



To Whom It May Concern:

Company Name: NAGASE & CO., LTD. Representative: Hiroyuki Ueshima,

Representative Director,

President and CEO

Stock Exchange Listings:

Tokyo (Prime Market) Code 8012

Contact: Kazuhiro Hanba,

Executive Officer, General Manager,

Corporate Management Dept.

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(Correction) Partial Correction to the FY2025 First Quarter Financial Briefing

NAGASE & CO., LTD (the "Company") announced the following corrections to the FY2025 First Quarter Financial Briefing, released on August 5, 2025. The revised materials are attached below.

#### 1. Reason for Correction

Following the release of the materials, NAGASE identified areas requiring correction in the FY2025 First Quarter Financial Briefing. A manufacturing subsidiary of the Prinova Group, a consolidated subsidiary of the Company, has reviewed the classification of its manufacturing costs since the beginning of the consolidated first quarter of the fiscal year ending March 31, 2026. The figures for the cumulative consolidated first quarter of the fiscal year ended March 31, 2025, presented as comparative information, did not appropriately reflect the impact of this reclassification. The Company has corrected these figures accordingly.

We hereby announce that the correction pertains solely to a reclassification between cost of sales and selling, general and administrative expenses. This adjustment does not affect operating profit or any figures below it. In addition, the figures for the cumulative consolidated first quarter of the fiscal year ending March 31, 2026, already reflect the impact of the reclassification and therefore do not require correction.

#### 2. Corrected Areas

Corrected areas are highlighted with blue borders.

#### Consolidated Statements Income

- ► Gross profit increased due to efforts toward improving profit margin
- ▶ Operating income decreased due to M&A-related expenses and an increase in selling, general and administrative expenses, which was caused by an increase in retirement benefit expenses related to the amortization of actuarial differences
- ▶ Profit attributable to owners of the parent increased due to lower tax expenses

						100 millions of yen
	FY2024 1Q	FY2025 1Q	Change	Vs.PY	Forecast	Achievement
Sales	2,392	2,373	(18)	99%	9,550	25%
Gross profit	441	443	1	100%	1,810	24%
<gp ratio=""></gp>	18.5%	18.7%	0.2ppt	-	19.0%	-
SG&A expenses	334	340	6	102%	1,415	24%
Operating income	107	102	(4)	95%	395	26%
<op ratio=""></op>	4.5%	4.3%	(0.2ppt)	_	4.1%	_
(excluding the effect of actuarial gains and losses)	98	103	4	105%	398	26%
Ordinary income	109	106	(2)	97%	385	28%
Profit Attributable to owners of the parent	74	75	0	101%	315	24%
US\$ Exchange rate (period average)	@ 155.9	@ 144.6	@ 11.3	Strong yen	@ 143.0	
RMB Exchange rate (period average)	@ 21.5	@ 20.0	@ 1.5	Strong yen	@ 19.0	

<sup>\*</sup> Impact from foreign exchange: Gross profit, -\times 40.7 billion; Operating income, -\times 0.2 billion \* The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses during the current fiscal year. See the Contents page for details.

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#### [After Correction]

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#### Consolidated Statements Income

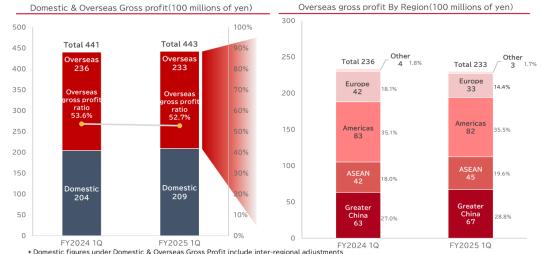
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100 millions of yen										
	FY2024 1Q	FY2025 1Q	Change	Vs.PY	Forecast	Achievement				
Sales	2,392	2,373	(18)	99%	9,550	25%				
Gross profit	437	443	5	101%	1,810	24%				
<gp ratio=""></gp>	18.3%	18.7%	0.4ppt		19.0%	-				
SG&A expenses	330	340	10	103%	1,415	24%				
Operating income	107	102	(4)	95%	395	26%				
<op ratio=""></op>	4.5%	4.3%	(0.2ppt)	_	4.1%	-				
(excluding the effect of actuarial gains and losses)	98	103	4	105%	398	26%				
Ordinary income	109	106	(2)	97%	385	28%				
Profit Attributable to owners of the parent	74	75	0	101%	315	24%				
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RMB Exchange rate (period average)	@ 21.5	@ 20.0	@ 1.5	Strong yen	@ 19.0					

<sup>\*</sup> Impact from foreign exchange: Gross profit, -¥0.7 billion; Operating income, -¥0. 2 billion
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#### Gross Profit by Region

- ▶ Higher domestic profit stemming from an increase in domestic sales, mainly due to higher sales of food ingredients at Nagase Viita and formulated epoxy resins at Nagase ChemteX (including exports)
- ▶ Overseas profit declined, even as Greater China and ASEAN reported strong semiconductor-related performance, as profit fell in Europe due to weak sales of food ingredients by the Prinova Group and the impact of the stronger yen, among other factors



\* Domestic figures under Domestic & Overseas Gross Profit include inter-regional adjustments

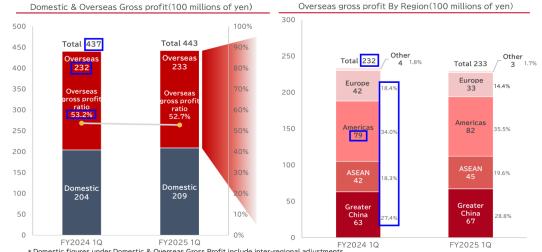
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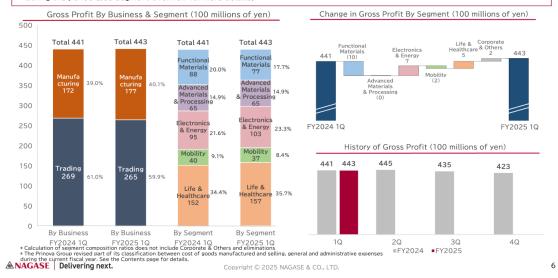
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#### Gross Profit by Business & Segment

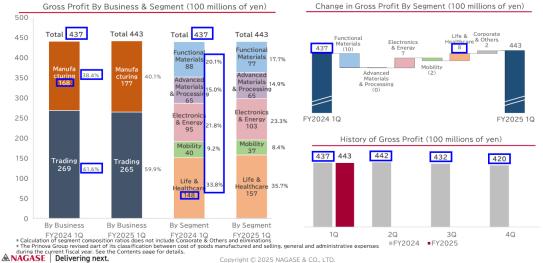
- Trading business reported a decrease in profit of roughly ¥0.4 billion, despite strong performance in the Electronics & Energy and Life & Healthcare segments, as the automobile-related business under Functional Materials and Mobility experienced weaker results
- ► Manufacturing business profits increased roughly ¥0.5 billion, mainly due to increased sales of food ingredients at Nagase Viita and formulated epoxy resins at Nagase ChemteX under the Electronics & Energy segment
- Functional Materials experienced a significant decrease, while the Electronics & Energy and Life & Healthcare segments saw growth during the period (see Segment Overview for more details)



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- Functional Materials experienced a significant decrease, while the Electronics & Energy and Life & Healthcare segments saw growth during the period (see Segment Overview for more details)



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#### Life & Healthcare

#### Segment Overview: Life & Healthcare

- Gross profit increased primarily for the following reasons
- · Increased sales of intermediates and pharmaceutical raw materials
- · Nagase Viita posted increased sales, mainly for food ingredients and cosmetic materials
- · While the volume of food ingredient sales increased, the Prinova Group's profits decreased due to a downturn in market prices
- ► Operating income increased, despite M&A-related expenses, due to the completion of amortization for certain intangible assets at Nagase Viita and the efficiency improvements at the Prinova Group

#### FY2025 Achiev Forecast ement Quarterly results FY2024 Actual 20 10 30 40 YTD 768 728 2,899 2,870 768 728 FY2024 744 712 685 Gross profit FY2024 152 155 145 140 152 593 3.1% 3.3% 20.5% FY2025 ofit ratio> FY2024 20.9% 20.9% 20.5% 20.4% 20.9% 20.7% Manufacturing FY2025 121 FY2024 FY2025 123 110 102 456 32 24 15 FY2024 35 37 Operating income 73 34% FY2024 11 15 34 YoY% FY2025 ofit ratio> 0.5% FY2024 2.1% 0.6% 1.6% 2.1% 1.2% Manufacturing FY2025 18 FY2024 (1) Trading 15 FY2024

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#### 100 millions of yen [Key Measures]

- Life & Healthcare Products Dept.
- Focus on expanding sales of in-house products in Japan and overseas
- Expand cross-sales through stronger collaboration among overseas group bases and offices
- ▶ Expand bio-materials

(Creation of NVI\*1, NBIC\*2 bio-derived materials; e.g., ergothioneine mass produced using fermentation technology)

- ► Expand the Prinova Group manufacturing
- \*1 Nagase Viita \*2 Nagase Bio-Innovation Center

Diagnostics Business, Other Joined the NAGASE Group on July 1, 2025





Nagase Diagnostics Co., Ltd. Ohito Plant

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						10	0 millions	
Quarterly results							FY2025 Forecast	
		1Q	2Q	3Q	4Q	YTD	FY2024 Actual	
Sales	FY2025	768				768	2,899	27%
	FY2024	728	744	712	685	728	2,870	
	YoY%	5.5%				5.5%	1.0%	
Gross profit	FY2025	157				157	612	26%
	FY2024	148	152	142	137	148	581	
	YoY%	6.0%				6.0%	5.3%	]
	FY2025	20.5%				20.5%	21.1%	
	FY2024	20.4%	20.4%	20.0%	20.1%	20.4%	20.2%	1
Manufacturing	FY2025	121				121	The state of the s	
	FY2024	116	120	107	99	116	443	1
Trading	FY2025	35				35	***************************************	•
	FY2024	32	31	35	37	32	137	
Operating income	FY2025	24				24	73	34%
	FY2024	15	4	11	3	15	34	
	YoY%	61.5%				61.5%	113.2%	
<pre><pre><pre>ofit ratio&gt;</pre></pre></pre>	FY2025	3.2%				3.2%	2.5%	
	FY2024	2.1%	0.6%	1.6%	0.5%	2.1%	1.2%	
Manufacturing	FY2025	19				19	The state of the s	
	FY2024	11	2	6	(1)	11	18	
Trading	FY2025	4				4	The state of the s	
	FY2024	4	1	4	4	4	15	

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#### [Key Measures]

- Life & Healthcare Products Dept
   Focus on expanding sales of in-house products in Japan and overseas
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(Creation of NVI\*1, NBIC\*2 bio-derived materials; e.g., ergothioneine mass produced using fermentation technology)

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Diagnostics Business, Other Joined the NAGASE Group on July 1, 2025





Nagase Diagnostics Co., Ltd. Ohito Plant

#### Overview of Major Manufacturing Subsidiaries: Prinova Group

- Gross profit decreased primarily for the following reasons
- While the volume of food ingredients increased, sales were lower and the gross margin decreased due to a downturn in market
- The manufacturing business is on the path to recovery with improving product mix, particularly in the Solutions business
- Operating income increased, despite lower gross profit, mainly due to decreases in selling, general and administrative expenses in connection with efficiencies in the Nutrition business

100 millions of you

							100 millions			
Quarterly results		1Q	2Q	3Q	4Q	YTD	FY2025 A Forecast 6 FY2024 Actual		Rati Consolida Profit by	ted Gross
Sales	FY2025	539				539	1,997	27%	1101100)	0031110111
	FY2024	504	537	488	466	504	1,996			
	YoY%	6.9%				6.9%	0.1%			
Gross profit	FY2025	82				82	320	26%		
	FY2024	83	82	75	67	83	308			
	YoY%	(1.2%)				(1.2%)	3.9%			
<pre><pre><pre><pre>ofit ratio&gt;</pre></pre></pre></pre>	FY2025	15.2%				15.2%	16.0%			
	FY2024	16.5%	15.4%	15.4%	14.5%	16.5%	15.5%		Life &	Life &
Operating income	FY2025	16				16	49	34%	Healthcare	Healthcare
	FY2024	13	0	10	1	13	25		100.0%	100.0%
	YoY%	26.3%				26.3%	89.9%			
<pre><pre><pre>ofit ratio&gt;</pre></pre></pre>	FY2025	3.1%				3.1%	2.5%			
	FY2024	2.7%	0.1%	2.1%	0.4%	2.7%	1.3%			
Amortisation of	FY2025	6				6	26			
goodwill, etc.	FY2024	6	7	6	6	6	27		5110001110	5V0005.40
	YoY%	2.6%				2.6%	(5.7%)		FY2024 1Q	FY2025 1Q
Operating income	FY2025	9				9	22	43%		
after amortised	FY2024	6	(6)	3	(5)	6	(1)	***********		
expenses	YoY%	50.7%				50.7%	-			

<sup>\*</sup> The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses during the current fiscal year. See the Contents page for details.

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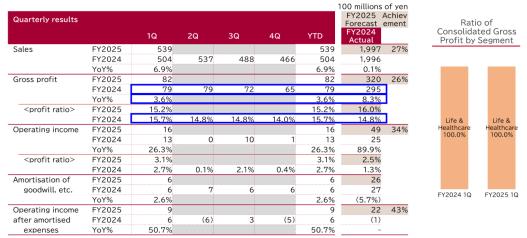
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#### FY2025 Earnings Projection(No Change)

- ▶ Record-high profits expected at all profit measures
- Semiconductor-related businesses likely to perform well, driven by a moderate recovery in market conditions and higher demand for AI server semiconductors
   Resin sales shift to more profitable products as demand remained flat generally
- Food-related businesses likely to see narrower loss in the Prinova Group Nutrition business and recovery in Nagase Viita cosmetics materials
- Selling, general and administrative expenses increased overall due to higher retirement benefit expenses resulting from the amortization of actuarial differences, as well as business expansion (retirement benefit actuarial differences: Approximately ¥3.5 billion gain in fiscal 2024 and approximately ¥0.3 billion loss in fiscal 2025)

				100 milions of yen
	FY2024 Actual	FY2025 Forecast	Change	Vs.PY
Sales	9,449	9,550	100	101%
Gross profit	1,745	1,810	64	104%
<gp ratio=""></gp>	18.5%	19.0%	0.5ppt	-
SG&A expenses	1,354	1,415	60	104%
Operating income	390	395	4	101%
<op ratio=""></op>	4.1%	4.1%	0.0ppt	-
(excluding the effect of actuarial gains and losses)	355	398	43	112%
Ordinary income	383	385	1	100%
Profit attributable to owners of the parent	255	315	59	123%
US\$ Exchange rate (period average)	@ 152.6	@ 143.0	@ 9.6	Strong yen
RMB Exchange rate (period average)	@ 21.1	@ 19.0	@ 2.1	Strong yen

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100 milions of ven

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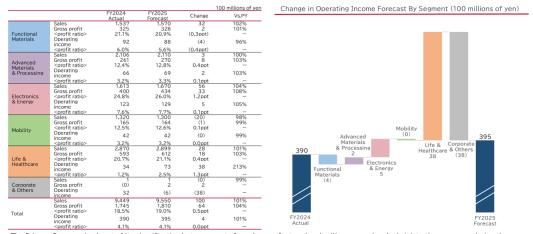
				100 millions of yer
	FY2024 Actual	FY2025 Forecast	Change	Vs.PY
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Gross profit	1,733	1,810	76	104%
<gp ratio=""></gp>	18.3%	19.0%	0.6ppt	
SG&A expenses	1,342	1,415	72	105%
Operating income	390	395	4	101%
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#### FY2025 Earnings Projection By Segment(No Change)

- Gross profit to increase in Functional Materials due to higher sales of raw materials for coating materials and semiconductor materials.
- while higher general and administrative expenses to reduce operating income
  Advanced Materials & Processing expects higher profit as resin sales remain mostly flat while profitability improves
- Electronics & Energy expects to post higher profit, supported by strong semiconductor material sales and solid performance in Nagase ChemteX formulated epoxy resins for AI server semiconductors
- Mobility expects to post flat profits due to sluggish automobile production growth and the impact of a stronger yen
- Life & Healthcare expects higher profits due to strong performance in the manufacturing business and the allowance for doubtful accounts (-¥1.3 billion) recorded in the previous fiscal year in the Prinova Group



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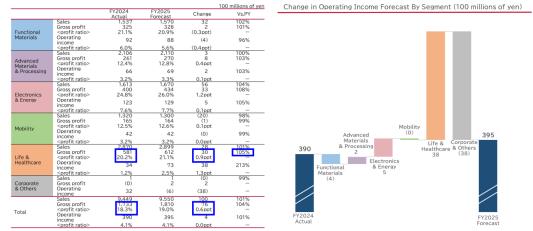
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#### FY2025 Earnings Projection By Segment(No Change)

- Gross profit to increase in Functional Materials due to higher sales of raw materials for coating materials and semiconductor materials, while higher general and administrative expenses to reduce operating income
- Advanced Materials & Processing expects higher profit as resin sales remain mostly flat while profitability improves
- Electronics & Energy expects to post higher profit, supported by strong semiconductor material sales and solid performance in Nagase ChemteX formulated epoxy resins for AI server semiconductors
- Mobility expects to post flat profits due to sluggish automobile production growth and the impact of a stronger yen
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#### FY2025 Earnings Projections by Major Manufacturing Subsidiaries (No Change)

- Nagase ChemteX: Higher gross profit due to continued strong sales of formulated epoxy resins for AI server semiconductors, following previous year performance. Operating income to increase due to improved gross profit
   Nagase Viita: Higher gross profit due to strong sales of food ingredients and cosmetic materials Operating income to increase due to improved gross profit and a decrease in amortization of goodwill and other intangible assets (increase of approximately 1.1 billion yen due to the partial completion of amortization of intangible assets).
- > Prinova Group: Higher gross profit, mainly due to recovery in the Nutrition business Operating income is expected to increase, partly due to the absence of the ¥1.3 billion allowance for doubtful accounts recorded in the previous fiscal year

				100 mi	llions of yen
		FY2024 Actual	FY2025 Forecast	Change	Vs.PY
	Sales	258	292	34	113%
	Gross profit	84	103	18	122%
Nagase ChemteX	<pre><pre><pre><pre><pre><pre><pre><pre></pre></pre></pre></pre></pre></pre></pre></pre>	32.8%	35.3%	2.4ppt	_
Corporation	Operating income	27	36	9	133%
	<pre><pre><pre><pre><pre><pre><pre><pre></pre></pre></pre></pre></pre></pre></pre></pre>	10.6%	12.5%	1.9ppt	
	Sales	350	365	15	104%
	Gross profit	129	141	12	109%
	<pre><pre><pre><pre><pre><pre><pre><pre></pre></pre></pre></pre></pre></pre></pre></pre>	37.0%	38.8%	1.8ppt	_
Nagase Viita	Operating income	50	53	2	105%
Co., Ltd.	<pre><pre><pre><pre><pre><pre><pre><pre></pre></pre></pre></pre></pre></pre></pre></pre>	14.4%	14.5%	0.1ppt	
	Goodwill amortization etc.	29	18	(11)	62%
	Operating income after amortization burden	20	34	14	168%
	Sales	1,996	1,997	1	100%
	Gross profit	308	320	11	104%
	<pre><pre><pre><pre><pre><pre><pre><pre></pre></pre></pre></pre></pre></pre></pre></pre>	15.5%	16.0%	0.6ppt	_
Prinova Group	Operating income	25	49	23	190%
	<pre><pre><pre><pre></pre></pre></pre></pre>	1.3%	2.5%	1.2ppt	
	Goodwill amortization etc.	27	26	(1)	94%
	Operating income after amortization burden	(1)	22	24	_

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#### FY2025 Earnings Projections by Major Manufacturing Subsidiaries (No Change)

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   Nagase Viita: Higher gross profit due to strong sales of food ingredients and cosmetic materials
- Operating income to increase due to improved gross profit and a decrease in amortization of goodwill and other intangible assets (increase of approximately 1.1 billion yen due to the partial completion of amortization of intangible assets).

  Prinova Group: Higher gross profit, mainly due to recovery in the Nutrition business
- Operating income is expected to increase, partly due to the absence of the ¥1.3 billion allowance for doubtful accounts recorded in the previous fiscal year 100 millions of yen

		FY2024 Actual	FY2025 Forecast	Change	Vs.PY
	Sales	258	292	34	1139
Name - Charactery	Gross profit	84	103	18	1229
Nagase ChemteX Corporation	<pre><pre><pre><pre><pre><pre><pre><pre></pre></pre></pre></pre></pre></pre></pre></pre>	32.8%	35.3%	2.4ppt	
	Operating income	27	36	9	1339
	<pre><pre><pre><pre><pre><pre><pre><pre></pre></pre></pre></pre></pre></pre></pre></pre>	10.6%	12.5%	1.9ppt	
	Sales	350	365	15	1049
	Gross profit	129	141	12	109
	<pre><pre><pre><pre><pre><pre><pre><pre></pre></pre></pre></pre></pre></pre></pre></pre>	37.0%	38.8%	1.8ppt	
Nagase Viita	Operating income	50	53	2	105
Co., Ltd.	<pre><pre><pre><pre><pre><pre><pre><pre></pre></pre></pre></pre></pre></pre></pre></pre>	14.4%	14.5%	0.1ppt	
	Goodwill amortization etc.	29	18	(11)	62
	Operating income after amortization burden	20	34	14	168
	Sales	1,996	1,997	1	100
	Gross profit	295	320	24	108
	<pre><pre><pre><pre><pre><pre><pre><pre></pre></pre></pre></pre></pre></pre></pre></pre>	14.8%	16.0%	1.2ppt	400
Prinova Group	Operating income	25	49	23	190
	<pre><pre><pre><pre><pre><pre><pre><pre></pre></pre></pre></pre></pre></pre></pre></pre>	1.3%	2.5%	1.2ppt	0.4
	Goodwill amortization etc.  Operating income after	27	26	(1)	94
	amortization burden	(1)	22	24	

<sup>\*</sup>The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses during the current fiscal year. See the Contents page for details.

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#### Sales, Gross Profit and Operating Income by Quarter

							100 million	s of yen
Quarterly results							FY2025 Forecast	Achiev ement
		1Q	2Q	3Q	4Q	YTD	FY2024 Actual	
Sales	FY2025	2,373				2,373	9,550	25%
	FY2024	2,392	2,417	2,370	2,269	2,392	9,449	
	YoY%	(0.8%)				(0.8%)	1.1%	
Gross profit	FY2025	443				443	1,810	24%
	FY2024	441	445	435	423	441	1,745	
	YoY%	0.4%				0.4%	3.7%	•
<pre><pre><pre><pre><pre><pre><pre><pre></pre></pre></pre></pre></pre></pre></pre></pre>	FY2025	18.7%				18.7%	19.0%	
	FY2024	18.5%	18.4%	18.4%	18.7%	18.5%	18.5%	
Manufacturing	FY2025	177				177		
	FY2024	172	177	164	167	172	682	
Trading	FY2025	265				265		
	FY2024	269	267	270	255	269	1,062	
Operating income	FY2025	102				102	395	26%
	FY2024	107	103	99	80	107	390	
	YoY%	(4.5%)				(4.5%)	1.1%	,
<pre><pre><pre><pre>ofit ratio&gt;</pre></pre></pre></pre>	FY2025	4.3%				4.3%	4.1%	,
	FY2024	4.5%	4.3%	4.2%	3.6%	4.5%	4.1%	
Manufacturing	FY2025	34				34	The same of the sa	
	FY2024	24	16	19	21	24	81	
Trading	FY2025	67				67	The state of the s	
	FY2024	83	86	80	59	83	309	

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#### [After Correction]

#### Sales, Gross Profit and Operating Income by Quarter

							100 million	s of yer
Quarterly results		1Q	2Q	3Q	4Q	YTD	FY2025 Forecast FY2024 Actual	Achiev ement
Sales	FY2025	2,373				2,373	9,550	25%
	FY2024	2,392	2,417	2,370	2,269	2,392	9,449	
	YoY%	(0.8%)				(0.8%)	1.1%	
Gross profit	FY2025	443				443	1,810	24%
	FY2024	437	442	432	420	437	1,733	
	YoY%	1.3%				1.3%	4.4%	
<pre><pre><pre>ofit ratio&gt;</pre></pre></pre>	FY2025	18.7%				18.7%	19.0%	
	FY2024	18.3%	18.3%	18.2%	18.5%	18.3%	18.3%	
Manufacturing	FY2025	177				177	***************************************	
	FY2024	168	174	161	165	168	670	
Trading	FY2025	265				265		_
	FY2024	269	267	270	255	269	1,062	
Operating income	FY2025	102				102	395	26%
	FY2024	107	103	99	80	107	390	
	YoY%	(4.5%)				(4.5%)	1.1%	
<pre><pre><pre>ofit ratio&gt;</pre></pre></pre>	FY2025	4.3%				4.3%	4.1%	
	FY2024	4.5%	4.3%	4.2%	3.6%	4.5%	4.1%	
Manufacturing	FY2025	34				34		
	FY2024	24	16	19	21	24	81	
Trading	FY2025	67				67	The state of the s	
	FY2024	83	86	80	59	83	309	

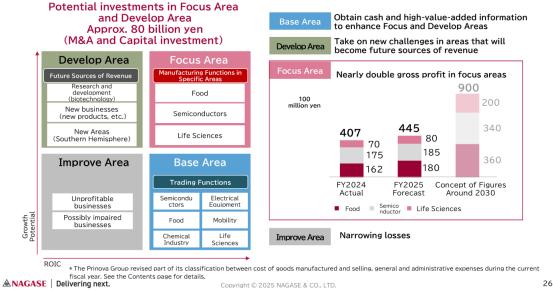
25

<sup>\*</sup> Manufacturing figures represent the aggregate totals of manufacturing subsidiaries.
\* Trading figures include the aggregate totals of NAGASE and our sales subsidiaries, as well as Corporate & Others and eliminations
\* The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative
expenses during the current fiscal year. See the Contents page for details.



#### Growth Strategies for the Future

Make proactive investments in Focus Area of manufacturing (across the three areas of food, semiconductors, and life sciences) to expand profit scale and profit margin over the medium to long term



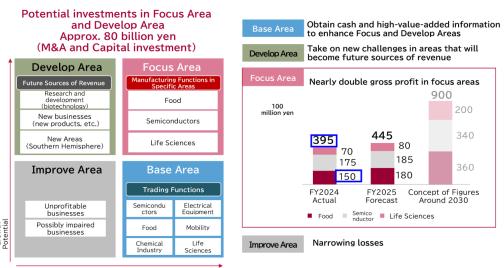
26

#### [After Correction]



#### Growth Strategies for the Future

Make proactive investments in Focus Area of manufacturing (across the three areas of food, semiconductors, and life sciences) to expand profit scale and profit margin over the medium to long term



#### (Before Correction)



#### Efforts in the Food Area - Prinova Group Status-

The growth trend in the sports nutrition market remains unchanged We are proactively advancing efforts to establish a profit-contributing structure at the Utah plant

#### Manufacturing

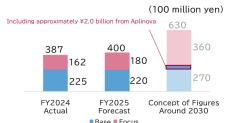
·Work to acquire new customers with our newly expanded product lineup, although it will take time to contribute to profits due to major customers losing market



#### **Trading**

·Expand business in South America and Asia. building on our success in North America and Europe, by leveraging our unique food ingredient procurement capabilities

#### NAGASE: Food Gross Profit



The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses during the current fiscal year. See the Contents page for details.

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#### [After Correction]



#### Efforts in the Food Area - Prinova Group Status-

The growth trend in the sports nutrition market remains unchanged We are proactively advancing efforts to establish a profit-contributing structure at the Utah plant



#### Manufacturing

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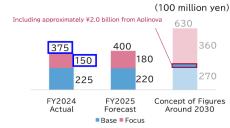
- ·Work to acquire new customers with our newly expanded product lineup, although it will take time to contribute to profits due to major customers losing market
- conscious consumers



#### **Trading**

·Expand business in South America and Asia, building on our success in North America and Europe, by leveraging our unique food ingredient procurement capabilities

#### NAGASE: Food Gross Profit



The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses during the current fiscal year. See the Contents page for details. Copyright © 2025 NAGASE & CO., LTD.

Review

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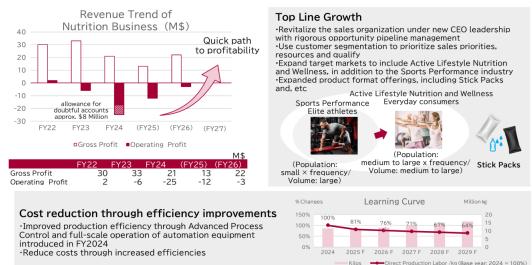
33

#### TOPICS: Turnaround of Prinova Nutrition\*

► Cost reduction through efficiency improvements and top-line growth to drive early profitability in the Nutrition business (Utah and Tennessee factories)

▶ Recover Operating Profit of Prinova Group to a growth trajectory and reaccelerate profit contribution

\*\*Nutrition business (former Armada business)...Contract manufacturing of sports nutrition products. The company also engages in other manufacturing businesses, including solutions production



\*The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses in in fiscal 2025. Figures reflect this reclassification

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#### [After Correction]

#### TOPICS: Turnaround of Prinova Nutrition\*

► Cost reduction through efficiency improvements and top-line growth to drive early profitability in the Nutrition business (Utah and Tennessee factories)

Recover Operating Profit of Prinova Group to a growth trajectory and reaccelerate profit contribution

Nutrition business (former Armada business)...Contract manufacturing of sports nutrition products. The company also engages in other manufacturing businesses, including solutions production Top Line Growth Revenue Trend of •Revitalize the sales organization under new CEO leadership Nutrition Business (M\$) with rigorous opportunity pipeline management
·Use customer segmentation to prioritize sales priorities,
resources and qualify
·Expand target markets to include Active Lifestyle Nutrition 30 Quick path to profitability 20 and Wellness, in addition to the Sports Performance industry
-Expanded product format offerings, including Stick Packs
and, etc

Active Lifestyle Nutrition and Wellness 10 0 Active Lifestyle Nutrition and Wellness 10 Sports Performance Elite athletes Everyday consume doubtful accounts approx. \$8 Million -30 FY24 FY25 F FY26 F FY27 F FY23 7 ■Gross Profit ■Operating Profit (Population: medium to large x frequency/ Volume: medium to large) Stick Packs (Population: Gross Profit Volume: large) Learning Curve Cost reduction through efficiency improvements 150% ·Improved production efficiency through Advanced Process 100% Control and full-scale operation of automation equipment introduced in FY2024
Reduce costs through increased efficiencies 50% 2025 F 2026 F 2027 F 2028 F 2029 F Direct Production Labor /kg (Base year: 2024 = 100%)

\*The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses in in fiscal 2025. Figures reflect this reclassification

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3. All Corrected materials are attached.



# FY2025 First Quarter Financial Briefing

NAGASE&CO.,LTD.

Stock exchange listing: Tokyo (Prime Market)

Code number: 8012

August 5, 2025



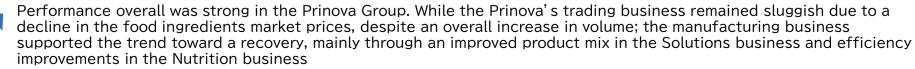
# **Executive Summary**

FY2025 First Quarter

Results



The trading business reported a decrease in profit, despite strong performance in the Electronics & Energy and Life & Healthcare segments, mainly due to weaker results in automobile-related business under Functional Materials and Mobility



- Sales were strong for Nagase ChemteX formulated epoxy resins used in semiconductors for AI servers
- Nagase Viita is performing well, driven by an expansion of adoptions in its domestic sales of food ingredients
- Improved profitability through ROIC management improving gross profit margin by 0.2 percentage points
- The impact of U.S. tariff policies on NAGASE Group earnings has been minimal

#### FY2025 Earnings Projections



The Prinova Group Nutrition business is expected narrower losses through efficiency improvements, and is now working to increase top line sales in tandem with said efficiency



We expect sales of formulated epoxy resins for semiconductors used in AI servers to remain strong, and we plan to increase production capacity within the fiscal year as projected at the beginning of the period (four times increase compared with fiscal 2023 levels)

- While each business is likely to experience own favorable or unfavorable trends, these trends are generally within the range of our projections, and we have not revised earlier forecasts
- We currently expect that the impact of U.S. tariff policies will have a negligible effect on NAGASE Group earnings

## Contents

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■ Gross Profit by Business & Segment	P6
■ Operating Income by Business & Segment	P7
■ Segment Overview	P8~P12
■ Overview of Major Manufacturing Subsidiaries	P13~P15
■ Consolidated Balance Sheets	P16
■ Consolidated Cash Flows	P17
■ FY2025 Earnings Projection	P18~P20
■ Shareholder Returns	P21
<appendix> Management Conscious of Capital Costs and Share Prices Business Environment Surrounding NAGASE Segments Sales, Gross Profit, and Operating Income by Quarter Growth Strategies for the Future Cash Allocation in FY2025 Prinova Group Business Overview Turnaround of Prinova Nutrition Major Cash Inflows and Outflows for FY2021-FY2024</appendix>	P23 P24 P25 26~P30 P31 P32 P33 P34

<sup>\*</sup> The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses during the current fiscal year. We used estimates of post-revision figures for fiscal 2024 results in the fiscal 2024 financial statements. Estimates have now been replaced with finalized figures.

<sup>\*</sup> Manufacturing figures represent the aggregate totals of manufacturing subsidiaries.

<sup>\*</sup> Trading figures include the aggregate totals of NAGASE and our sales subsidiaries, as well as Corporate & Others and eliminations

## Consolidated Statements Income

- Gross profit increased due to efforts toward improving profit margin
- ▶ Operating income decreased due to M&A-related expenses and an increase in selling, general and administrative expenses, which was caused by an increase in retirement benefit expenses related to the amortization of actuarial differences
- ▶ Profit attributable to owners of the parent increased due to lower tax expenses

						100 millions of yen
	FY2024 1Q	FY2025 1Q	Change	Vs.PY	Forecast	Achievement
Sales	2,392	2,373	(18)	99%	9,550	25%
Gross profit	437	443	5	101%	1,810	24%
<gp ratio=""></gp>	18.3%	18.7%	0.4ppt		19.0%	-
SG&A expenses	330	340	10	103%	1,415	24%
Operating income	107	102	(4)	95%	395	26%
<op ratio=""></op>	4.5%	4.3%	(0.2ppt)	_	4.1%	_
(excluding the effect of actuarial gains and losses)	98	103	4	105%	398	26%
Ordinary income	109	106	(2)	97%	385	28%
Profit Attributable to owners of the parent	74	75	0	101%	315	24%
US\$ Exchange rate (period average)	@ 155.9	@ 144.6	@ 11.3	Strong yen	@ 143.0	
RMB Exchange rate (period average)	@ 21.5	@ 20.0	@ 1.5	Strong yen	@ 19.0	

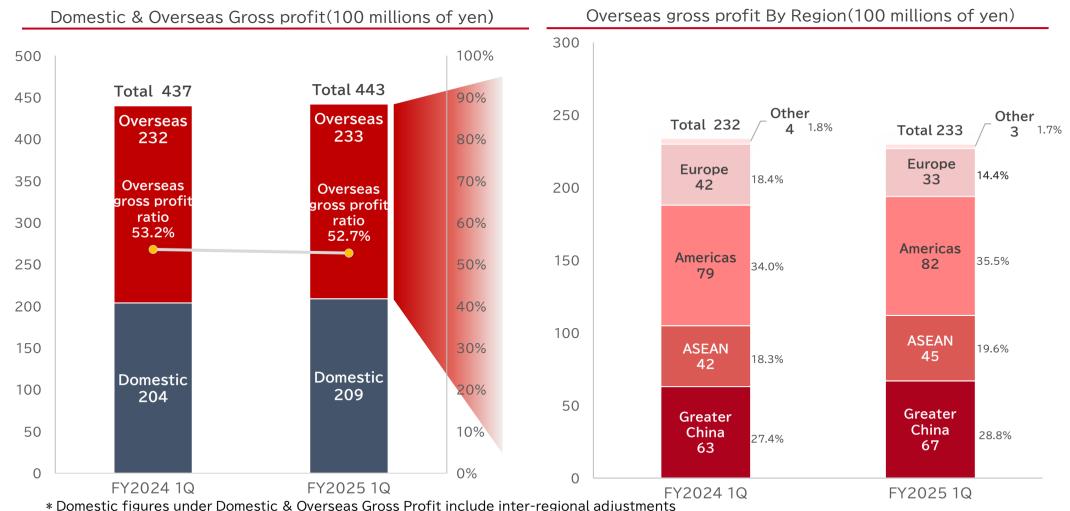
<sup>\*</sup> Impact from foreign exchange: Gross profit, -\(\frac{4}{2}\). 7 billion; Operating income, -\(\frac{4}{2}\). 2 billion

<sup>\*</sup> The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses during the current fiscal year. See the Contents page for details.



# Gross Profit by Region

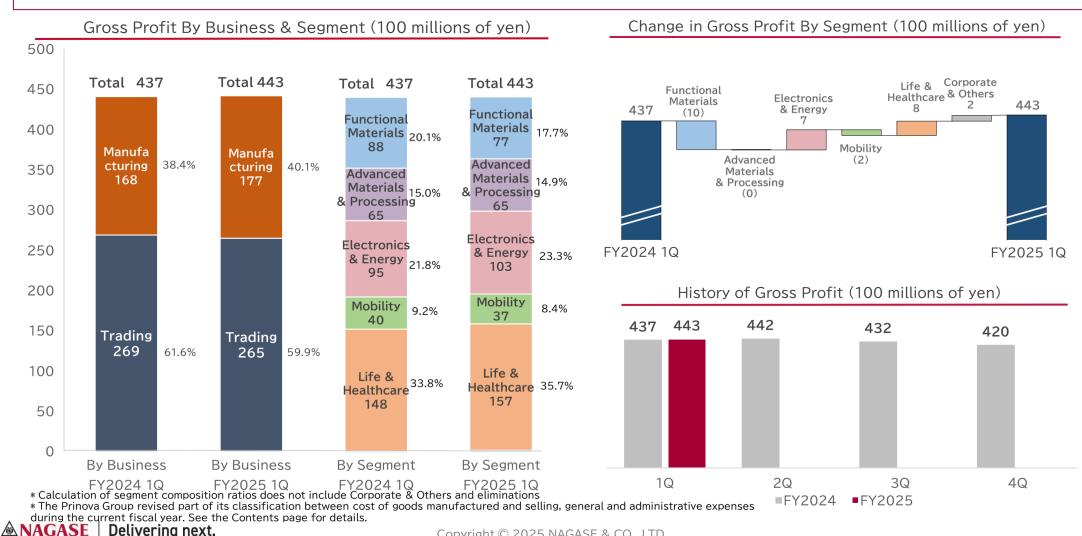
- ▶ Higher domestic profit stemming from an increase in domestic sales, mainly due to higher sales of food ingredients at Nagase Viita and formulated epoxy resins at Nagase ChemteX (including exports)
- Overseas profit declined, even as Greater China and ASEAN reported strong semiconductor-related performance, as profit fell in Europe due to weak sales of food ingredients by the Prinova Group and the impact of the stronger yen, among other factors



\* The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses during the current fiscal year. See the Contents page for details.

# Gross Profit by Business & Segment

- ▶ Trading business reported a decrease in profit of roughly ¥0.4 billion, despite strong performance in the Electronics & Energy and Life & Healthcare segments, as the automobile-related business under Functional Materials and Mobility experienced weaker results
- Manufacturing business profits increased roughly ¥0.5 billion, mainly due to increased sales of food ingredients at Nagase Viita and formulated epoxy resins at Nagase ChemteX under the Electronics & Energy segment
- Functional Materials experienced a significant decrease, while the Electronics & Energy and Life & Healthcare segments saw growth during the period (see Segment Overview for more details)

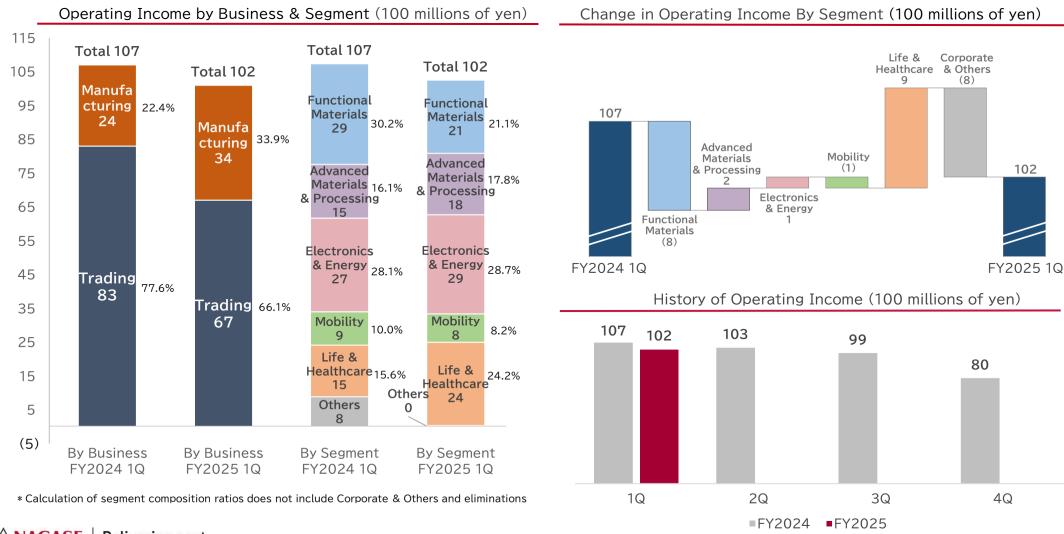


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# Operating Income by Business & Segment

- ▶ Trading business profit decreased approximately ¥1.5 billion due to a decrease in gross profit, posting M&A related expenses and the impact of an increase in retirement benefit expenses related to the amortization of actuarial differences
- ▶ Manufacturing business profit increased by about ¥1.0 billion overall, mainly due to strong sales of food ingredients at Nagase Viita, the completion of amortization for certain intangible assets, and increased efficiencies in the Prinova Group Nutrition business
- ▶ Profit under Corporate & Others decreased, mainly due to the impact of an increase in retirement benefit expenses related to the amortization of actuarial differences

(Retirement benefit actuarial differences: Approximately ¥3.5 billion gain in fiscal 2024 and approximately ¥0.3 billion loss in fiscal 2025 equally prorated and recorded on a quarterly basis)



Quarterly results

# Segment Overview: Functional Materials

- ▶ Gross profit decreased primarily for the following reasons
- · Coating materials sales were lower due to weak demand automotive and architectural applications
- · Sales of raw materials for semiconductor materials decreased

▶ Operating income decreased due to weaker gross profit

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100 millions of ven			Perfo

FY2025 Achiev

Forecast ement

FY2024

[Key Measures]

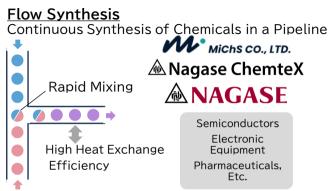
#### Performance Chemicals Dept.

- Capture business opportunities in the etrochemical industry and in response to market changes by leveraging our global procurement capabilities
- ▶ Propose sustainable materials and solutions (biodegradable bio-SAPs, chemical joint logistics matching, Mixing Concierges™, etc.)

#### Speciality Chemicals Dept.

- Business expansion through contributions to the supply chain in upstream segment of the semiconductor
- Creating businesses with utilizing unique technologies such as flow synthesis, metalorganic frameworks (MOFs), etc.

			1Q	2Q	3Q	4Q	YTD	Actual		
Sa	ales	FY2025	380				380	1,570	24%	
		FY2024	405	388	372	370	405	1,537		•
		YoY%	(6.1%)				(6.1%)	2.1%		
Gr	oss profit	FY2025	77				77	328	24%	
		FY2024	88	81	79	75	88	325		
		YoY%	(11.7%)				(11.7%)	0.9%		
	<profit ratio=""></profit>	FY2025	20.5%				20.5%	20.9%		•
		FY2024	21.8%	21.1%	21.3%	20.3%	21.8%	21.1%		
	Manufacturing	FY2025	5				5	The second secon		
		FY2024	6	6	4	4	6	22		
	Trading	FY2025	72				72	The second secon		
		FY2024	82	75	74	70	82	302		
O	perating income	FY2025	21				21	88	25%	
		FY2024	29	24	20	17	29	92		
		YoY%	(27.4%)				(27.4%)	(4.5%)		
	<profit ratio=""></profit>	FY2025	5.7%				5.7%	5.6%		
_		FY2024	7.3%	6.3%	5.5%	4.7%	7.3%	6.0%		
	Manufacturing	FY2025	1				1	The second secon		
		FY2024	2	3	0	1	2	7		
	Trading	FY2025	19				19	The same of the sa		
		FY2024	27	21	20	15	27	84		



Invested in MiChS, a company with many years of experience and knowledge in this field

# Segment Overview: Advanced Materials & Processing

- Gross profits flat, primarily for the following reasons
- Sales of resins decreased due to lower volume for office equipment and other applications in the electrical appliances and electronic industries; however, planned product mix improvements resulted in improved profit margin
- Sales of industrial hoses and civil engineering pipes increased at TOTAKU INDUSTRIES, Inc.
- ▶ Operating income increased due to a decrease in general and administrative expenses

### [Key Measures]

#### 100 millions of ven Polymer Global Account Dept.

- Shift resources to priority (e.g., Mexico and India) in line with the transition in global brand owner production bases \_\_\_\_\_
- Expand transactions in environmental materials (NAGASE products and products from other companies)
- Improve efficiency of global business operations and optimize organizational structure

Manufacturing Subsidiary: TOTAKU INDUSTRIES, Inc. will change its company name effective November 1



ナガセルータック株式会社

Root(根)+TAC

Name symbolizing the technology and craftsmanship in the DNA of TOTAKU







TOTAKU INDUSTRIES, INC. square-shape pipes
Promotion of pole-less utilities

### 100 millions of yen

Quarterly results							FY2025 / Forecast (		)
		1Q	2Q	3Q	4Q	YTD	FY2024 Actual		
Sales	FY2025	502				502	2,110	24%	)
	FY2024	535	546	528	495	535	2,106		
	YoY%	(6.0%)				(6.0%)	0.2%		
Gross profit	FY2025	65				65	270	24%	1
	FY2024	65	65	67	63	65	261		•
	YoY%	(0.1%)				(0.1%)	3.1%		
<pre><pre><pre>ofit ratio&gt;</pre></pre></pre>	FY2025	13.1%				13.1%	12.8%		
	FY2024	12.3%	11.9%	12.8%	12.8%	12.3%	12.4%		
Manufacturing	gFY2025	14				14	The state of the s		
	FY2024	12	12	15	12	12	53		
Trading	FY2025	51				51	The same of the sa		
	FY2024	53	52	52	50	53	208		
Operating income	FY2025	18				18	69	26%	
	FY2024	15	19	19	12	15	66		
	YoY%	14.5%				14.5%	3.2%		
<pre><pre><pre><pre>ofit ratio&gt;</pre></pre></pre></pre>	FY2025	3.6%				3.6%	3.3%		
	FY2024	3.0%	3.6%	3.6%	2.5%	3.0%	3.2%		
Manufacturing	gFY2025	3				3	The same of the sa		
	FY2024	2	2	4	1	2	10		
Trading	FY2025	14				14	The same of the sa		
	FY2024	13	17	14	10	13	55		

# Segment Overview: Electronics & Energy

- ▶ Gross profit increased primarily for the following reasons
- Sales of semiconductor materials increased
- Despite weakness in sales for mobile device applications, sales of Nagase ChemteX formulated epoxy resins increased with strong performance for resins used in semiconductors for AI servers
- Operating income increased due to improved gross profit, despite posting M&A related expenses

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Quarterly results							FY2025 Forecast	
		1Q	2Q	3Q	4Q	YTD	FY2024 Actual	
Sales	FY2025	415				415	1,670	25%
	FY2024	400	398	413	400	400	1,613	
	YoY%	3.6%				3.6%	3.5%	
Gross profit	FY2025	103				103	434	24%
	FY2024	95	97	99	107	95	400	
	YoY%	7.9%				7.9%	8.4%	
<pre><pre><pre>ofit ratio&gt;</pre></pre></pre>	FY2025	24.8%				24.8%	26.0%	
	FY2024	23.8%	24.5%	24.0%	26.9%	23.8%	24.8%	
Manufacturin	gFY2025	35				35	The state of the s	
	FY2024	33	35	34	48	33	150	
Trading	FY2025	67				67		
	FY2024	62	62	65	59	62	249	
Operating income	FY2025	29				29	129	23%
	FY2024	27	32	28	34	27	123	
	YoY%	5.8%				5.8%	4.9%	
<pre><pre><pre><pre><pre><pre><pre><pre></pre></pre></pre></pre></pre></pre></pre></pre>	FY2025	7.1%				7.1%	7.7%	
	FY2024	6.9%	8.1%	7.0%	8.6%	6.9%	7.6%	
Manufacturin	gFY2025	9				9		
	FY2024	7	9	7	19	7	45	
Trading	FY2025	19				19	The state of the s	-
	FY2024	19	22	20	14	19	77	

#### [Key Measures]

#### Electronics Dept.

- Expansion of commercial products in the semiconductor market
- Expand business based on expansion of domestic production
- · Expand business in Europe, the U.S., India,
- Develop business for cutting-edge electronic devices

#### Advanced Functional Materials Dept.

- Expand sales of Nagase ChemteX products for advanced semiconductors(LMC holds the dominant market share for molding compounds for advanced semiconductors)
- ▶ a-SMC aims to become the de facto standard for molding compounds for nextgeneration semiconductors
- Expand the recovery and recycling business of developer solution for semiconductors



LMC: Liquid Molding Compound



a-SMC: Advanced Sheet Molding Compound

# Segment Overview: Mobility

- Gross profit decreased primarily for the following reasons
- Despite a rise in volume, resin sales, which account for about half of gross profit, were flat, mainly due to the strengthening yen
- · Sales decreased for functional materials and functional components related to interior and exterior fittings and electrification
- ▶ Operating income decreased due to weaker gross profit

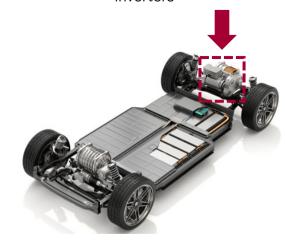
### [Key Measures]

#### Mobility Solutions Dept.

- Expand electrification-related materials and components further
- ► Invest resources in growth markets (e.g., North America and India)



Metal insert mold parts for automotive inverters



#### 100 millions of yen

						. •	•	J. , J
Quarterly results							FY2025	
							Forecast	ement
		1Q	2Q	3Q	4Q	YTD	FY2024 Actual	
Sales	FY2025	305				305	1,300	23%
	FY2024	321	338	343	317	321	1,320	
	YoY%	(5.0%)				(5.0%)	(1.6%)	
Gross profit	FY2025	37				37	164	23%
	FY2024	40	43	43	37	40	165	
	YoY%	(7.3%)				(7.3%)	(0.6%)	
<pre><pre><pre><pre>ofit ratio&gt;</pre></pre></pre></pre>	FY2025	12.2%				12.2%	12.6%	
	FY2024	12.5%	12.9%	12.7%	11.8%	12.5%	12.5%	
Manufacturing	FY2025	_				_	The state of the s	
	FY2024	_	-	-	-	_	_	
Trading	FY2025	37				37	The same of the sa	
	FY2024	40	43	43	37	40	165	
Operating income	FY2025	8				8	42	20%
	FY2024	9	12	12	7	9	42	
	YoY%	(15.1%)				(15.1%)	(0.9%)	
<pre><pre><pre><pre>ofit ratio&gt;</pre></pre></pre></pre>	FY2025	2.7%				2.7%	3.2%	
	FY2024	3.1%	3.8%	3.6%	2.3%	3.1%	3.2%	
Manufacturing	FY2025	-				_	The same of the sa	
	FY2024	_	_					
Trading	FY2025	8				8	The same of the sa	
	FY2024	9	12	12	7	9	42	

# Segment Overview: Life & Healthcare

- ▶ Gross profit increased primarily for the following reasons
- · Increased sales of intermediates and pharmaceutical raw materials
- · Nagase Viita posted increased sales, mainly for food ingredients and cosmetic materials
- · While the volume of food ingredient sales increased, the Prinova Group's profits decreased due to a downturn in market prices
- ▶ Operating income increased, despite M&A-related expenses, due to the completion of amortization for certain intangible assets at Nagase Viita and the efficiency improvements at the Prinova Group

100 millions of yen	[Key	Measures ]
---------------------	------	------------

						10	U millions		ا ـ
Quarterly results							FY2025 Forecast		
		1Q	2Q	3Q	4Q	YTD	FY2024 Actual	CITICITE	)
Sales	FY2025	768				768	2,899	27%	
	FY2024	728	744	712	685	728	2,870		•
	YoY%	5.5%				5.5%	1.0%		
Gross profit	FY2025	157				157	612	26%	
	FY2024	148	152	142	137	148	581		•
	YoY%	6.0%				6.0%	5.3%		(
<pre><pre><pre>ofit ratio&gt;</pre></pre></pre>	FY2025	20.5%				20.5%	21.1%		r
	FY2024	20.4%	20.4%	20.0%	20.1%	20.4%	20.2%		ι
Manufacturing	FY2025	121				121	The second secon		)
	FY2024	116	120	107	99	116	443		
Trading	FY2025	35				35	The second secon		
	FY2024	32	31	35	37	32	137		
Operating income	FY2025	24				24	73	34%	
	FY2024	15	4	11	3	15	34		
	YoY%	61.5%				61.5%	113.2%		
<pre><pre><pre>ofit ratio&gt;</pre></pre></pre>	FY2025	3.2%				3.2%	2.5%		
	FY2024	2.1%	0.6%	1.6%	0.5%	2.1%	1.2%		
Manufacturing	FY2025	19				19	The second secon		
	FY2024	11	2	6	(1)	11	18		
Trading	FY2025	4				4	The same of the sa		
	FY2024	4	1	4	4	4	15		

### \* The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses during the current fiscal year. See the Contents page for details.

#### Life & Healthcare Products Dept.

- ► Focus on expanding sales of in-house products in Japan and overseas
- Expand cross-sales through stronger collaboration among overseas group bases and offices
- Expand bio-materials

(Creation of NVI\*1, NBIC\*2 bio-derived materials; e.g., ergothioneine mass produced using fermentation technology)

- Expand the Prinova Group manufacturing
- \*1 Nagase Viita
- \*2 Nagase Bio-Innovation Center

Diagnostics Business, Other Joined the NAGASE Group on July 1, 2025

### **A** Nagase Diagnostics

ナガセダイアグノスティックス株式会社

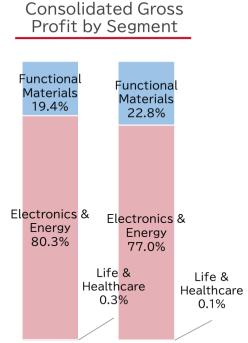


Nagase Diagnostics Co., Ltd. Ohito Plant

# Overview of Major Manufacturing Subsidiaries: Nagase ChemteX

- Gross profit increased primarily for the following reasons
  - Despite weakness in sales for mobile device applications, sales of formulated epoxy resins increased with strong performance for resins used in semiconductors for AI servers
  - · Sales decreased for photolithography materials for use in displays
- Operating income decreased, despite higher gross profit, due to increases in R&D expenses and other selling, general and administrative expenses
  - \* Functional dyes business transferred from Nagase Viita on of April 1, 2025

							100 millions	of yen
Quarterly results							FY2025 A	
		1Q	2Q	3Q	4Q	YTD	FY2024 Actual	
Sales	FY2025	66				66	292	23%
	FY2024	66	64	66	61	66	258	
	YoY%	(0.1%)				(0.1%)	13.3%	
Gross profit	FY2025	23				23	103	22%
	FY2024	20	20	22	21	20	84	
	YoY%	10.0%				10.0%	21.7%	
<pre><pre><pre><pre>ofit ratio&gt;</pre></pre></pre></pre>	FY2025	34.8%				34.8%	35.3%	
	FY2024	31.6%	31.5%	33.9%	34.4%	31.6%	32.8%	
Operating income	FY2025	7				7	36	20%
	FY2024	7	6	7	5	7	27	
	YoY%	(2.6%)				(2.6%)	33.1%	
<pre><pre><pre>ofit ratio&gt;</pre></pre></pre>	FY2025	11.2%				11.2%	12.5%	
	FY2024	11.5%	9.4%	12.0%	9.6%	11.5%	10.6%	



FY2025 1Q

FY2024 1Q

Ratio of

<sup>\*</sup> The sales functions of Nagase ChemteX are handled by our company and its sales subsidiaries, and profits from Nagase ChemteX's business are also recognized under the trading business

# Overview of Major Manufacturing Subsidiaries: Nagase Viita

- ▶ Gross profit increased primarily for the following reasons
  - · Sales of food ingredients increased due to wider adoption, mainly in Japan
  - · Sales of cosmetic materials increased due to strong performance in Japan
- ▶ Operating income increased due to an increase in gross profit, despite an increase in amortization expense associated with the replacement of the company's accounting system
- Amortization of goodwill, etc., decreased due to the completion of amortization of certain intangible assets (Full-year impact: Approximately ¥1.1 billion yen lower year on year)
- \* Functional dyes business transferred to Nagase ChemteX on April 1, 2025

						1	100 millions	of yen
Quarterly results								Achiev
		1Q	2Q	3Q	4Q	YTD	Forecast FY2024 Actual	ement
Sales	FY2025	86				86	365	24%
	FY2024	86	87	92	83	86	350	
	YoY%	(0.3%)				(0.3%)	4.3%	
Gross profit	FY2025	35				35	141	25%
	FY2024	33	32	34	30	33	129	
	YoY%	7.6%				7.6%	9.5%	
<pre><pre><pre><pre><pre><pre><pre><pre></pre></pre></pre></pre></pre></pre></pre></pre>	FY2025	41.2%				41.2%	38.8%	
	FY2024	38.2%	36.9%	36.8%	36.1%	38.2%	37.0%	
Operating income	FY2025	15				15	53	29%
	FY2024	13	12	13	11	13	50	
	YoY%	16.0%				16.0%	5.1%	
<pre><pre><pre><pre>ofit ratio&gt;</pre></pre></pre></pre>	FY2025	17.8%				17.8%	14.5%	
	FY2024	15.3%	14.0%	14.8%	13.5%	15.3%	14.4%	
Amortisation of	FY2025	4				4	18	
goodwill, etc.	FY2024	7	7	7	6	7	29	
	YoY%	(40.5%)				(40.5%)	(38.4%)	
Operating income	FY2025	10				10	34	31%
after amortised	FY2024	5	4	6	4	5	20	
expenses	YoY%	94.5%				94.5%	67.8%	

Ratio of Consolidated Gross Profit by Segment **Functional** Materials 1.6% Life & Life & Healthcare Healthcare 100.0% 98.4% FY2024 1Q FY2025 1Q

<sup>\*</sup> The sales functions of Nagase Viita are handled by our company and its sales subsidiaries, and profits from Nagase Viita's business are also recognized under the trading business

# Overview of Major Manufacturing Subsidiaries: Prinova Group

- ▶ Gross profit decreased primarily for the following reasons
- · While the volume of food ingredients increased, sales were lower and the gross margin decreased due to a downturn in market prices
- The manufacturing business is on the path to recovery with improving product mix, particularly in the Solutions business
- Operating income increased, despite lower gross profit, mainly due to decreases in selling, general and administrative expenses in connection with efficiencies in the Nutrition business.

							100 millions		
Quarterly results							FY2025 A		Ratio
		1Q	2Q	3Q	4Q	YTD	FY2024 Actual	01110111	Consolidate Profit by S
Sales	FY2025	539				539	1,997	27%	
	FY2024	504	537	488	466	504	1,996		
	YoY%	6.9%				6.9%	0.1%		
Gross profit	FY2025	82				82	320	26%	
	FY2024	79	79	72	65	79	295		
	YoY%	3.6%				3.6%	8.3%		
<pre><pre><pre><pre>ofit ratio&gt;</pre></pre></pre></pre>	FY2025	15.2%				15.2%	16.0%		
	FY2024	15.7%	14.8%	14.8%	14.0%	15.7%	14.8%		Life &
Operating income	FY2025	16				16	49	34%	Healthcare
	FY2024	13	0	10	1	13	25		100.0%
	YoY%	26.3%				26.3%	89.9%		
<pre><pre><pre><pre>ofit ratio&gt;</pre></pre></pre></pre>	FY2025	3.1%				3.1%	2.5%		
	FY2024	2.7%	0.1%	2.1%	0.4%	2.7%	1.3%		
Amortisation of	FY2025	6				6	26		
goodwill, etc.	FY2024	6	7	6	6	6	27		FV2024 10
	YoY%	2.6%				2.6%	(5.7%)		FY2024 1Q
Operating income	FY2025	9				9	22	43%	
after amortised	FY2024	6	(6)	3	(5)	6	(1)		
expenses	YoY%	50.7%				50.7%	-		

o of ted Gross Segment Life & Healthcare 100.0% FY2025 1Q

<sup>\*</sup> The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses during the current fiscal year. See the Contents page for details.

# Consolidated Balance Sheets

- Effective use of NAGASE Group funds for investments in growth and working capital
- ▶ Use of interest-bearing debt for the acquisition of the SACHEM business in Asia

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	2025/03	2025/06	Change	Details
Total Current Assets	5,601	5,483	(117)	
(Cash&deposits)	663	498	(164)	
(Trade account receivbable)	3,112	3,116	3	
(Inventories)	1,662	1,684	22	
Total non-current assets	2,480	2,632	151	SACHEM business in Asia+125
(Investments in security)	720	744	23	
Total assets	8,081	8,115	34	
Current Liab.	2,695	2,794	90	Short-term Loan Pay.+120
			99	Short-term Loan Pay. + 120
(Trade account payable)	1,512	1,520	7	
Non-current Liab.	1,321	1,334	12	
Total Liab.	4,016	4,128	111	
Shareholders' equity	3,117	3,097	(20)	
Accum. Other Comprehensive Income	873	814	(58)	Translation Adjustment -71
Non-controlling interest	74	75	1	
Total net assets	4,064	3,987	(77)	
Working capital	3,262	3,280	18	_
Shareholders' equity ratio	49.4%	48.2%	(1.2ppt)	
Interest-bearing debt	1,753	1,896	142	
NET D/E ratio	0.27	0.36	0.08	

# Consolidated Cash Flows

- ▶ Total of ¥6.1 billion provided from financing CF in using interest-bearing debt for the acquisition of the SACHEM business in Asia; total of ¥18.9 billion used in investing CF
- Cash and cash equivalents decreased ¥16.4 billion due to the effective use of internal group funds and partial allocation to investment CF

100 millions of yen

	FY2024 1Q	FY2025 1Q
Operating CF	(30)	7
(Income before income taxes)	107	105
(Depreciation and amortization)	44	43
(Change in working capital)	(45)	(36)
(Other)	(137)	(104)
Investing CF	(82)	(189)
(Fixed asset investment)	(41)	(194)
(Other)	(40)	5
Free CF	(112)	(182)
Financing CF	33	61
(Share buybacks)	(33)	(46)
(Dividends paid)	(45)	(48)
(Change in loans and bonds)	115	163
(Other)	(2)	(6)
Effects of exchange rate	40	(43)
Net increase / decrease in cash and cash equivalents	(38)	(164)

# FY2025 Earnings Projection(No Change)

- ▶ Record-high profits expected at all profit measures
- Semiconductor-related businesses likely to perform well, driven by a moderate recovery in market conditions and higher demand for AI server semiconductors
- ▶ Resin sales shift to more profitable products as demand remained flat generally
- ▶ Food-related businesses likely to see narrower loss in the Prinova Group Nutrition business and recovery in Nagase Viita cosmetics materials
- ▶ Selling, general and administrative expenses increased overall due to higher retirement benefit expenses resulting from the amortization of actuarial differences, as well as business expansion
  - (retirement benefit actuarial differences: Approximately ¥3.5 billion gain in fiscal 2024 and approximately ¥0.3 billion loss in fiscal 2025)

				100 milions of yen	
	FY2024 Actual	FY2025 Forecast	Change	Vs.PY	
Sales	9,449	9,550	100	101%	
Gross profit	1,733	1,810	76	104%	
<gp ratio=""></gp>	18.3%	19.0%	0.6ppt	-	
SG&A expenses	1,342	1,415	72	105%	
Operating income	390	395	4	101%	
<op ratio=""></op>	4.1%	4.1%	0.0ppt	-	
(excluding the effect of actuarial gains and losses)	355	398	43	112%	
Ordinary income	383	385	1	100%	
Profit attributable to owners of the parent	255	315	59	123%	
US\$ Exchange rate (period average)	@ 152.6	@ 143.0	@ 9.6	Strong yen	
RMB Exchange rate (period average)	@ 21.1	@ 19.0	@ 2.1	Strong yen	

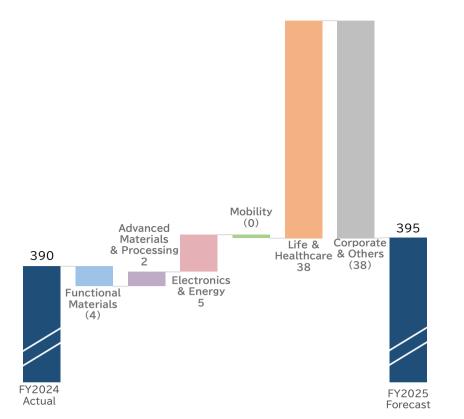
<sup>\*</sup> The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses during the current fiscal year. See the Contents page for details.

# FY2025 Earnings Projection By Segment(No Change)

- ▶ Gross profit to increase in Functional Materials due to higher sales of raw materials for coating materials and semiconductor materials, while higher general and administrative expenses to reduce operating income
- Advanced Materials & Processing expects higher profit as resin sales remain mostly flat while profitability improves
- ▶ Electronics & Energy expects to post higher profit, supported by strong semiconductor material sales and solid performance in Nagase ChemteX formulated epoxy resins for AI server semiconductors
- Mobility expects to post flat profits due to sluggish automobile production growth and the impact of a stronger year
- ▶ Life & Healthcare expects higher profits due to strong performance in the manufacturing business and the allowance for doubtful accounts (-¥1.3 billion) recorded in the previous fiscal year in the Prinova Group

					100 millions of yen
		FY2024 Actual	FY2025 Forecast	Change	Vs.PY
Functional	Sales Gross profit <profit ratio=""></profit>	1,537 325 21.1%	1,570 328 20.9%	32 2 (0.3ppt)	102% 101% —
Materials	Operating income	92	88	(4)	96%
	<pre><pre><pre>ofit ratio&gt;</pre></pre></pre>	6.0%	5.6%	(0.4ppt)	
	Sales	2,106	2,110	3	100%
Advanced	Gross profit	261	270	8	103%
Materials	<pre><pre><pre><pre>profit ratio&gt;</pre></pre></pre></pre>	12.4%	12.8%	0.4ppt	_
& Processing	Operating income	66	69	2	103%
	<pre><pre><pre><pre>ofit ratio&gt;</pre></pre></pre></pre>	3.2%	3.3%	0.1ppt	
Electronics	Sales Gross profit <profit ratio=""></profit>	1,613 400 24.8%	1,670 434 26.0%	56 33 1.2ppt	104% 108% —
& Energy	Operating income	123	129	5	105%
	<pre><pre><pre><pre>profit ratio&gt;</pre></pre></pre></pre>	7.6%	7.7%	0.1ppt	_
Mobility	Sales Gross profit <profit ratio=""></profit>	1,320 165 12.5%	1,300 164 12.6%	(20) (1) 0.1ppt	98% 99% —
11001111	Operating	42	42	(0)	99%
	income <profit ratio=""></profit>	3.2%	3.2%	0.0ppt	_
Life &	Sales Gross profit <profit ratio=""></profit>	2,870 581 20.2%	2,899 612 21.1%	28 30 0.9ppt	101% 105% —
Healthcare	Operating income	34	73	38	213%
	<pre><pre><pre><pre>profit ratio&gt;</pre></pre></pre></pre>	1.2%	2.5%	1.3ppt	_
	Sales	1.270	1	(0)	99%
Corporate	Gross profit	(0)	2	2	_
& Others	Operating income	32	(6)	(38)	_
	Sales	9,449	9,550	100	101%
Total	Gross profit <profit ratio=""></profit>	1,733 18.3%	1,810 19.0%	76 0.6ppt	104%
ıolal	Operating income	390	395	4	101%
	<pre><pre><pre><pre>profit ratio&gt;</pre></pre></pre></pre>	4.1%	4.1%	0.0ppt	_

Change in Operating Income Forecast By Segment (100 millions of yen)



<sup>\*</sup> The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses during the current fiscal year. See the Contents page for details.

### FY2025 Earnings Projections by Major Manufacturing Subsidiaries (No Change)

- ▶ Nagase ChemteX: Higher gross profit due to continued strong sales of formulated epoxy resins for AI server semiconductors, following previous year performance. Operating income to increase due to improved gross profit
- Nagase Viita: Higher gross profit due to strong sales of food ingredients and cosmetic materials
  Operating income to increase due to improved gross profit and a decrease in amortization of goodwill and other intangible assets (increase of approximately 1.1 billion yen due to the partial completion of amortization of intangible assets).
- ▶ Prinova Group: Higher gross profit, mainly due to recovery in the Nutrition business
  Operating income is expected to increase, partly due to the absence of the ¥1.3 billion allowance for doubtful accounts recorded in the previous fiscal year

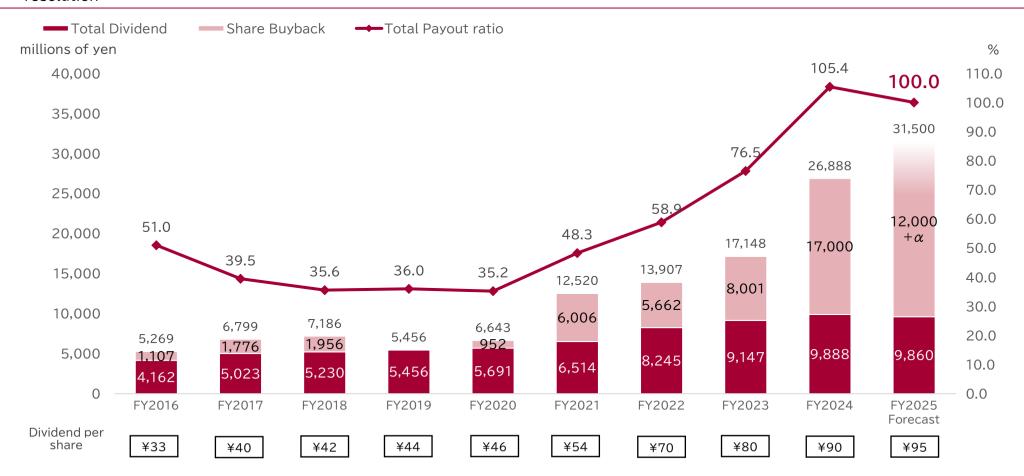
				100 m	illions of yen
		FY2024 Actual	FY2025 Forecast	Change	Vs.PY
	Sales	258	292	34	113%
Name of Character V	FY2024 Actual         FY2025 Forecast         Change         Very Change           Sales         258         292         34           Gross profit         84         103         18 <profit ratio="">         32.8%         35.3%         2.4ppt           Operating income         27         36         9           <profit ratio="">         10.6%         12.5%         1.9ppt           Sales         350         365         15           Gross profit         129         141         12           <profit ratio="">         37.0%         38.8%         1.8ppt           Operating income         50         53         2           <profit ratio="">         14.4%         14.5%         0.1ppt           Goodwill amortization etc.         29         18         (11)           Operating income after amortization burden         20         34         14           Sales         1,996         1,997         1           Gross profit         295         320         24           <profit ratio="">         14.8%         16.0%         1.2ppt</profit></profit></profit></profit></profit>	122%			
	<pre><pre><pre><pre><pre><pre><pre><pre></pre></pre></pre></pre></pre></pre></pre></pre>	32.8%	35.3%	2.4ppt	_
Corporation	Operating income	27	36	9	133%
	<profit ratio=""></profit>	10.6%	12.5%	1.9ppt	
					10.10/
Sales   258   292   34     Nagase ChemteX   Corporation   Sales   258   292   34     Corporation   Sales   258   292   34     Corporation   Sales   32.8%   35.3%   2.4ppt     Operating income   27   36   9     <pre></pre>					104%
	109%				
			FY2025 Forecast  292 34 113 34 103 18 122 35.3% 2.4ppt 36 37 36 9 133 36 12.5% 1.9ppt  20 38.8% 1.8ppt 20 39 30 30 30 30 30 30 30 30 30 30 30 30 30		
_	se Viita       Operating income on, Ltd.       37.0%       38.8%       1.8ppt on the service of the serv	105%			
Nagase Viita Ope Co., Ltd. <					_
	Sales 258 Gross profit 84 Sporation Operating income 27 Sales 350 Gross profit 129 Sprofit ratio 37.0% 37.0% 39.0% 19.0%  asse Viita Operating income 50 Operating income 50 Operating income 50 Operating income 37.0% 39.0%	18	(11)	62%	
	Sales   258   292   34     HemteX ation   Sales   258   292   34     HemteX ation   Gross profit   84   103   18     Sales   32.8%   35.3%   2.4ppt     Operating income   27   36   9     <pre></pre>	168%			
				1	100%
					108%
					_
Prinova Group					190%
•					_
		27	26	(1)	94%
		(1)	22	24	

<sup>\*</sup> The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses during the current fiscal year. See the Contents page for details.

# Shareholder Returns

- ▶ We plan to pay ¥95 per share for the full year, consisting of an interim dividend of ¥45 per share and a year-end dividend of ¥50 per share (forecasting a 16th consecutive year of dividend increases)
- No changes to the 100% total return ratio policy in fiscal 2025, continuing from fiscal 2024
- ▶ Based on the policy above, the ¥12 billion in share buybacks approved in May 2025 are progressing as planned; total of ¥4.6 billion in share buybacks as of June 30

(Purchase period: Scheduled for May 2025 to October 2025) \*Additional returns after November will be approved under a separate resolution



<sup>\*</sup> FY2025 year-end dividend to be submitted for approval to the 111th general meeting of shareholders scheduled for June 2026.

# **NAGASE** Delivering next.

■IR Materials for the first meeting: **NEW** 

https://www.nagase.co.jp/english/ir/library/pdf/factbooks/20250804-1.pdf

■NAGASE Group Investor Relations Website:

https://www.nagase.co.jp/english/ir/

■Inquiries:

https://www.nagase.co.jp/english/contact/ir/

These presentation materials contain projections based on forward-looking assumptions, forecasts, and plans as of August 5, 2025 Actual earnings may differ from projections due to risks and uncertainties in the future global economy, competitive landscape, currency exchange rates, etc.

# Management Conscious of Capital Costs and Share Prices

We continue to implement initiatives in the final year of the current medium-term management plan

### Policies to Enhance Corporate Value

Execute growth, financial, and capital strategies set forth in the Medium-Term Management Plan ACE 2.0

### **Current Issue Recognition**

- PBR has been below 1x since FY2007
- Cost of equity is more than 8.0% based on dialogue with investors (as needed through the use of CAPM and interviews with investors)
- Continued high level of strategic cross-shareholdings; 13.9% of net assets

#### Matters to be Addressed

### Profitability and Efficiency

- Permeation of ROIC management: Improve gross profit margin and capital turnover
- Reduce unprofitable businesses and unprofitable transactions in business targeted for improvement
- Reduce strategic cross-shareholdings in phases

### **Capital Costs**

- Increase in Shareholder Returns: limited 100% total return ratio for two years
- Leverage debt in growth investments

#### **IR Activities**

• Make active disclosures of and expand dialogue with investors

# Business Environment Surrounding NAGASE Segments



Industry	FY2024 Trends		FY2025 Trends	Segment	
Coatings	Growth in both automotive and construction applications was sluggish, remaining generally flat overall		Automotive applications to grow slightly; construction applications unlikely to recover; overall performance expected to remain generally flat		Functional Materials
Semiconducto rs	Recovery remained gradual and uneven across categories, with strong performance in AI-related demand and China-based manufacturing		Strong year-on-year growth driven by rising AI- related demand and solid production of smartphones, PCs, and other devices		Electronics
Smartphones	d-range and low-end shipments increased, rtly supported by policy measures in China, nile high-end shipments rose slightly  High-end sales to remain steady, while midrange and low-end sales rise slightly due to growing adoption of low-priced smartphones			& Energy	
OA and Games (Electrical and Electronic Equipment)	Overall demand and resin market conditions made a moderate recovery	-3	Roughly in line with the previous fiscal year	-5	Advanced Materials
Automobiles	Automobile production did not recover fully in the second half, remaining flat overall due to regional polarization		Roughly in line with the previous fiscal year		Mobility
Medical	Demand was strong for additives, APIs and intermediates		Roughly in line with the previous fiscal year		
Cosmetics	Weak performance due to sluggish consumer demand in China, a key end market		Recovery anticipated as growing end markets drive expansion into new sales regions		Life & Healthcare
Food	Domestic food ingredient sales performed well;food ingredient sales in Europe and the U.S. remained flat, while nutrition sales continued to grow despite intensified competition		Flat market growth in Japan year on year, with moderate growth expected in food ingredients and nutrition in Europe and the U.S.		

Display and color former businesses excluded due to limited impact on fiscal 2025 performance

<sup>·</sup>May not always be consistent with industry trends

<sup>\*</sup>Impact of U.S. tariff policies not included

# Sales, Gross Profit and Operating Income by Quarter

							100 millions	s of yen
Quarterly results							FY2025 Forecast	Achiev ement
		1Q	2Q	3Q	4Q	YTD	FY2024 Actual	
Sales	FY2025	2,373				2,373	9,550	25%
	FY2024	2,392	2,417	2,370	2,269	2,392	9,449	
	YoY%	(0.8%)				(0.8%)	1.1%	
Gross profit	FY2025	443				443	1,810	24%
	FY2024	437	442	432	420	437	1,733	
	YoY%	1.3%				1.3%	4.4%	
<pre><pre><pre><pre>ofit ratio&gt;</pre></pre></pre></pre>	FY2025	18.7%				18.7%	19.0%	
	FY2024	18.3%	18.3%	18.2%	18.5%	18.3%	18.3%	
Manufacturing	FY2025	177				177	The same and the s	
	FY2024	168	174	161	165	168	670	
Trading	FY2025	265				265	The same and the s	
	FY2024	269	267	270	255	269	1,062	
Operating income	FY2025	102				102	395	26%
	FY2024	107	103	99	80	107	390	
	YoY%	(4.5%)				(4.5%)	1.1%	
<profit ratio=""></profit>	FY2025	4.3%				4.3%	4.1%	
	FY2024	4.5%	4.3%	4.2%	3.6%	4.5%	4.1%	
Manufacturing	FY2025	34				34	The same and the s	
	FY2024	24	16	19	21	24	81	
Trading	FY2025	67				67	The second secon	
	FY2024	83	86	80	59	83	309	

<sup>\*</sup> Manufacturing figures represent the aggregate totals of manufacturing subsidiaries.

<sup>\*</sup> The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses during the current fiscal year. See the Contents page for details.



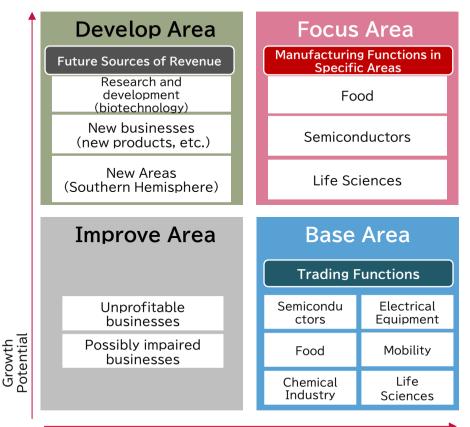
100 millions of you

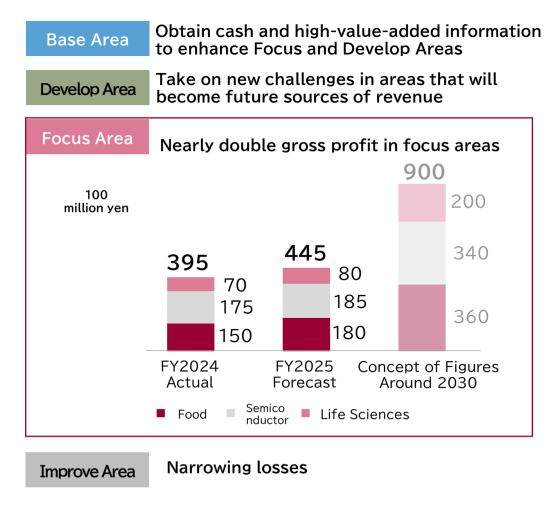
<sup>\*</sup> Trading figures include the aggregate totals of NAGASE and our sales subsidiaries, as well as Corporate & Others and eliminations

# Growth Strategies for the Future

Make proactive investments in Focus Area of manufacturing (across the three areas of food, semiconductors, and life sciences) to expand profit scale and profit margin over the medium to long term

Potential investments in Focus Area and Develop Area Approx. 80 billion yen (M&A and Capital investment)





ROIC

<sup>\*</sup> The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses during the current fiscal year. See the Contents page for details.

### Efforts in the Food Area - Prinova Group Status-

Comiconductor Improve Area Base Area Possibly impaired businesses Mobility

The growth trend in the sports nutrition market remains unchanged We are proactively advancing efforts to establish a profit-contributing structure at the Utah plant

### Manufacturing

- ·Work to acquire new customers with our newly expanded product lineup, although it will take time to contribute to profits due to major customers losing market shares
- ·Develop new categories such as healthconscious consumers

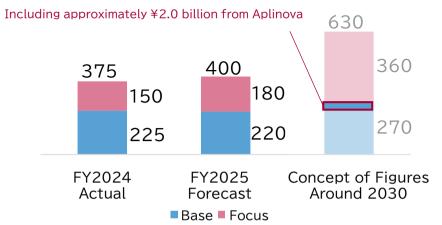


### **Trading**

•Expand business in South America and Asia. building on our success in North America and Europe, by leveraging our unique food ingredient procurement capabilities

### NAGASE: Food Gross Profit

(100 million yen)



<sup>\*</sup> The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses during the current fiscal year. See the Contents page for details.

## Efforts in the Semiconductor Area

Develop Area

Focus Area

Manufesturing Functions in Specific Areas

Manufesturing Functions in Specific Areas

Food

Gevelopment
(biotechnology)

New businesses
(new products, etc.)

New Areas
(Southern Hemisphere)

Improve Area

Unprofitable
businesses

Possibly impaired
businesses

Pood Mobility

Equipment

Food Mobility

Chemical
Industry Sciences

The Focus Area works to establish a de facto standard in molding compounds for advanced semiconductors, while the Base Area expands commercial rights

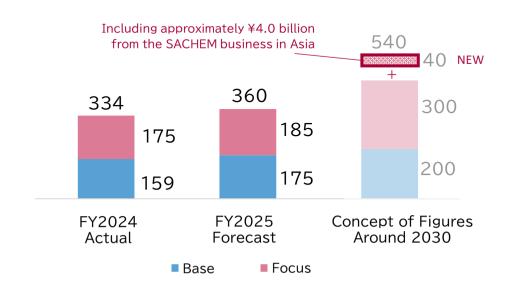
### Focus Area

- •Establish position as the de facto standard in molding compounds (LMC/a-SMC) for advanced semiconductors
- Promote and expand environmentally friendly proposals with a system that recovers and recycles developers

### Base Area

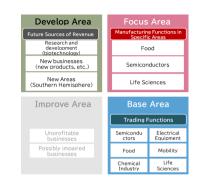
- ·By serving as a coordinator for Rapidus Corporation, enhance business rights further and leverage them for global expansion
- •Strengthen our expertise in chemical handling (transportation, storage, imports and exports) and supply chain management

# NAGASE: Semiconductor Gross Profit



# Efforts in the Life Science Area

Decided to add diagnostics business through M&A, Aim to expand business by developing new materials in the Develop Area



### Focus Area

•Expand business in the pharmaceutical and cosmetic fields with Nagase Viita and Nagase ChemteX materials and technologies (e.g., AA2G<sup>TM</sup>, Pullulan, Trehalose SG, and Hesperidin)

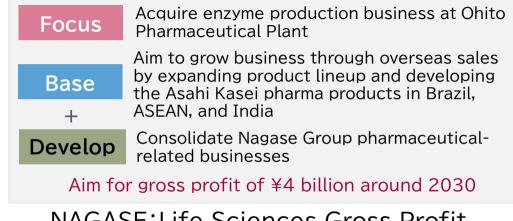
### Base Area

•Establish a system to comply with laws and regulations in each country and expand our global network

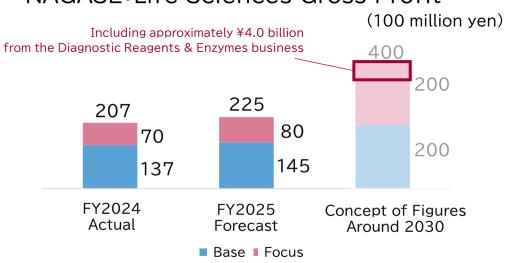
### Develop Area

 Began mass production of ergothioneine using fermentation technologies

# Acquire Diagnostics and Other Businesses From Asahi Kasei Pharma Corporation



### NAGASE: Life Sciences Gross Profit





# Improvement Areas FY2024 Progress

Improved profit margin in FY2024, with operations aimed at achieving zero losses in FY2025 and beyond



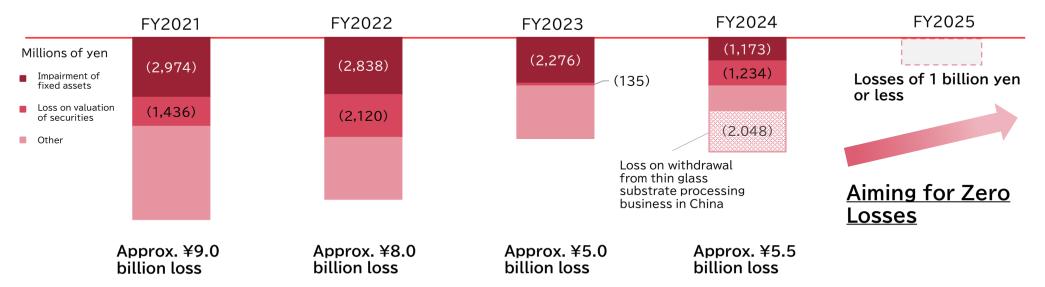
### Improvement targets and initiatives

- 1. Operating loss among subsidiaries and equity in losses of affiliates
- 2. Assets at risk for impairment loss
- 3. Unprofitable transactions

Develop and implement improvement plans as early as possible. Study withdrawing from businesses not expected to improve.

List and monitor all cases; return rights for businesses not expected to improve

#### [Operating Loss, Loss in Equity, Impairment Loss, and Unprofitable Transactions With Operating Subsidiaries]



# Cash Allocation in FY2025

<u>Leverage interest-bearing debt to pursue growth investments and</u> shareholder returns

### Cash In

#### **Asset Replacement**

- ▶ Reduce strategic crossshareholdings, etc.
- Utilize cash and cash equivalents through group-wide cash management

# Expanding Interest-Bearing Debt Financing

 Obtain financing within a range that allows us to maintain credit ratings



### Cash Out

#### **Growth Investments**

- ▶ Execute announced M&A
- Consider M&A deals in the range of several tens of billions of yen on an ongoing basis
- ▶ Strengthen specific functions in the three fields of the Focus areas and acquire missing parts
- ▶ Invest in CVC and the Global South in the Develop Area

#### Shareholder Returns

- ▶ Continue Increasing Dividends and Achieve a 100% Total Return Ratio
- ▶ Control net assets at around ¥400 billion

<sup>\*</sup> Growth investments do not include working capital, DX · R&D expenses etc.

### Prinova Group Business Overview

### **Trading**

### Manufacturing · Processing











Value Proposition Reliable supply of aromas and essential oils to the food and nutrition markets

Distribution of more than 2,000 food ingredients to the food and nutrition market, offering reliable supply. quality and price

Production of premixes, combining a wide range of ingredients to provide solutions that meet customer needs

One-stopsolutions from product planning to manufacturing finished products Reliable flavors developed by certified flavorists (added-value for Prinova's manufacturing capabilities)

Applications, Main Business Major **Products** 

[Major Products] Aromas and essential oils

#### [Major Products]

Vitamins, amino acids, acidulants, food extracts. sweeteners. umami seasoning, polysaccharides. nutrient enhancers. phosphates

### [Main Business]

Customized powder premixes (amino acid, vitamins and minerals) and liquid premixes

#### [Main Business]

Sports nutrition products in the finished form(powder and capsule) with quality assurance and regulatory compliance

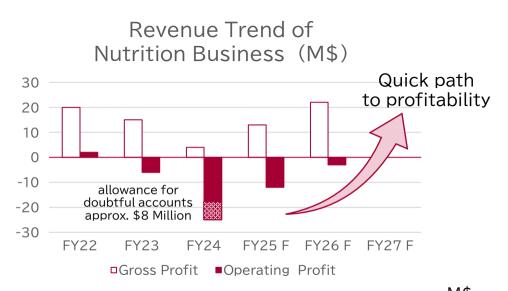
(Examples of Applications 1 Confectionery (e.g., gummies, chocolates. candies), beverages (e.g., soft drinks). dairy products (e.g., ice cream, yogurt), baking (enriched

flour)

### TOPICS: Turnaround of Prinova Nutrition\*

- ▶ Cost reduction through efficiency improvements and top-line growth to drive early profitability in the Nutrition business (Utah and Tennessee factories)
- ▶ Recover Operating Profit of Prinova Group to a growth trajectory and reaccelerate profit contribution

\*Nutrition business (former Armada business)...Contract manufacturing of sports nutrition products. The company also engages in other manufacturing businesses, including solutions production



					M\$
	FY22	FY23	FY24	(FY25)	(FY26)
Gross Profit	20	1:	5	4 13	22
Operating Profit	2	-(	ó -2	5 -12	-3

#### **Top Line Growth**

- •Revitalize the sales organization under new CEO leadership with rigorous opportunity pipeline management
- •Use customer segmentation to prioritize sales priorities, resources and qualify
- •Expand target markets to include Active Lifestyle Nutrition and Wellness, in addition to the Sports Performance industry
- •Expanded product format offerings, including Stick Packs and, etc

  Active Lifestyle Nutrition and Wellness

Sports Performance Everyday consumers







(Population: small × frequency/ Volume: large)

(Population: medium to large x frequency/ Volume: medium to large)

Stick Packs

### Cost reduction through efficiency improvements

- ·Improved production efficiency through Advanced Process Control and full-scale operation of automation equipment introduced in FY2024
- ·Reduce costs through increased efficiencies

Delivering next.



<sup>\*</sup>The Prinova Group revised part of its classification between cost of goods manufactured and selling, general and administrative expenses in in fiscal 2025. Figures reflect this reclassification



# Major Cash Inflows and Outflows for FY2021-FY2024

100 millions of ven

										100 11111111	0113 01 7 011
Cash In	FY2021	FY2022	FY2023	FY2024	4-years Cumulative Total	Cash Out	FY2021	FY2022	FY2023	FY2024	4-years Cumulative Total
Operating CF after adjustments*	525	363	476	515	1,879	Dividends and share buybacks	124	139	178	270	713
Proceeds from sales of strategic cross-shareholdings, etc.	92	96	71	35	296	Investment in DX, R&D, etc	71	68	78	69	288
Decrease in working capital	_	_	330	_	330	Increase in working capital	631	200	_	82	913
Proceeds from change in interest-bearing debt	401	_	_	96	498	Expenses from change in interest-bearing debt	_	25	234	_	260
Other income	7	9	9	30	57	Other growth investments, etc	156	173	188	161	679
						Other expenditures	25	20	76	29	150
Total	1,026	469	888	678	3,062	Total	1,008	628	756	613	3,005

<sup>\*</sup> Operating CF excluding the impact of changes in working capital, DX and R&D costs recorded as expenses, etc.