

**FY2024 1H
Results Briefing
Fact Data**



House Foods Group Inc.

FY2024 1H Results Briefing Fact Data

The Company has applied the Accounting Standard for Revenue Recognition (ASBJ Statement No. 29), etc., effective from beginning of FY2021. Results for FY2020 (the fiscal year ended March 31, 2021) based on both the old and the new standards are provided to increase comparability.

1. Consolidated Results

		(Old accounting standard)		(New accounting standard)						
		FY2019 Full year	FY2020 Full year	FY2020 Full year	FY2021 Full year	FY2022 Full year	FY2023 1H	FY2023 Full year	FY2024 1H	FY2024 Revised Forecast
Net sales	Million yen	293,682	283,754	250,066	253,386	275,060	142,824	299,600	154,964	320,000
Cost of sales	Million yen	159,910	156,998	154,114	158,383	177,157	90,859	190,644	98,161	—
Selling, general and administrative expenses	Million yen	114,767	107,359	76,539	75,776	81,218	43,898	89,486	47,533	—
Operating profit	Million yen	19,005	19,397	19,413	19,227	16,686	8,067	19,470	9,269	21,000
EBITDA *1	Million yen	32,284	31,059	31,075	30,112	28,493	14,498	33,002	16,085	35,000
Ordinary profit	Million yen	20,797	19,820	19,837	21,125	18,300	8,770	21,085	9,650	22,000
Profit attributable to owners of parent	Million yen	11,458	8,733	8,752	13,956	13,672	10,825	17,580	5,510	13,300
Profit per share	Yen	113.73	86.68	86.87	139.75	139.63	110.98	180.53	57.69	140.38
ROIC (Return on invested capital)	%	—	—	—	—	—	—	4.6	—	4.8
ATO	Times	0.80	0.77	0.68	0.67	0.71	—	0.72	—	0.73
ROS	%	6.5	6.8	7.8	7.6	6.1	5.6	6.5	6.0	6.6
EBITDA margin	%	11.0	10.9	12.4	11.9	10.4	10.2	11.0	10.4	10.9
ROA	%	5.1	5.3	5.3	5.1	4.3	—	4.7	—	4.8
ROE	%	4.6	3.4	3.5	5.3	5.1	—	6.2	—	4.5
Dividend per share	Yen	46	46	46	46	46	23	47	24	48
Payout ratio	%	40.4	53.1	53.0	32.9	32.9	20.7	26.0	41.6	34.2
Total assets	Million yen	367,194	369,150	369,335	382,021	396,910	415,544	431,601	426,489	439,583
Net assets	Million yen	280,930	287,291	286,883	298,567	301,335	315,390	321,609	323,119	323,448
Shareholders' equity	Million yen	248,770	258,145	257,825	268,966	272,285	286,371	292,208	293,483	294,202
Equity ratio	%	67.7	69.9	69.8	70.4	68.6	68.9	67.7	68.8	66.9
Net assets per share	Yen	2,469.20	2,562.29	2,559.12	2,700.99	2,791.56	2,935.73	3,016.19	3,125.41	3,129.46
Cash flows from operating activities	Million yen	24,218	23,181	23,181	16,140	19,483	9,108	25,571	7,675	—
Cash flows from investing activities	Million yen	-6,356	-8,558	-8,558	-10,398	-21,467	-4,303	-2,299	-7,565	—
Cash flows from financing activities	Million yen	-7,567	-6,172	-6,172	-10,068	-12,739	-4,544	-7,382	-10,548	—

*1 EBITDA = Operating profit (before amortization of goodwill) + Depreciation

(Reference) After deduction of the effects of extraordinary income (loss) arising from business combination and the amortization of goodwill

		FY2019 Full year	FY2020 Full year	FY2020 Full year	FY2021 Full year	FY2022 Full year	FY2023 1H	FY2023 Full year	FY2024 1H	FY2024 Revised Forecast
Profit attributable to owners of parent	Million yen	14,680	15,617	15,637	14,439	13,909	11,266	18,484	6,106	14,490
ROE	%	5.9	6.2	6.2	5.5	5.1	—	6.5	—	4.9

(Reference) Payout ratio based on profit distribution policy

Payout ratio *2	%	31.6	29.7	29.6	31.8	32.4	19.9	24.8	—	—
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*2 Profit distribution policy:

(Until FY2023) Dividend payout ratio of at least 30% on a consolidated basis excluding the effects of extraordinary income/losses arising from business combination and the amortization of goodwill.
(From FY2024) Total return ratio of 40% or higher

2. Net Sales and Operating Profit by Business Segment

>> Net sales

		FY2019 Full year	FY2020 Full year	FY2020 Full year	FY2021 Full year	FY2022 Full year	FY2023 1H	FY2023 Full year	FY2024 1H	FY2024 Revised Forecast
Spice / Seasoning / Processed Food Business	Million yen	144,996	146,340	120,380	117,422	119,802	60,424	126,287	63,270	133,000
Health Food Business	Million yen	27,890	20,105	15,281	14,432	16,520	8,604	16,865	8,721	18,000
International Food Business	Million yen	29,734	35,472	34,056	39,110	48,875	26,457	56,375	30,762	62,000
Restaurant Business	Million yen	52,498	44,567	44,698	45,422	48,371	26,813	55,132	29,578	61,000
Other Food Related Business	Million yen	46,296	45,542	43,922	45,571	50,699	25,749	55,045	28,077	57,000
Adjustment (elimination)	Million yen	-7,733	-8,271	-8,271	-8,571	-9,206	-5,221	-10,103	-5,445	-11,000

>> Operating profit

		FY2019 Full year	FY2020 Full year	FY2020 Full year	FY2021 Full year	FY2022 Full year	FY2023 1H	FY2023 Full year	FY2024 1H	FY2024 Revised Forecast
Spice / Seasoning / Processed Food Business	Million yen	14,111	15,614	15,614	12,628	7,915	3,666	10,832	5,384	12,600
Health Food Business	Million yen	521	-413	-396	-138	1,908	1,230	2,464	1,387	2,500
International Food Business	Million yen	4,098	4,584	4,584	5,250	5,424	1,096	3,067	1,697	3,200
Restaurant Business	Million yen	202	-660	-660	1,502	2,268	1,806	3,395	1,744	3,900
Other Food Related Business	Million yen	1,791	1,770	1,770	1,480	1,234	1,087	1,930	645	2,100
Adjustment (elimination)	Million yen	-1,717	-1,498	-1,498	-1,494	-2,062	-818	-2,218	-1,588	-3,300

(Reference) Net of amortization of goodwill related to International Food Business and Restaurant Business

		FY2020 Full year	FY2021 Full year	FY2022 Full year	FY2023 1H	FY2023 Full year	FY2024 1H	FY2024 Revised Forecast		
International Food Business	Million yen	4,098	4,584	4,584	5,250	5,693	1,657	4,201	2,314	4,433
Restaurant Business	Million yen	5,220	2,512	2,512	2,872	3,638	2,517	4,843	2,577	5,566

3. Net Sales by Geographical Area

		FY2019 Full year	FY2020 Full year	FY2020 Full year	FY2021 Full year	FY2022 Full year	FY2023 1H	FY2023 Full year	FY2024 1H
Japan	Million yen	252,776	238,817	206,544	202,982	213,373	109,619	228,178	116,270
East Asia	Million yen	14,921	15,721	15,147	17,802	20,380	10,555	22,048	10,373
Southeast Asia	Million yen	9,387	13,374	12,538	14,119	15,776	5,097	12,489	7,690
North America	Million yen	15,246	14,788	14,788	16,911	23,806	16,879	35,050	19,609
Other	Million yen	1,353	1,054	1,048	1,572	1,725	674	1,836	1,022

4. Content of Business Segments (As of September 30, 2024)

Business segments	Group company name
Spice / Seasoning / Processed Food Business	House Foods Corporation House Gaban Corporation Gaban Spice Manufacturing (M) SDN. BHD. Malony Co., Ltd. Sun House Foods Corporation / Sun Supply Corporation House Ai-Factory Corporation Asaaka Spice K.K. House Foods Group Tohoku Factory Inc.
Health Food Business	House Wellness Foods Corporation
International Food Business	House Foods Holding USA, Inc. / House Foods America Corporation Keystone Natural Holdings, LLC / Nature Soy, LLC / Superior Natural ULC El Burrito Mexican Food Products Corporation / House BEANatura GmbH House Foods China Inc. / Shanghai House Foods Co., Ltd. Dalian House Foods Co., Ltd. / Zhejiang House Foods Co., Ltd. House Foods Vietnam Co., Ltd. House Foods Group Asia Pacific Co.,Ltd. / House Osotspa Foods Co., Ltd. PT House And Vox Indonesia / PT Sasa Housefoods Indonesia House Foods Taiwan Corporation
Restaurant Business	Ichibanya Co., Ltd. Daikoku Shoji Co., Ltd. / Takei Co., Ltd. / LFD JAPAN Co., Ltd. Ichibanya USA, Inc. / Ichibanya International USA, Inc. Ichibanya Restaurant Management (China) Co., Ltd. / Taiwan Ichibanya Inc. Ichibanya International Hong Kong Limited / Ichibanya Hong Kong Limited Ichibanya UK Limited
Other Food Related Business	Vox Trading Co., Ltd. / Tim Food Co., Ltd. / PT. Java Agritech Delica Chef Corporation House Logistics Service Corporation House Food Analytical Laboratory Inc.
Other	House Foods Group Inc. / House Business Partners Corporation / PatchworkQuilt Inc.

5. Trends in Net Sales by Business Segment

		(Old accounting standard)		(New accounting standard)					
		FY2019 Full year	FY2020 Full year	FY2020 Full year	FY2021 Full year	FY2022 Full year	FY2023 1H	FY2023 Full year	FY2024 1H
Spice / Seasoning / Processed Food Business									
Curry roux	*3 Million yen	37,008	37,768	37,768	36,475	35,810	19,136	38,176	20,358
Stew roux	*3 Million yen	12,209	12,824	12,824	12,321	12,298	4,232	12,232	3,864
Hashed beef sauce roux	*3 Million yen	4,763	5,409	5,409	5,145	5,011	2,778	5,427	2,988
Spice	*3 Million yen	19,894	22,691	22,691	21,412	21,365	11,075	22,305	11,814
Retort pouched curry	*3 Million yen	16,796	16,740	16,740	16,496	17,822	9,037	17,836	9,707
Packaged noodles	*3 Million yen	7,076	7,342	7,342	7,672	7,777	3,857	8,623	4,045
Snack	*3 Million yen	7,267	6,822	6,822	6,539	7,183	4,031	8,061	3,390
Dessert	*3 Million yen	3,506	3,581	3,581	3,558	3,282	1,833	3,285	1,819
Food service products	*3 Million yen	17,490	14,883	14,883	15,630	16,926	—	—	—
Health Food Business									
Ukon No Chikara	*3 Million yen	8,233	4,240	4,240	4,021	5,464	2,953	6,310	2,951
C1000	*3 Million yen	7,110	5,143	5,143	4,245	4,180	2,348	4,267	2,363
Ichinichibun No Vitamin	*3 Million yen	4,097	3,945	3,945	4,297	4,769	2,603	4,641	2,500
International Food Business									
Business in the United States	Million yen	13,036	13,471	13,471	14,793	21,196	15,258	31,612	17,705
Business in China	Million yen	6,060	7,428	6,981	8,545	10,660	5,580	11,038	5,479
Business in ASEAN	Million yen	6,617	10,297	9,496	10,847	12,087	3,455	8,661	5,591
Other Food Related Business									
Delica Chef Corporation	Million yen	18,690	18,028	18,028	19,393	19,281	9,720	19,415	9,482
Vox Trading Co., Ltd. (consolidated)	Million yen	25,904	25,823	24,204	24,514	29,649	15,117	33,784	17,665

*3 Results by product are based on shipments and are for reference only.

6. Foreign Exchange Rates

		FY2019 Full year	FY2020 Full year	FY2021 Full year	FY2022 Full year	FY2023 1H	FY2023 Full year	FY2024 1H
United States	USD	109.24	106.43	110.37	132.08	136.54	141.20	154.06
China	CNY	15.82	15.42	17.12	19.50	19.55	19.87	21.25
Taiwan	TWD	3.54	3.62	3.95	4.41	4.46	4.54	4.81
Thailand	THB	3.53	3.40	3.43	3.74	3.97	4.06	4.23

7. Number of Group Companies

		FY2019 Full year	FY2020 Full year
Consolidated subsidiaries	Companies	35	37
Japan	Companies	14	15
Overseas	Companies	21	22
Equity-method affiliates	Companies	5	5
Japan	Companies	2	2
Overseas	Companies	3	3

FY2021 Full year	FY2022 Full year	FY2023 1H	FY2023 Full year	FY2024 1H
37	42	43	44	46
15	16	17	18	19
22	26	26	26	27
5	5	5	4	4
2	2	2	2	2
3	3	3	2	2

8. Change in Number of Consolidated Subsidiaries (FY2024 1H vs. FY2023)

Consolidated subsidiaries	Increase (2 companies)	Increase: House Foods Group Tohoku Factory Inc., House BEANatura GmbH
	Decrease (0 companies)	Decrease:
Equity-method affiliates	Increase (0 companies)	Increase:
	Decrease (0 companies)	Decrease:

9. Number of Employees

		FY2019 Full year	FY2020 Full year
Number of employees * Excluding those on leave of absence and part-time workers	People	6,122	6,153

FY2021 Full year	FY2022 Full year	FY2023 1H	FY2023 Full year	FY2024 1H
6,169	6,502	6,679	6,543	6,659

10. Capital Investment

		FY2019 Full year	FY2020 Full year
Total	Million yen	17,971	11,708
Capital investment	Million yen	16,253	11,324
Spice / Seasoning / Processed Food Business	Million yen	7,419	7,208
Health Food Business	Million yen	2,630	347
International Food Business	Million yen	4,255	1,217
Restaurant Business	Million yen	1,386	1,716
Other Food Related Business	Million yen	279	421
Adjustment	Million yen	284	415
Leases	Million yen	1,719	383

FY2021 Full year	FY2022 Full year	FY2023 1H	FY2023 Full year	FY2024 1H	FY2024 Plan
12,976	15,813	7,361	15,059	5,760	16,200
12,425	15,239	7,170	14,735	5,615	15,800
5,647	5,539	2,790	6,536	2,054	—
237	139	44	675	177	—
3,895	6,278	2,715	3,971	1,148	—
1,411	1,355	1,237	2,369	1,383	—
609	473	137	436	267	—
628	1,455	248	747	587	—
551	573	191	324	145	400

11. Depreciation

		FY2019 Full year	FY2020 Full year
Total	Million yen	10,217	10,373
Depreciation	Million yen	9,862	10,035
Spice / Seasoning / Processed Food Business	Million yen	4,013	3,989
Health Food Business	Million yen	644	686
International Food Business	Million yen	1,114	1,428
Restaurant Business	Million yen	3,016	2,870
Other Food Related Business	Million yen	487	475
Adjustment	Million yen	587	589
Lease payments	Million yen	355	337

FY2021 Full year	FY2022 Full year	FY2023 1H	FY2023 Full year	FY2024 1H	FY2024 Plan
11,239	12,045	6,314	13,278	6,644	13,600
10,941	11,628	6,033	12,719	6,282	12,900
4,832	5,135	2,459	5,046	2,199	—
668	521	197	404	208	—
1,476	1,973	1,321	3,061	1,852	—
2,844	2,916	1,491	3,026	1,460	—
495	505	247	511	230	—
625	579	318	671	333	—
298	417	281	558	362	700

12. Selling, General and Administrative Expenses

(Old accounting standard)

(New accounting standard)

		FY2019 Full year	FY2020 Full year	FY2020 Full year	FY2021 Full year	FY2022 Full year	FY2023 1H	FY2023 Full year	FY2024 1H
Selling, general and administrative expenses	Million yen	114,767	107,359	76,539	75,776	81,218	43,898	89,486	47,533
Advertising expenses	Million yen	9,436	7,837	7,961	8,122	8,042	3,996	7,749	4,084
Transportation and storage costs	Million yen	11,635	10,983	10,962	10,992	12,093	6,404	13,021	6,687
Sales commission	Million yen	1,691	1,769	119	122	115	70	120	47
Promotion expenses	Million yen	32,589	32,061	2,752	2,968	3,263	1,818	3,657	1,926
Personnel expenses	Million yen	28,992	28,391	28,397	27,708	28,753	15,837	32,204	17,411
Research and development expenses	Million yen	4,465	4,279	4,279	4,417	4,434	2,258	4,625	2,339
Amortization of goodwill	Million yen	3,417	1,708	1,708	45	237	441	904	595
Other	Million yen	22,541	20,332	20,362	21,404	24,281	13,074	27,205	14,444

13. Non-Operating Income (Expenses)

		FY2019 Full year	FY2020 Full year	FY2021 Full year	FY2022 Full year	FY2023 1H	FY2023 Full year	FY2024 1H
Non-operating income	Million yen	2,918	2,549	3,719	2,846	1,445	2,781	1,277
Interest income	Million yen	353	253	240	315	141	364	140
Dividend income	Million yen	658	673	693	759	427	854	503
Share of profit of entities accounted for using equity method	Million yen	645	—	—	139	—	75	—
Rental income from buildings	Million yen	806	804	854	878	443	884	438
Foreign exchange gains	Million yen	—	111	353	110	45	23	—
Subsidy income	Million yen	—	120	1,026	247	—	—	—
Other	Million yen	457	588	553	397	389	581	197
Non-operating expenses	Million yen	1,127	2,126	1,821	1,232	742	1,165	897
Interest expenses	Million yen	62	52	61	297	191	177	26
Foreign exchange losses	Million yen	143	—	—	—	—	—	365
Rental expenses	Million yen	671	638	691	690	367	712	341
Share of loss of entities accounted for using equity method	Million yen	—	1,230	322	—	72	—	19
Litigation expenses	Million yen	—	—	281	49	—	14	—
Other	Million yen	251	206	465	197	112	263	145

14. Extraordinary Income (Losses)

		FY2019 Full year	FY2020 Full year	FY2021 Full year	FY2022 Full year	FY2023 1H	FY2023 Full year	FY2024 1H
Extraordinary income	Million yen	2,359	2,590	3,375	4,466	8,980	9,437	393
Gain on sale of non-current assets	Million yen	198	2	194	971	1	7	272
Gain on sale of investment securities	Million yen	2,100	2,453	3,099	3,345	1,967	2,392	11
Gain on sale of restaurants	Million yen	61	134	74	143	20	35	69
Gain on revision of retirement benefit plan	Million yen	—	—	—	—	6,988	6,988	—
Other	Million yen	0	0	7	8	4	16	41
Extraordinary losses	Million yen	2,474	10,361	1,130	1,451	684	3,247	519
Loss on sale of non-current assets	Million yen	9	11	6	57	0	20	2
Loss on retirement of non-current assets	Million yen	552	224	385	248	117	398	112
Loss on sale of investment securities	Million yen	11	15	—	1	—	—	—
Loss on valuation of investment securities	Million yen	145	3	99	321	254	294	243
Loss on valuation of membership	Million yen	—	—	—	1	—	7	—
Impairment losses	Million yen	387	10,075	636	785	312	2,523	162
Loss on change in equity	Million yen	212	—	—	—	—	—	—
Loss on sale of businesses	Million yen	42	—	—	—	—	—	—
Provision of allowance for doubtful accounts	Million yen	1,088	—	—	—	—	—	—
Other	Million yen	28	32	5	39	—	4	—

Reference 1: Domestic Market Size (researched by House Foods Corporation)

		2019	2020	2021	2022	2023
Curry roux	Billion yen	51.3	50.5	46.9	47.1	50.7
Stew roux	Billion yen	18.9	18.9	18.0	18.5	19.1
Hashed beef sauce roux	Billion yen	7.1	7.3	6.6	6.3	7.1
Retort pouched curry	Billion yen	75.3	78.9	78.7	81.7	86.1
Spice	Billion yen	88.4	100.6	97.0	93.1	97.6

Reference 2: Schedule for amortization of goodwill and intangible assets generated at the time of Ichibanya Co., Ltd. became a subsidiary (December 2015)

	Amortization period	Amortization completed	FY2019 (million yen)	FY2020 (million yen)	FY2021 (million yen)	FY2022 (million yen)	FY2023 (million yen)	FY2024 (million yen)
Total amortization of goodwill, etc.	—	—	5,018	3,172	1,326	1,326	1,326	1,326
Goodwill	5 years	FY2020	3,417	1,708	—	—	—	—
Trademark right	42 years	FY2057	635	580	526	526	526	526
Contract-related intangible assets	30 years	FY2045	967	883	800	800	800	800

* Amortization began in the fourth quarter of FY2015.

Reference 3: Schedule for amortization of goodwill and intangible assets generated at the time of Keystone Natural Holdings became a subsidiary (September 2022)

	Amortization period	Amortization completed	FY2022 (million USD)	FY2023 (million USD)	FY2024 (million USD)
Total amortization of goodwill, etc.	—	—	2	8	8
Goodwill	10 years	FY2032	1	6	6
Customer-related intangible assets	15 years	FY2037	1	2	2