q	2nd half		1Q	2Q	1st half	3Q	4Q	2nd half			
Vegetable Oils and Fats	Hard butters for chocolate	Japan	105%	90%	97%	102%	100%	101%	99%	96%	98%	97%	96%	96%	96%	97%	97%	100%
		Americas	89%	89%	89%	76%	88%	82%	85%	104%	103%	104%	109%	93%	101%	102%	98%	119%
		SE Asia	92%	98%	95%	133%	111%	122%	108%	112%	102%	107%	80%	98%	88%	97%	98%	102%
		China	106%	97%	102%	128%	116%	122%	114%	83%	103%	90%	96%	87%	91%	91%	73%	103%
		Europe	113%	91%	102%	100%	105%	102%	102%	92%	105%	98%	90%	90%	90%	93%	84%	98%
		Total	96%	93%	95%	105%	102%	104%	99%	103%	102%	103%	91%	95%	93%	97%	94%	105%
Industrial Chocolate	Chocolate	Japan	99%	101%	100%	99%	107%	103%	102%	102%	91%	96%	99%	90%	95%	96%	93%	103%
		Americas	100%	72%	89%	91%	89%	90%	89%	93%	92%	92%	102%	135%	110%	101%	87%	106% ^{*1}
		SE Asia	128%	121%	124%	147%	107%	123%	124%	104%	98%	101%	107%	104%	104%	103%	120%	127%
		China	88%	100%	95%	95%	85%	89%	92%	141%	114%	127%	114%	121%	118%	122%	99%	106%
		Europe	114%	106%	110%	104%	101%	102%	105%	122%	131%	127%	91%	117%	105%	123%	123%	105%
		Total	104%	95%	100%	103%	99%	101%	101%	100%	96%	98%	105%	110%	107%	103%	102%	110%
	Blommer(Ref)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	107%	- ^{*2}	
Emulsified and Fermented Ingredients	Cream	Japan	93%	105%	98%	110%	110%	110%	104%	104%	101%	102%	94%	99%	96%	99%	107%	103%
		SE Asia	95%	117%	107%	131%	137%	134%	120%	132%	103%	115%	99%	106%	103%	109%	129%	116%
	Margarine / shortening	Japan	100%	94%	97%	98%	100%	99%	98%	96%	98%	97%	96%	92%	94%	96%	84%	94%
		China	112%	114%	113%	116%	104%	110%	110%	95%	99%	97%	92%	122%	106%	103%	94%	145%
Filling	China	160%	159%	160%	178%	145%	159%	160%	161%	132%	145%	139%	141%	140%	142%	115%	116%	
Soy-based Ingredients	Soy protein ingredients	Japan	105%	106%	105%	100%	100%	100%	103%	104%	104%	104%	105%	102%	104%	104%	101%	103%
	Soy protein foods	Japan	94%	99%	97%	84%	81%	83%	89%	83%	84%	83%	103%	105%	104%	93%	108%	106%
	Functional agents	Japan	106%	111%	108%	96%	99%	98%	103%	96%	107%	102%	91%	107%	99%	101%	96%	113%

*1 Blommer is no included

*2 Blommer incorporate in the Fuji Oil Group P/L is carried out from February to April as 1Q.

YoY comparison figures are calculated based on the same period as the consolidated fiscal year.

■Key points(FY2019 Q1)

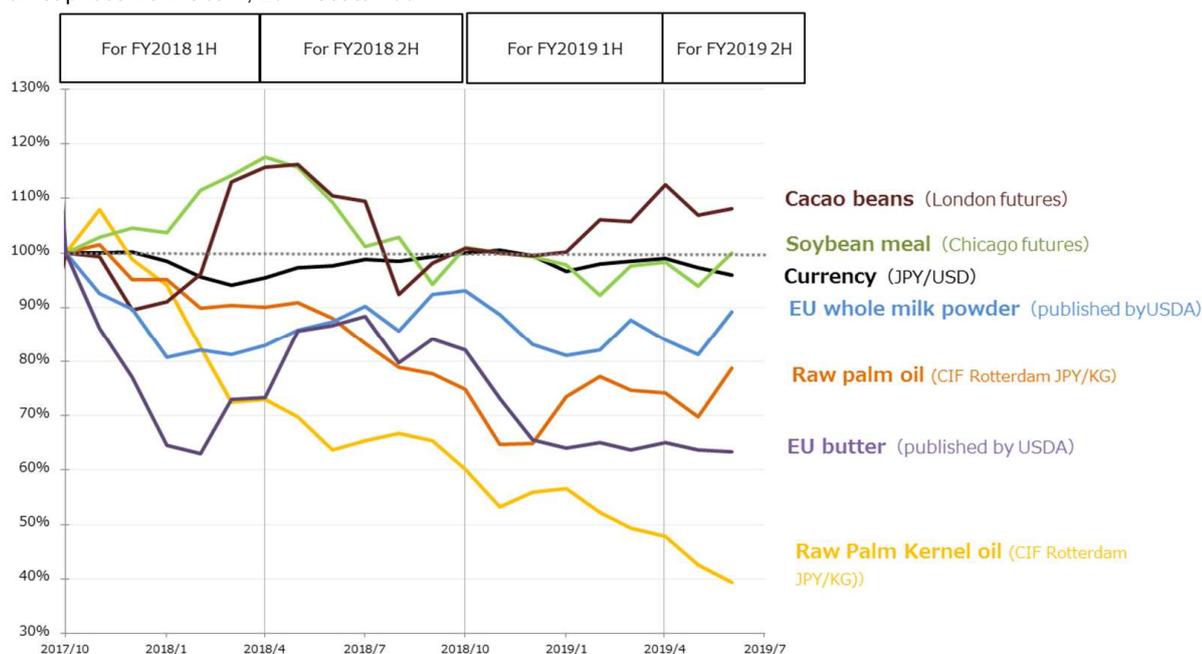
Vegetable Oils and Fats	Japan decreased on a continued focus on profitable sales. In the Americas, sales were firm but decreased year on year. In Southeast Asia, sales were relatively firm but decreased year on year.
Industrial Chocolate	In Japan, income decreased on lower sales of chocolate for ice cream and, in the Americas, a shift in the timing of Easter resulted in the dispersal of shipment timing. In Southeast Asia, income thanks to contributions from Industrial Food Servings (Australia) purchased in July 2018 and firm sales of colored items in Australia. Blommer income increased on firm sales in the North America.
Emulsified and Fermented Ingredients	In Japan, sales of cream to dessert and café chain markets increased. Sales volume for margarine and shortening decreased due to a focus on improved profitability. In Southeast Asia, sales increased in areas such as Thailand and India. In China, income decreased for margarine and shortening following a normalization following a large increase in sales through the previous fiscal year. Sales of filling were favorable, recording double-digit growth.
Soy-based Ingredients	Soy protein ingredients were favorable on sales for protein products. Soy protein foods increased thanks to a recovery from the decline following plant renovations last year. Functional agent sales declined on a shift in sales timing.

◆10. Market prices for major related raw materials / Major currency rates

- For international markets of major raw materials that could influence our Groups business, this is a list of benchmarks for yen-converted prices and thus may differ from actual market prices for raw materials used.
- Usage periods and allowance assignment periods differ by half a year to reflect our Groups raw material allowance timing.

Transitions in Major relevant raw material markets (after yen conversion)

※Market prices from Oct. 1, 2017 set to 100.



Major currency rates

		FY2018 Q1	FY2018	FY2019 Q1	vs. Previous Year		FY2019 forecast
					Difference	Change	
\$	P/L	108.30	110.43	110.20	1.90	+ 1.8%	113.00
	B/S	106.24	111.00	110.99	+4.75	+ 4.5%	
BRL	P/L	33.40	30.38	29.23	(4.17)	(12.5)%	28.25
	B/S	31.97	28.65	28.49	(3.48)	(10.9)%	
€	P/L	133.22	130.42	125.15	(8.07)	(6.1)%	132.00
	B/S	130.52	127.00	124.56	(5.96)	(4.6)%	
RMB	P/L	17.05	16.72	16.33	(0.72)	(4.2)%	16.50
	B/S	16.92	16.16	16.47	(0.45)	(2.7)%	

Our group uses exchange contracts for purchasing

◆11. Progress of Mid-Term Business Plan

Basic Strategy



Basic policy

- ① Core competence enhancement
- ② Growth of soy business
- ③ Functional high-value added products business development

- ④ Cost reductions and alignment with global standards

	FY2016	FY2017	FY2018	FY2019 Forecast		FY2020 target
ROE	8.3%	8.8%	7.3%	9.4%	—	10.0%
Net sales margin ratio	4.1%	4.5%	3.8%	—	—	Approx. 5.0%
Total return on asset	107.5%	113.6%	78.5%	—	—	Approx. 115%
financial leverage	1.8x	1.7x	2.5x	—	—	Approx. 1.8x
EPS	140.8 yen	159.9yen	134.7yen	176.8yen	3 year CAGR	EPS
EPS growth rate	31.2%	13.5%	(15.7)%	+31.2%	7.9%	CAGR 8%
Operating profit	19.7 billion	20.5 billion	18.5 billion	24.0 billion	3 year CAGR	Operating profit
Operating profit growth rate	16.9%	4.0%	(9.5)%	+29.5%	6.8%	CAGR 6%
Payout ratio	31.2%	30.0%	37.1%	30.5%	—	Payout ratio
Operating cash flow	16.5 billion	28.2 billion	22.6 billion	32.0 billion	3 year total	30-40%
CCC	110 days	103 days	*105days	105 days	82.8 billion	4year cumulative CF
Account receivable	74 days	76 days	—	—	—	100billion
Wholesale assets	65 days	57 days	—	—	—	10 day
Trade payable	29 days	30 days	—	—	—	contraction
Capital expenditure	13.6 billion	14.7 billion	15.9 billion	22.0 billion	3 year total	4 year total of about
M&A	-	-	Blommer	-	52.6 billion	60-70billion yen
			IFS			assurances of 50 billion
						yen infunding

*Blommer is no included

◆12. Topics

May 2019	Support of the recommendations of the Task Force on Climate-related Financial Disclosure (TCFD) and Participation in the TCFD Consortium
June 2019	Issuing Public Hybrid Bonds(Subordinated Bonds)
July 2019	Publish 2019 Sustainability Report (in Japanese)
	Establishment of Fuji Brandenburg GmbH