

May 22, 2024

Reference Materials







Code number: 2001

NIPPN CORPORATION https://www.nippn.co.jp/en/index.html





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Basic Knowledge of the Flour Milling Industry







Current State of the Flour Milling Industry

Wheat Price Revision Rules - Imported Wheat

Factors and Mechanisms That Cause Wheat Flour Prices to Fluctuate

Changes in Government Selling Prices

Government Selling Prices of Imported Wheat for the Period Ended April 2024

Current Status of Wheat Bran Market

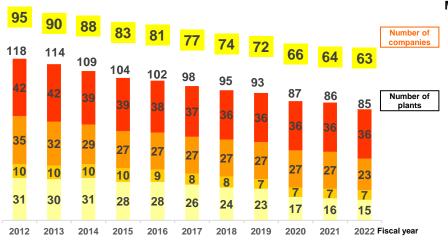
Progress of International Trade Negotiations - Our Response

Growing Calendar for Wheat



Current State of the Flour Milling Industry (1)

Number of flour milling companies and plants

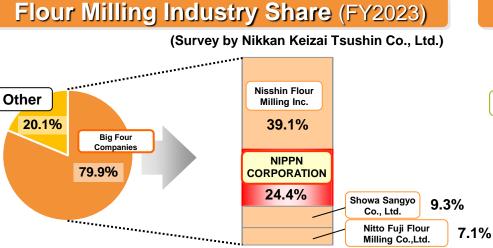


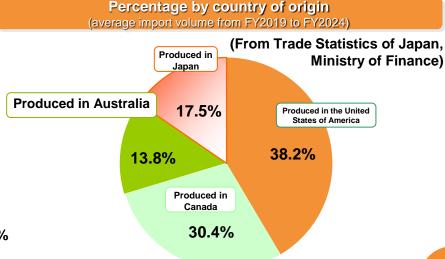
Unit: tons (daily production capacity)

Less than 50 ■50~less than 100 ■100~less than 200 ■200 or more

Changes in the volume of wheat processed for domestic flour milling









Current State of the Flour Milling Industry (2)

Distribution of wheat in Japan

Produced in Japan

Production volume:

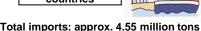
approx. 1 million tons

Number of wheat farmers: approx. 100,000

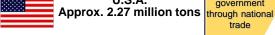
Producing area councils

Promote the setting of quality improvement and production cost reduction targets and their implementation with the participation of producers, consumers, extension organizations, municipalities, etc.

> Produced in foreian countries



U.S.A.



Canada Approx. 1.59 million tons



Australia Approx. 0.69 million tons

Others

Imported centrally by the

government

trade

Private Sector Distribution Liaison Council

Producers' organizations and actual consumers jointly exchange information and determine the structure of private distribution transactions.

Private Circulation

Bidding transactions approx. 30%

Relative transactions approx. 70%



Government (Ministry of Agriculture, Forestry and Fisheries)

- Imports of wheat varieties that are in short supply in Japan and wheat varieties for which domestic wheat cannot be used due to quality
- Marginal gain from imports of foreign wheat are used to subsidize domestic wheat production

Flour milling company

(63 companies)



Demand: approx. 5.46 million tons

(Estimated for FY2024)

Soy sauce companies, etc.



Sell

Demand: approx. 100,000 tons

Survey by Ministry of Agriculture, Forestry and Fisheries



Consumer





noodle companies,

companies,

Bread

industry,

service

food

upermarkets





Current State of the Flour Milling Industry (3)

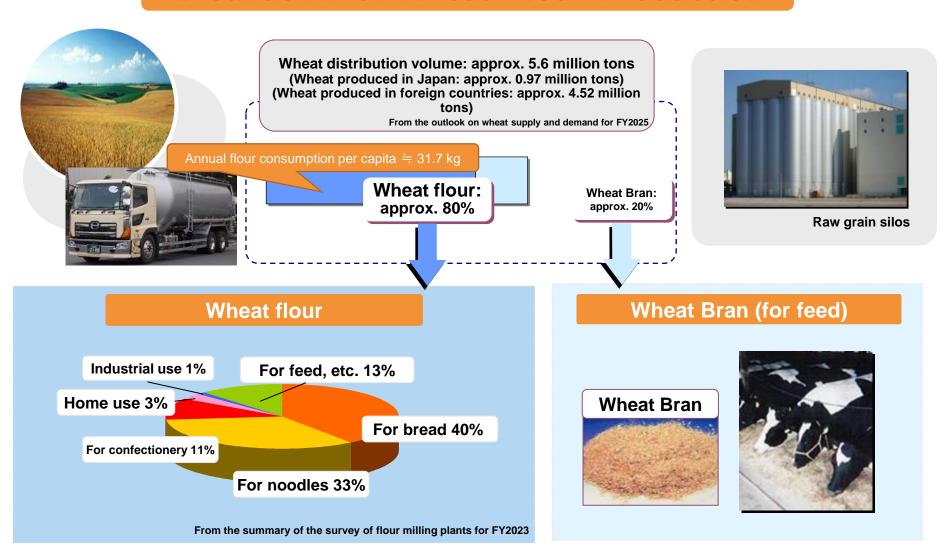
Flour Types and Uses

		Bread flour	All purpose flour	Pastry flour	Cake flour	Durum semolina
Protein content		11.5 - 13.0%	10.5 - 12.5%	7.5 - 10.5%	6.5 - 9.0%	11.0 - 14.0%
Main raw wheat		Dark Northern Spring (DNS)	Hard Red Winter (HRW)	Standard White (ASW)	Western White	Durum
t	ypes used	Western Red Spring (1CW)	Prime Hard (PH)	Wheat produced in Japan	(WW)	(DRM)
В	rand name	DNS 1CW	HRW PH	ASW	WW	DRM
	Flour for bread	Loaf of bread	Loaf of bread Sweetened bread	Udon noodles Hiyamugi, somen noodles	Castella Cakes Japanese	Spaghetti Macaroni
Main applications	Flour for noodles		French bread, etc. Chinese-style noodles	Cookies Japanese confectionery	confectionery Tempura flour Cookies	
	Flour for confectionery		THE PROPERTY OF			
tions	Home use		330			
	Industrial use	Yakif	u, karinto, gluten, sta	arch	Snacks, s	tarch glue
	Other	Baking adhesive (industrial use), feed				



Current State of the Flour Milling Industry (4)

Breakdown of Wheat Flour Production

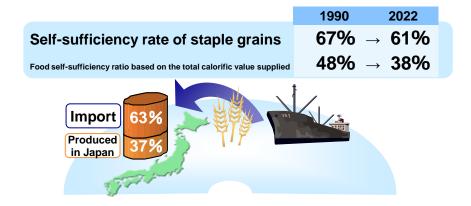




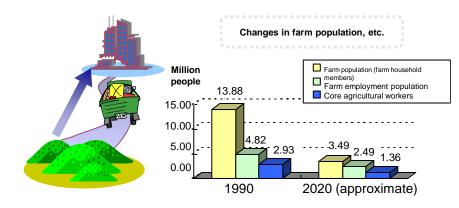
Current State of the Flour Milling Industry (5)

The Current State of Japanese Agriculture - Background of Wheat System Reform

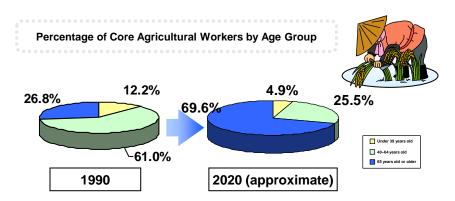
(1) Decline in food self-sufficiency rate



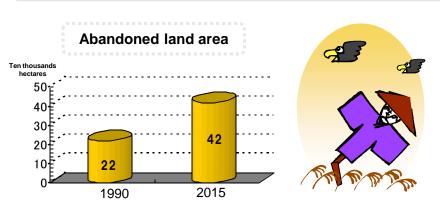
(2) Decrease in farmer population



(3) Progressive aging of farm households



(4) Increase in abandoned lands



Source: Ministry of Agriculture, Forestry and Fisheries, "Census of Agriculture and Forestry"



Wheat Price Revision Rules - Imported Wheat

Government purchase price (variable)

Announced monthly

- Weighted average price for the last 6 months*
- (*) Last 6 months: September of the previous year to March of the current year in the case of the April revision

March of the current year to September of the current year in the case of October revision



Markups (marginal gain from import) Yearly fixed

• Domestic wheat production promotion measures appropriation + government administrative expenses



Port fees

Yearly fixed

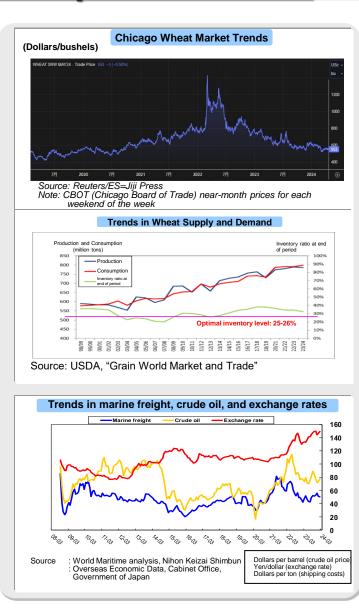
· Suction fees, etc.



Make a decision

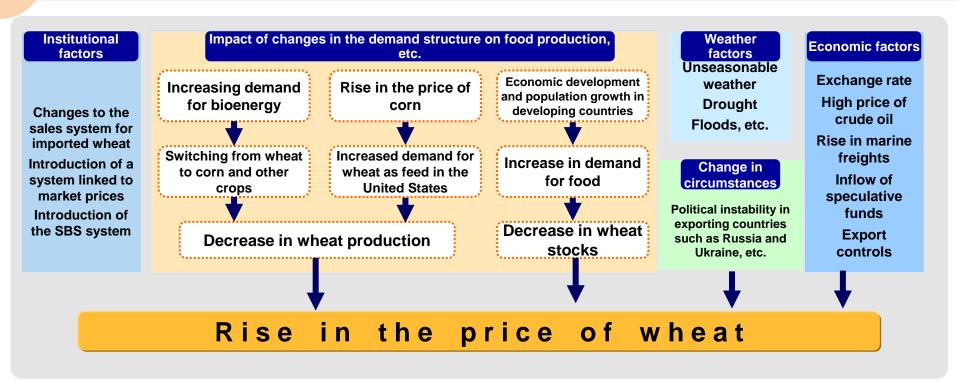
Government selling prices

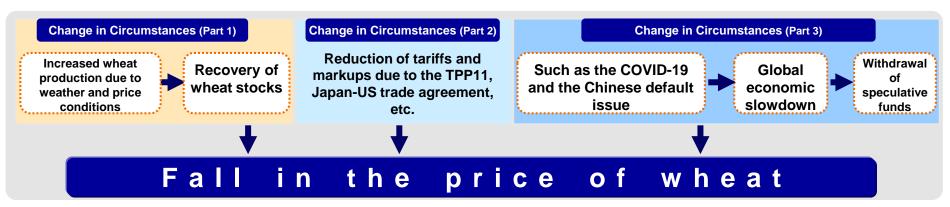
The Ministry of Agriculture, Forestry and Fisheries states that <u>price</u> revisions are to be carried out twice a year in <u>principle</u> in order to mitigate the effects of fluctuations in international markets.





Factors and Mechanisms That Cause Wheat Flour Prices to Fluctuate (1)

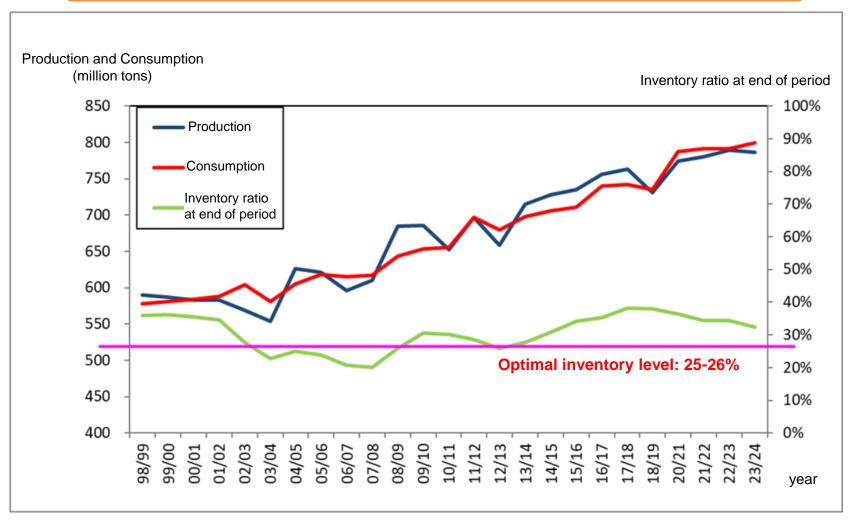






Factors and Mechanisms That Cause Wheat Flour Prices to Fluctuate (2)

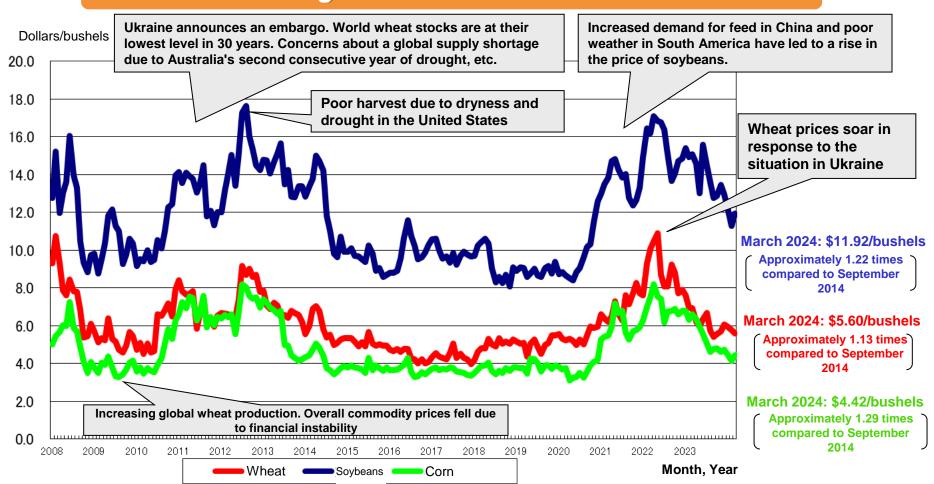
Trends in Global Wheat Supply and Demand





Factors and Mechanisms That Cause Wheat Flour Prices to Fluctuate (3)





Note: Prices are the near-month prices on the last weekend of each month

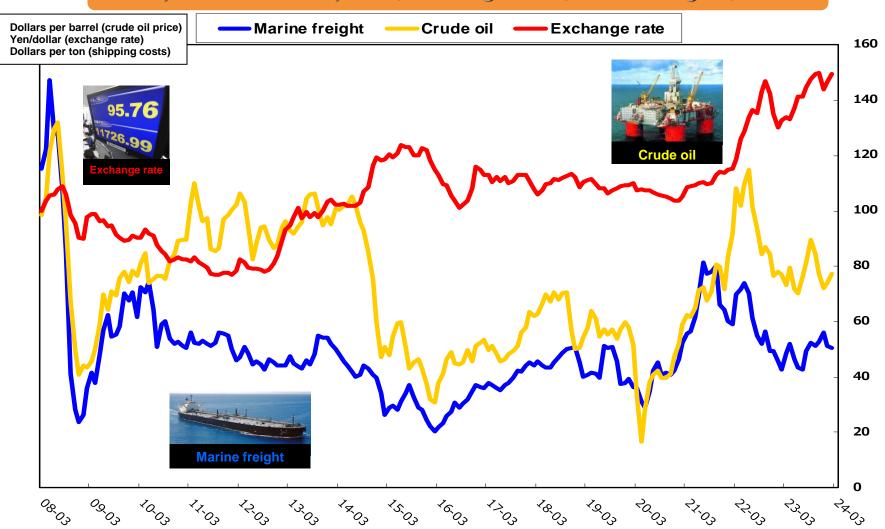
Note: 1 bushel is approximately 27.2kg for wheat and soybeans, and approximately 25.4kg for corn

Source: Chicago Board of Trade



Factors and Mechanisms That Cause Wheat Flour Prices to Fluctuate (4)

Impact of crude oil prices, exchange rates, marine freights, etc.



Source: Reuters/ES=Jiji Press

: WTI (United States West Texas Intermediate) from "Overseas Economic Data" by the Cabinet Office

: World Maritime Analysis, Nihon Keizai Shimbun



Changes in Government Selling Prices (1)

Government selling prices for imported wheat

yen (including tax) per ton

Period	- March 2007	October 2018 - March 2019	April 2019 - September 2019	October 2019 - March 2020	April 2020 - September 2020	October 2020 - March 2021	April 2021 - September 2021	October 2021 - March 2022	April 2022 - September 2022	October 2022 - March 2023	April 2023 - September 2023	October 2023 - March 2024	April 2024 - September 2024
Average of the 5 brands	47,820	55,560	54,630	49,890	51,420	49,210	51,930	61,820	72,530	72,530	76,750	68,240	67,810
Average change in 5 brands compared to previous period	_	+2.2%	(1.7%)	(8.7%)	+3.1%	(4.3%)	+5.5%	+19.0%	+17.3%	+0.0%	+5.8%	(11.1%)	(0.6%)
* Average price index for 5 brands	100		,	` '			108.6		151.7	151.7		,	

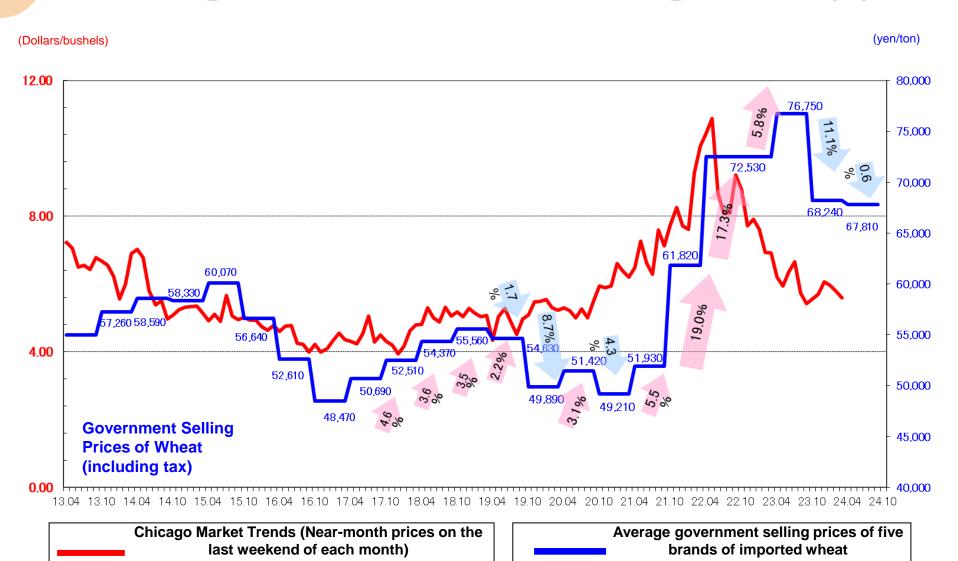
*Average price index for five brands: prices before March 2007 are set at 100.

Deemed "effectively unchanged" due to emergency measures

Due to "drastic change mitigation measures", the originally expected increase of 13.1% was reduced to 5.8%.



Changes in Government Selling Prices (2)



(Source: Chicago Board of Trade)

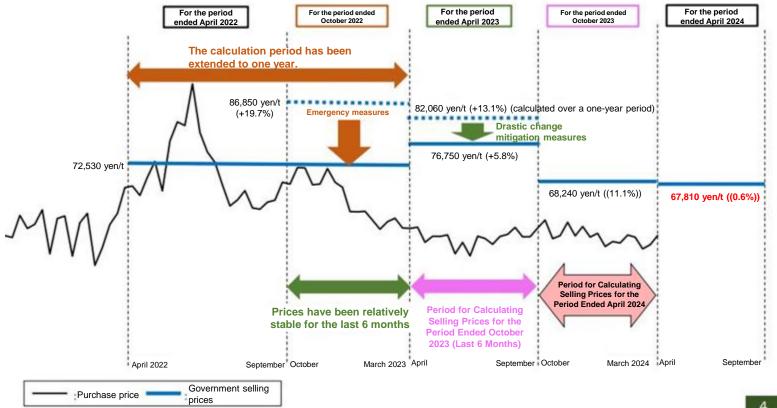
(yen/ton (including tax))



Government Selling Price of Imported Wheat for the Period Ended April 2024

Government Selling Prices (for the period ended April 2024)

The government selling prices for imported wheat for the period ended April 2024 (April and after) was reduced by 0.6% to 67,810 yen/ton calculated on the basis of the average purchase price during the most recent six-month period (the second week of September 2023 to the first week of March 2024), for a weighted average of five wheat brands (price inclusive of tax).





Current Status of Wheat Bran Market (1)

Wheat Bran

What is Wheat bran?

The hull of wheat

In the milling process Coarse Wheat bran Medium Wheat bran Fine Wheat bran Middling roll under Brake roll under Purifier residue wire over over 70% 10% 20% Crude fat: 4.7 Moisture: 12.5 An example of quality Ash: 4.65 Crude fiber: 7.9 Carbohydrates: 55.25 Crude protein: 15.0

Characteristics of Wheat bran

- (1)By-product of flour production
 - A by-product that is inevitably produced at a rate of around 20% when producing flour
- (2)A marketable commodity
 - Influenced by the market prices of feed ingredients (imported grains), freight, and exchange rates.
- (3)Disparity between production and consumption centers
 - Wheat Bran is produced in the main wheat flour-producing areas (large metropolitan areas that are also large consumers).
 - Bran is consumed in large quantities in the Hokkaido and Kyushu regions, where livestock farming is popular and there are many compound feed factories

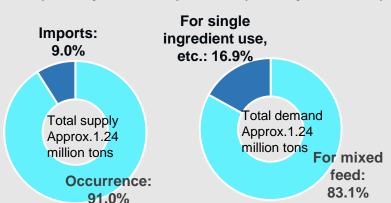
Supply and Demand for Wheat bran

- Supply of Wheat bran: Some comes from the domestic milling process, and some is imported.
- Demand for Wheat bran: The main use is as feed.

In addition to being used for compound feed (blending multiple feed ingredients), it is also used for single ingredients (sold as is for feed) and as a culture medium (used for mushroom cultivation and enzyme production).

Supply of Wheat bran 2023 (January-December)

Demand for Wheat bran 2023 (January-December)



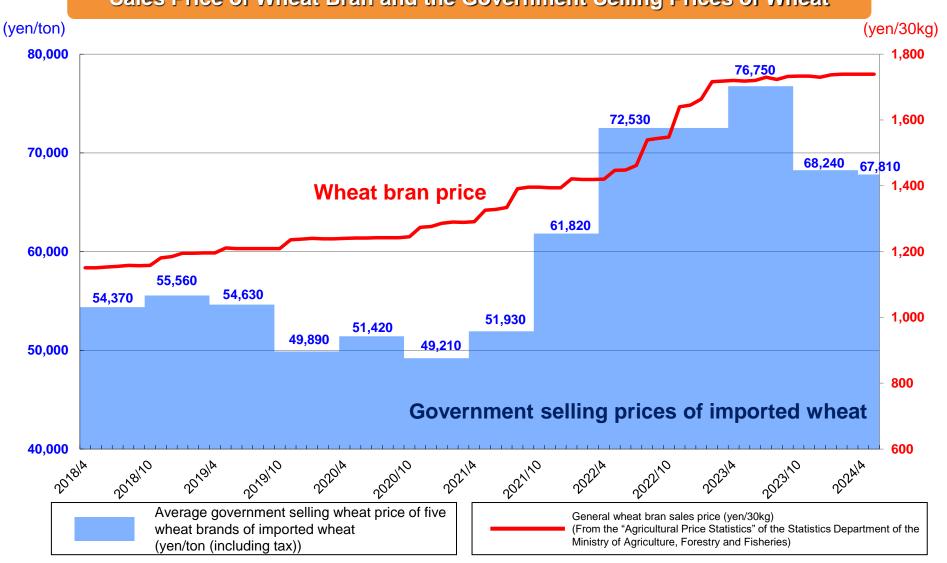
^{*}Figures are based on our estimates using data from the "Japan Trade Statistics" and the "Ministry of Agriculture, Forestry and Fisheries Feed Monthly Report"

^{*} There may be some differences in quality depending on the quality control of each flour milling company.



Current Status of Wheat Bran Market (2)







Progress of International Trade Negotiations - Our Response

Trade agreements that have been agreed upon or are currently being negotiated

TPP11: Entered into force in December 2018	Japan-US Trade Agreement: Entered into force in January 2020
Japan-EU EPA: Entered into force in February 2019	RCEP (Regional Comprehensive Economic Partnership): Negotiations began in 2012
apan 20 2171. Entored into force in 1 obracily 2010	*Signed in November 2020

Details of the agreements reached on the TPP11, the Japan-EU EPA, and the Japan-US Trade Agreement

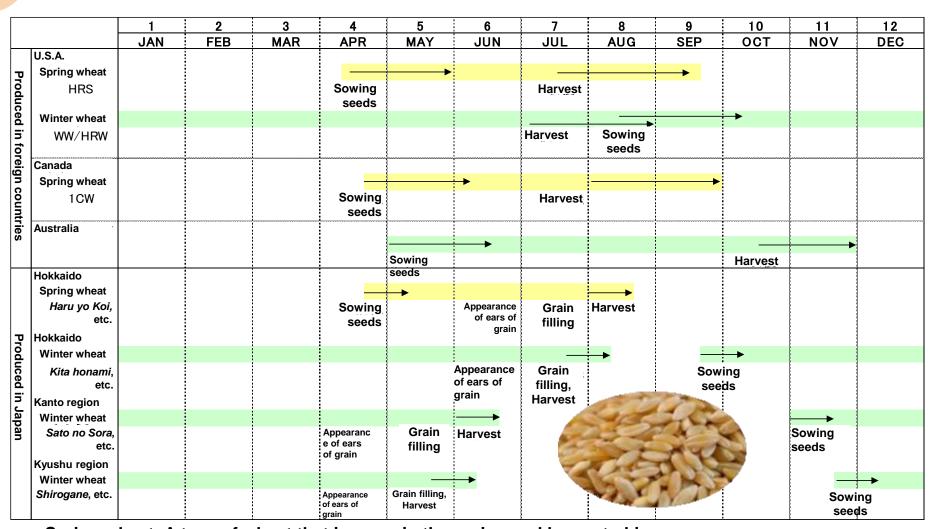
ltom	Current tax rate	TPP11, Japan	-US Trade Agreement (TAG)		Japan-l	EU EPA
Item	Current tax rate		Tax rate	Quantity in quota	Tax rate	Quantity in quota
Roasted wheat,	90 yen/kg (For wheat flour) *The current national trade	TPP11	Immediate tax exemption within the quota + markup (profit margin collected by the	Country-specific quotas for Canada and Australia (At the time of enforcement) 78,000 tons (7th year) 103,000 tons	Markup reduced	Japan-EU EPA quota (1st year) 200 tons ↓ (7th year) 270 tons
wheat flour, etc. (National trade items)	system and the out-of-quota tariff rate (55 yen/kg) will be maintained.	Japan-US Trade Agreement	government when importing) Markup reduced by 45% by the 9th year (The Japan-US Trade Agreement will be aligned with the TPP11)	U.S. quota (At the time of enforcement) 120,000 tons (2024) 150,000 tons	by 45% by the 9th (1st	
Wheat flour preparations (For the production of bakery products)	eparations he production		Immediate tax exemption within the quota (The out-of-quota tariff rate will be maintained)	TPP quota (At the time of enforcement) 6,800 tons ↓ (6th year) 8,000 tons	Immediate tax exemption within the quota	(At the time of enforcement) 10.400 tons
(Some items are subject to tariff quotas, while others are not)	e items are o tariff quotas,	Japan-US Trade Agreement	Immediate tax exemption within the quota (The out-of-quota tariff rate will be maintained)	U.S. quota (At the time of enforcement) 10,500 tons ↓ (6th year) 12,000 tons	(The out-of-quota tariff rate will be maintained)	(6th year) 14,200 tons
	TPP1	TPP11	Reduce by 60% by the 9th year		Gradually phased in	
Macaroni, spaghetti	30 yen/kg	Japan-US Trade Agreement	(The Japan-US Trade Agreement will be aligned with the TPP11)	S Trade Agreement will be – and abolished in the	_	
		TPP11	Gradually phased in, and tax-free by the		Gradually phased in	
Cookies	ies 13% - 15% Japan-US Trade Agreement		6th year. (The Japan-US Trade Agreement will be aligned with the TPP11)	- and aholished		_

Our response

- Enhance the system that allows us to stably supply safe and reliable flour products to customers in Japan.
- In order to respond to the decrease in border measures such as tariffs and the increase in imports of flour-related products from countries that have concluded trade agreements, we will work to develop differentiated products and strengthen our cost competitiveness.
 - As globalization continues to accelerate, we will focus on developing our overseas business and further promote the development of overseas markets.



Growing Calendar for Wheat



- Spring wheat: A type of wheat that is sown in the spring and harvested in the summer or autumn.
- Winter wheat: A type of wheat that is sown in the fall and harvested in the summer of the following year.



NIPPN Company Profile





















Head Office Bldg.

NIPPN Group Overview

NIPPN's History

Main Business Locations

Changes in Operating Results

Business Segments

Flour Milling Business

Food Business

Other Business

Overseas Business

Corporate Governance Structure



NIPPN Group Overview



Company name: NIPPN CORPORATION

●Established: December 1896

●Capital: ¥12,240 million

Number of companies: 60 subsidiaries and 21 affiliates,

including 40 consolidated subsidiaries and

14 equity method affiliates.

Number of employees: NIPPN 1,173

Consolidated basis 3,829 (As of the end of March 2024)

Management Philosophy

The NIPPN Group contributes to the realization of a sustainable society by pursuing the well-being (happiness, health, and smiles) of people.

Management Policy

To realize our management philosophy, the NIPPN Group will work together with stakeholders including our customers, employees, shareholders and societies to create future-focused value.



NIPPN's History

1896 Nippon Flour Mills Co., Ltd. established

Expand business areas with a focus on growth areas and value-creating businesses.

Expanding business in the food industry based on flour milling

Other

1969

· Entered the healthcare business



2003

· Flaxseed for professional use launched



1989

Entered the pet food business

2006

· Flaxseed for home use launched

Food

1955

· Birth of the "Oh' my" brand



· Entry into the nakashoku (ready-made meal) business 2013

· Capital tie-up with NAGANO TOMATO Co..Ltd.

1959

 Entered into the premix business



· Entered into the frozen food



2003

 Entered into the soybeans business * In partnership with OK Food Industry Co... (Made a wholly owned subsidiary in 2022) 2020

· Birth of "SOYL PRO"

Flour Milling

Overseas

expansion

1896

 Founded with the latest mechanical wheat flour milling



· Beginning of corn milling



· Beginning of rice flour milling



2021

 Absorbed and merged with Tofuku Flour Mills Co., Ltd.

1913

· Beginning of buckwheat flour milling

ファンシーケーキミックス

.....



 First overseas capital investment



1996

Expansion into

2004

· Premix plant in Shanghai began operations

2023

Thailand

· Invested in Utah Flour Milling, LLC

2000

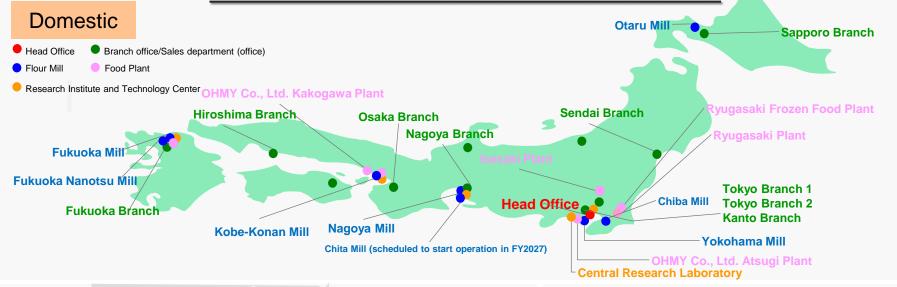
· Invested in Pasta Montana, L.L.C. in the United States

Expansion into Indonesia

2014



Main Business Locations





NIPPN(Thailand)Co., Ltd.
Thailand

Manufacture and sale of premixes

NIPPN FOODS CORPORATION (THAILAND) LTD.

Sale of premix products, etc.



Indonesia

PT NIPPN PRODUCTS INDONESIA

Newly established premix factory (started operations in September 2023)

PT. NIPPN FOODS INDONESIA

Sale of premix products, etc.

U.S.A.



Pasta Montana, L.L.C.

Manufacture and sale of pasta

Utah Flour Milling, LLC

Manufacture and sale of wheat flour (Investment agreement in May 2023, scheduled to start operations in 2025)

NIPPN California Inc.

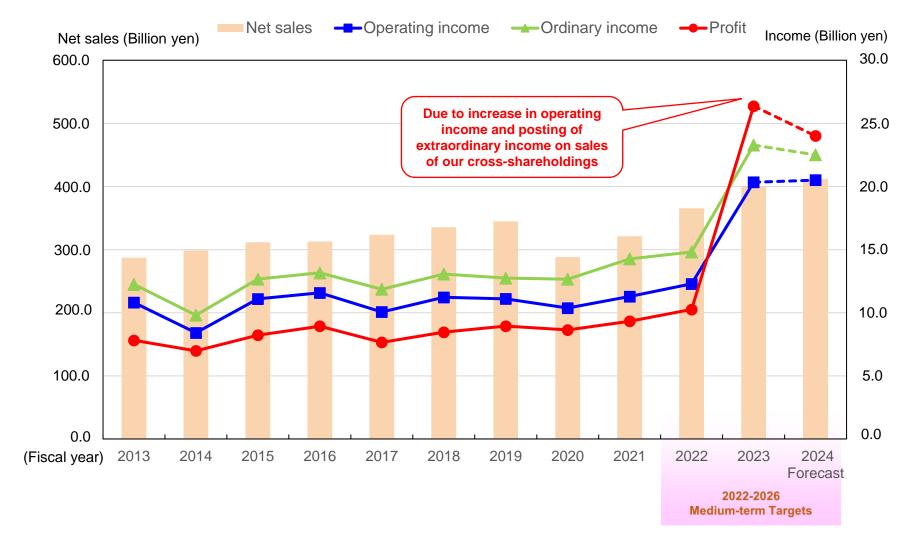
Sale of premix products, etc.







Changes in Operating Results (1)



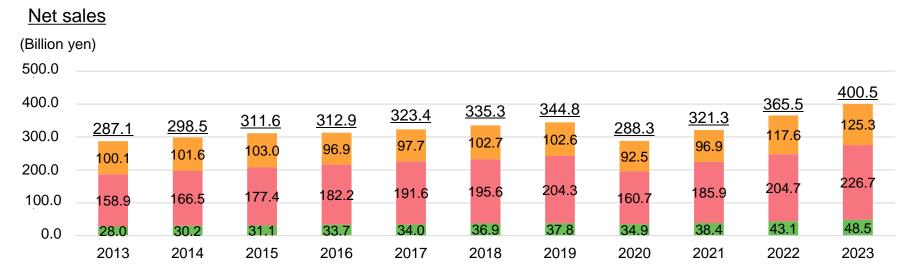
*In accordance with the application of the "Accounting Standard for Revenue Recognition" and other standards, the figures for FY2021 are those after retrospective application.



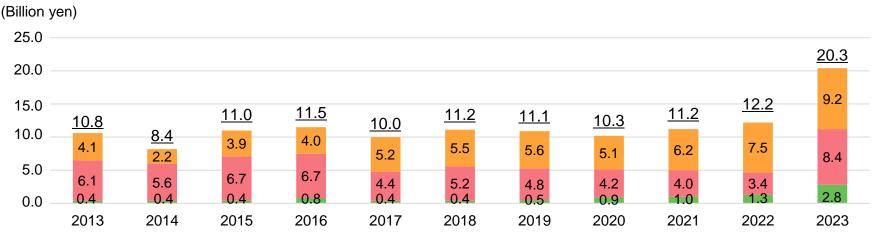
Changes in Operating Results (2)

Sustainable Growth and Changes in Business Structure





Operating income



*In accordance with the application of the "Accounting Standard for Revenue Recognition" and other standards, the figures for FY2021 are those after retrospective application.



Business Segments

FY2024 Results Net sales: ¥400.5 billion

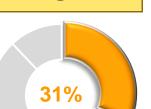
Operating income: ¥20.3 billion

Flour Milling

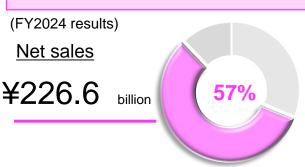
(FY2024 results)

¥125.3

Net sales

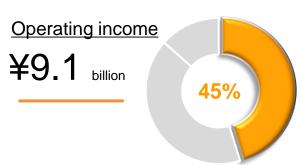


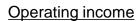
Food



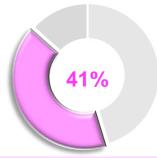
Other





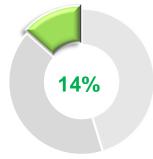


¥8.3 billion



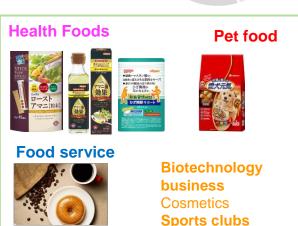
Operating income

\$2.7 billion









Flour Milling Business

FY2024
Sales Composition
¥125.3 billion

31%

Business Description

Since our establishment in 1896, NIPPN has worked to develop the flour-based food culture in Japan, including bread, noodles, confectionaries, etc., and we have travelled this journey together with our customers. In the manufacturing division, we have put in place a comprehensive management system covering all processes from the procurement of raw materials to manufacturing and shipping, and have seven mills nationwide, including the Chiba Mill which has one of the highest flour milling capacities in Japan, and the Yokohama, Nagoya, Kobe-Konan, Fukuoka, Fukuoka Nanotsu, and Otaru mills, so that we can supply flour that is safe and has a consistent quality.

· Wheat flour for professional use

Flour Types and Uses

<Share of wheat flour sales> 24.4% (FY2023)

(Survey by Nikkan Keizai Tsushin Co., Ltd.)

		Bread flour	All purpose flour	Pastry flour	Cake flour	Durum semolina
Main application	Flour for bread Flour for noodles Flour for confectionery Other	Loaf of bread	Loaf of bread Sweetened bread French bread, etc. Chinese-style noodles	Udon noodles Hiyamugi, somen noodles Cookies, Japanese confectionery	Castella, cakes Japanese confectionery, tempura flour Cookies	Spaghetti Macaroni
	Industrial use	•	<i>Yakifu, karint</i> o, gluten,	Snacks, s	starch glue	
l s	Other		Ad	feed		

Wheat bran





Bran

- The hull of wheat, a byproduct of flour production.
- A marketable commodity, influenced by the market prices of feed ingredients (imported grains), freight, and exchange rates.
- The main use is "feed"

 In addition to being used for compound feed (blending multiple feed ingredients), it is also used for single ingredients (sold as is for feed) and as a culture medium (used for mushroom cultivation and enzyme production).

· Warehousing

- Housing wheat in its own grain silos
- Revenues from storage and loading/unloading fees







Food Business (1)

FY2024 **Sales Composition ¥226.6** billion

57%

Food Ingredient Business

~Professional use materials with a focus on premixes~

Business Description

We are contributing to our customers, not only in Japan but also overseas, through the novelty of our products, and the simplicity, reliability, and economy of our manufacturing processes, based on our carefully selected raw materials and ingredients and our mixing know-how built up over many years. Our corn and rice flour products utilizing the technologies we developed in our flour milling operations are used by a wide range of customers manufacturing confectionaries and bread. As an explorer of the world of flavors, we are also working on the seasonings business.

Features of premixes

Easy to create unique products Novelty through formulation Conven Easy to cook for everyone ience No matter who makes the Stability product, quality is unlikely to vary No complicated processes and less wasted work efficienc

Main products and sales destinations



Delivered to a major doughnut chain







Processed Food Business ~Home use food products with a focus on dry pasta~

Business Description

In the pasta brand lineup, the Oh'my brand which has long been familiar to everyone of all ages and "REGALO" which means "gift" in Italian enable us to meet the needs of our customers in various cooking and eating situations.

We also offer a diverse lineup of products such as flour, premixes, and various flaxseed products (grains, powder, oil, etc.) with wonderful nutritional properties to add color to our customers' dining tables.

Our pasta brands



The standard Oh' Mv Pasta series



REGALO series with particular attention to raw materials and manufacturing methods



Oh' My Premium Series with a glutinous and elastic texture

Other major products

Easy, convenient, and healthy products with characteristics



















Food Business (2)

FY2024 **Sales Composition ¥226.6** billion

Frozen Food Business

~Product lines that specialize in their fields of expertise~

Business Description

We start by making our products easy to use - they are simple, convenient and storable - and offer addedvalue products that are more delicious than other products and meet the needs of a diverse range of customers. We satisfy our customers including households, restaurants, etc. by developing products suitable for a variety of eating situations such as breakfast, lunch, dinner, snacks, etc. These products include frozen pasta and pasta sauce, plates, prepared foods, meals for boxed lunches, snacks, desserts, frozen dough, etc.

Our Strengths

- Differentiation from competitors' **©** products by products in trays
- Promotion of environmentally friendly products by changing specifications to paper trays
- Ö High product quality and a wide selection of products

Major Products



Obento Series



Oh' My Premium Series



Oh' My Premium SHIGOKU Series



Imadoki Gohan Series

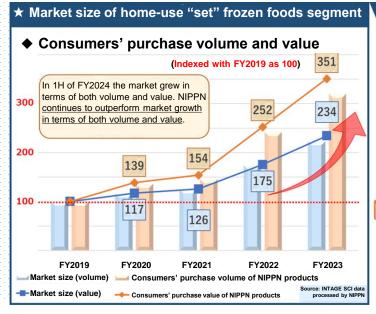


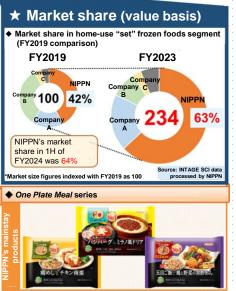


Yokubari Series

Frozen bread dough and pie dough

Topics







Food Business (3)

FY2024
Sales Composition
¥226.6 billion

57%

Nakashoku (Ready-made meal) Business

Business Description

"Nakashoku" (ready-made meals) are positioned somewhere between dining in restaurants and dining at home. Ready-made meals contribute greatly to a convenient and affluent diet, including boxed lunches, prepared foods, prepared breads, and cooked noodles. We have been opening manufacturing plants for "Nakashoku" ready-made meals in locations throughout Japan and are offering products that suit the demands of the times on a daily basis with advanced equipment and in a hygienic environment.

Our Strengths

- Product development utilizing group synergies
- Product supply system with a full lineup of boxed lunches, rice balls, sushi, sandwiches, prepared foods, noodles, frozen foods, etc.
- Production bases covering eastern
 Japan to the Chubu and Tokai
 regions

Major Customers

Production of boxed lunches, cooked noodles, and prepared foods for convenience stores



Selling the Group's diverse food ingredients (products) to the Ready-made meals market and supermarkets (backyard)

Other related Businesses

Processed soybean products









Processed tomato products









Other Business

FY2024 **Sales Composition** ¥48.5 billion

12%

Healthcare Business

Business Description

We extract ingredients that are effective at promoting good health from plant materials to develop food ingredients that have unique functions. We offer products that support healthy life-spans and beauty. We support the daily lives of our customers from their health to their beauty.



Supplements



Useful food materials **Pumice** Lignan



Anti-aging care with ceramide Lotion Cream

Petcare Business

Business Description

The health of pets is determined by the food that is chosen for them. We develop and manufacture high quality and safe pet food for your pets, important members of your family, and offer products for an era in which we live together with our pets.







NPF Japan Co., Ltd. Chiba Plant

OEM products

Food Service Business

Development of doughnut stores in various regions that use our premix



(NIPPN DONUT Group)

Engineering Business

Total engineering for powder/pellets handling plants and food plants



Wastewater treatment plant constructed by Nippn Engineering Co., Ltd.



NIPPN ENGINEERING CO.,LTD



Overseas Business

Asia ~China and ASEAN countries~

Tianjin Chuan Shun Foods Co., Ltd.

 Manufacture and sale of premixes, etc.

Tianjin

Shanghai

NIPPN (Shanghai) Trading Co., Ltd.

Sale of premix products, etc.

NIPPN (Shanghai Jinshan) Co., Ltd.

- Manufacture and sale of premixes
- Obtained FSSC22000 certification

NIPPN(Thailand)Co., Ltd.

- Manufacture and sale of premixes, etc.
- Obtained FSSC22000, HALAL, and other certifications



Expansion of sales channels in Thailand and neighboring countries

NIPPN FOODS CORPORATION (THAILAND)LTD.

· Sale of premix products, etc.

Jakarta

Bangkok

PT. NIPPN FOODS INDONESIA

Sale of premix products, etc.

PT. NIPPN PRODUCTS INDONESIA

 Newly established premix factory (started operations in September 2023)

U.S.A.

Pasta Montana, L.L.C.

- Manufacture and sale of pasta
- Export to Japan, sales in North America



Montana

Utah

Utah Flour Milling, LLC

· Manufacture and sale of wheat flour

Contract for investment in May 2023

Scheduled to be in operation in 2025

California

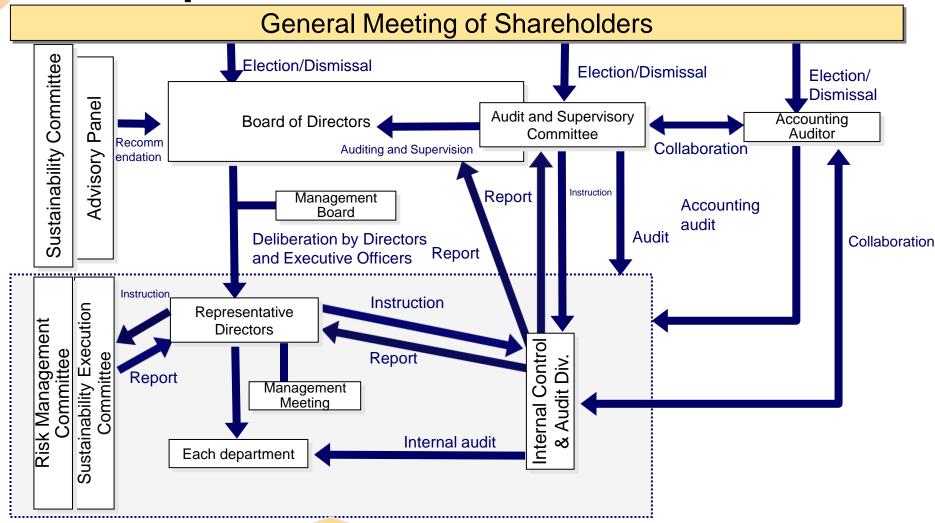
NIPPN California Inc.

 Sale of premix products, etc.





Corporate Governance Structure



Code of Conduct, Behavioral Guidelines, Rules for Segregation of Duties and Authorization Procedures, Corporate Ethics Helpline



Contact

This document includes details of the Company's current plans and performance forecasts. These future plans and forecast figures are based on information currently available as well as the Company's plans and projections. Actual results and performance may differ materially from these plans and forecast figures due to a variety of conditions and factors. This document does not represent a definitive commitment or guarantee by the Company to achieve stated plans and forecast figures.

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Investor Relations Office Accounting and Finance Div.

NIPPN CORPORATION