

ITOHAM YONEKYU HOLDINGS INC.  
(TSE Prime : 2296)

*Heat  
Together*

Medium-Term Management Plan 2026  
Long-Term Management Strategy 2035  
**FY2024 Progress Report**

May 02 2025



**ITOHAM YONEKYU HOLDINGS**  
**Group Slogan 2035**

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## FY2024 Summary

### [Overall Summary]

#### ●FY2024 Review of Business Performance

FY2024 plan did not be achieved against plan due to unable to respond to rising raw material prices and rapid market fluctuations.

#### ●FY2025 Business Plan

— Expect increase in sales and profits - Both processed foods, meat div., to promote various initiatives to improve basic profitability as outlined in the med-term management plan and improvement in market conditions for ANZCO.

— Decided to commemorate the 10th anniversary of business integration as a shareholder return.

(Total amount: appx. ¥10B(¥175 per share))

#### ●Progress of Mid-Term Management Plan

Continue efforts to improve capital efficiency while expanding profits.

Ordinary Profit Target : FY2026 ¥30B (No change)

Dividend Policy : DOE3% or more and Progressive dividend  
(No Change)

#### ●Transition to a Company with Audit and Supervisory Committee

By separating management oversight and business execution, aim to strengthen the supervisory function by the Board of Directors and accelerate business execution by delegating significant authority.

## FY2024 Summary

### [Ordinary Profit: Results and plan]

#### Mid-Term Management Plan 2026

- **FY2024**  
Processed Food Division :  
Increased profits by executing price revisions, etc.
- **Meat Division :**  
Decreased ordinary profit in both domestic and overseas business due to the impact of the external environment.
- **FY2025 (Full Year)**  
Forecast 27.5 billion yen in ordinary profit.
- **FY2026 (Full Year)**  
Estimate 30.0 billion yen in ordinary profit as planned.



		FY2023	FY2024	FY2025	FY2026
Ordinary Profit ( ¥ B)	Proc. Foods	9.0	9.8	10.8	13.5
	Meat	18.1	12.2	18.2	18.0
ROE(%)	Consolidated	5.6	4.6	6.1	6.6
ROIC(%)	Consolidated	5.6	4.6	5.6	5.8
	Proc. Foods	4.8	5.1	4.9	5.6
	Meat	7.3	4.9	7.0	6.9

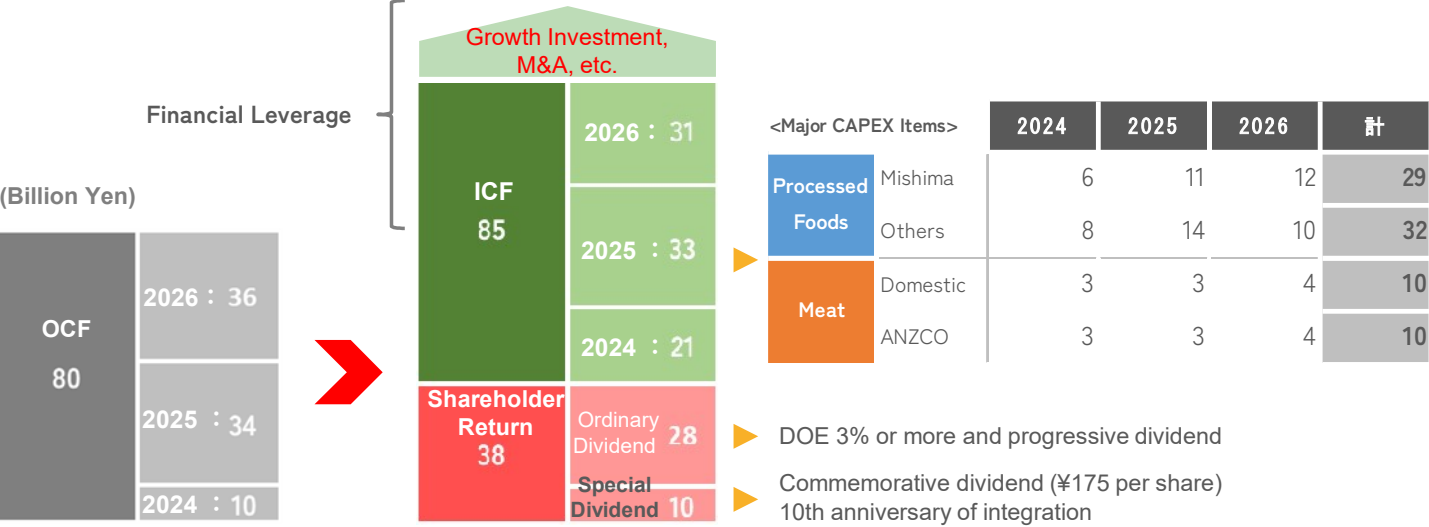
# FY2024 Summary

## [Capital Allocation]

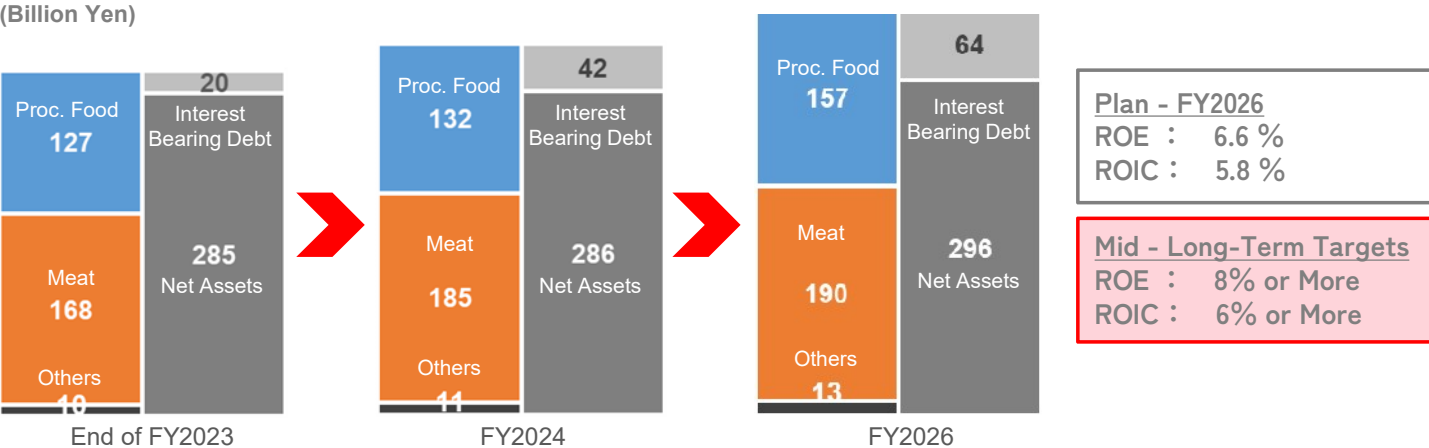
### Mid-Term Management Plan 2026

- Actively utilize financial leverage and strengthening growth investments / shareholder returns.
- Invested capital will increase due to plant restructuring, automation in processed foods and increased working capital in meat
- Aim to recover ROE to 8% and ROIC to 6% as soon as possible by strengthening the revenue base

## Cash Flow Plan (FY2024-FY2026 Cumulative)



## Capital Investment Plan (FY2024-2026)



# FY2024 Summary

## [Towards the next mid-term plan]

### Mid-Term Management Plan 2026

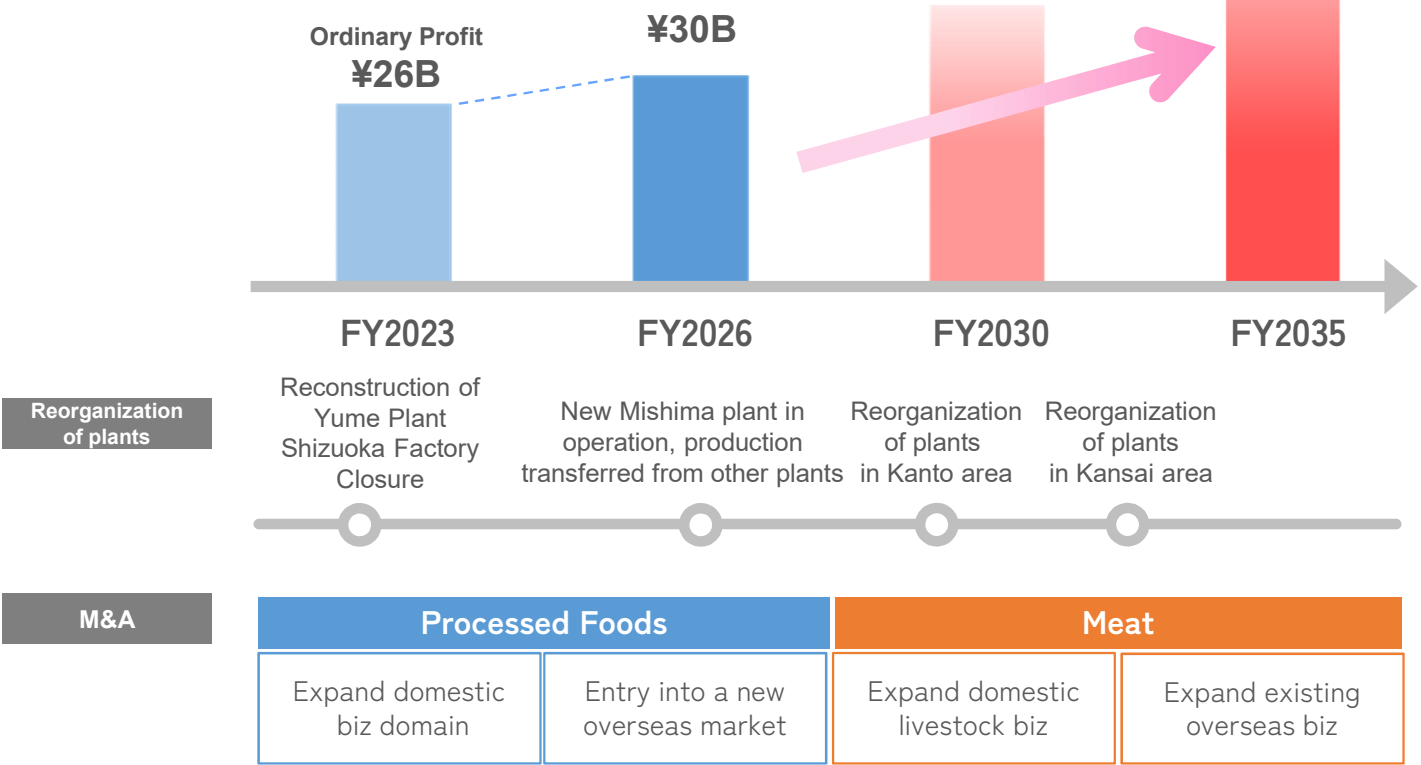
- Further improve basic profitability of existing businesses.
- Accelerating growth investments to build a new earnings base.

#### Further improve the basic profitability

- Pros. Foods/Improve product portfolio and strengthen sales capabilities
- Pros. Foods/Improving productivity by executing highly efficient equipment
- Meat/Strengthening the domestic value chain

#### Next Growth




- Execute factory reorganization in Kanto and Kansai area
- Positive consideration of M&A
  - (Domestic) Domain expansion/become a general food manufacturer
  - (Oversea) Strengthening existing businesses/entering new markets



## FY2024 Progress by Biz. Division

### [Processed Foods]

#### Mid-Term Management Plan 2026 Further improve basic profitability

Initiative		Progress
Accelerate Product Metabolism	Replace low-profit products	<ul style="list-style-type: none"> <li>• Improving efficiency of plant production and logistics by cutting items </li> </ul>
	Strengthen product brands	<ul style="list-style-type: none"> <li>• Strengthen B2C communication (Alt-Bayern, Gotemba Arabiki Pork)</li> </ul>
	Expand products for growth category	<ul style="list-style-type: none"> <li>• Strengthen sales of household frozen foods </li> </ul>
Reduction of production costs	Improve productivity and yield	<ul style="list-style-type: none"> <li>• Construction of new next-generation plant begins</li> <li>• Reduce costs through automated production line and improvement activities </li> </ul>
Differentiate Marketing and Sales Methods	Cross-selling	<ul style="list-style-type: none"> <li>• Strengthen sales collaboration between Itoham and Yonekyu brand</li> </ul>
Sowing the seeds for rapid progress	Strengthen overseas sales	<ul style="list-style-type: none"> <li>• Developing sales channels for CVS vendors and Japanese related food plants in North America</li> <li>• Increase export country of processed foods</li> </ul>

## FY2024 Progress by Biz. Division

### [Processed Foods]

## Mid-Term Management Plan 2026

### FY2024 Examples and Goals

### Accelerate Product Metabolism

- **Replace low-profit products** - Improving efficiency of plant production and logistics by cutting items

Reduction rate of in-house products



- **Expand products for growth category** - Strengthen sales of household frozen foods

Expand “FROZEN PRO” and “Family Stock” “All-in-One” series.

Continue to introduce new products to meet diversifying needs and strengthen expansion into frozen food section sector

Sales of household frozen foods



### Reduction of production costs

- **Improve productivity, yield**

A new plant is under construction in Mishima City, Shizuoka, and is scheduled to begin operations in the second half of FY2026.

The introduction of automated lines for ham, bacon and sausages will reduce costs and labor.

Expected economic effects



Image: Mishima Plant  
Capacity(Plan) : Appx. 19,000MT/Annual



Mishima Plant : Estimated production lineup







## FY2024 Progress by Biz. Division

### [Meat]

### Mid-Term Management Plan 2026

### Further improve basic profitability

Initiative		Progress
Advanced risk management	Enhance position management	<ul style="list-style-type: none"> <li>• Optimize procurement volume of domestic pork, promote to review trading conditions</li> <li>• Reduce un-commitment positions in imported meat </li> </ul>
	Expansion of suppliers	<ul style="list-style-type: none"> <li>• Expand in South America and Europe from the perspective of reducing epidemic and geopolitical risks</li> </ul>
Strengthen domestic business	Strengthen slaughter/cut base, Promote Wagyu beef exports	<ul style="list-style-type: none"> <li>• Towada Beef Plant begins operation </li> </ul>
	Increase profits in by-products	<ul style="list-style-type: none"> <li>• Increases sales of beef offal in Towada beef plant</li> <li>• Started extract manufacturing business in Southern Kyushu (Planned production start : 2027)</li> </ul>
	Ready-to-cook products	<ul style="list-style-type: none"> <li>• Consolidate production lines and focus on profitable items</li> <li>• Close Sapporo pack center, consolidate production</li> </ul>
	Strengthen domestic production operations	<ul style="list-style-type: none"> <li>• Considering expanding partly production scale in Tottori area</li> </ul>
Strengthen overseas business	Improve productivity and yield	<ul style="list-style-type: none"> <li>• Reduced labor and improved productivity due to installing Lamb de-boner in ANZCO</li> </ul>

## FY2024 Progress by Biz. Division

### [Meat]

## Mid-Term Management Plan 2026

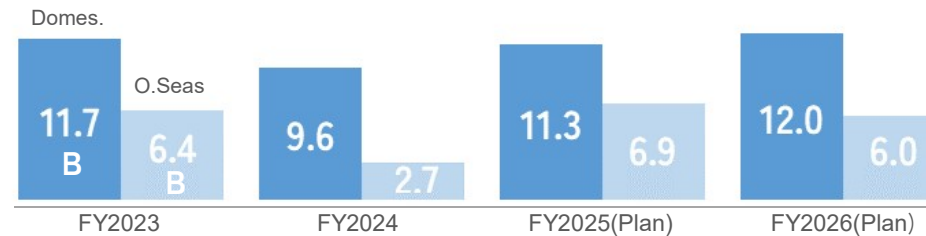
### FY2024 Examples and Goals

## Advanced risk management

### • Enhance position management in domestic business

Optimize procurement volume and review trading conditions for domestic pork. In addition, aim to improve profitability while minimizing unexpected losses by controlling the ratio of un-commitment at the time of procurement.

#### Domestic/overseas profit (Plan)



## Strengthen sales power

### • Strengthen slaughter/cut base in domestic beef

IHMP Towada Beef Plant to begin operation in April 2024, and will increase in-house slaughter and cutting ratios as it goes into full operation

#### Wagyu beef export sales

FY2023

**47%**



FY2024

**51%**



FY2025 Plan

**52%**

### • Promote Wagyu beef exports

Plan to obtain export permit (Q1 FY2025) in Towada beef plant, strengthen Wagyu beef exports together with Sankyo Meat

#### Wagyu beef export sales

FY2024

**¥4.2B**

(YoY -2%)



FY2025 Plan

**¥5.4B**

(YoY +30%)



FY 2026 Plan

**¥5.6B**

(YoY +3%)

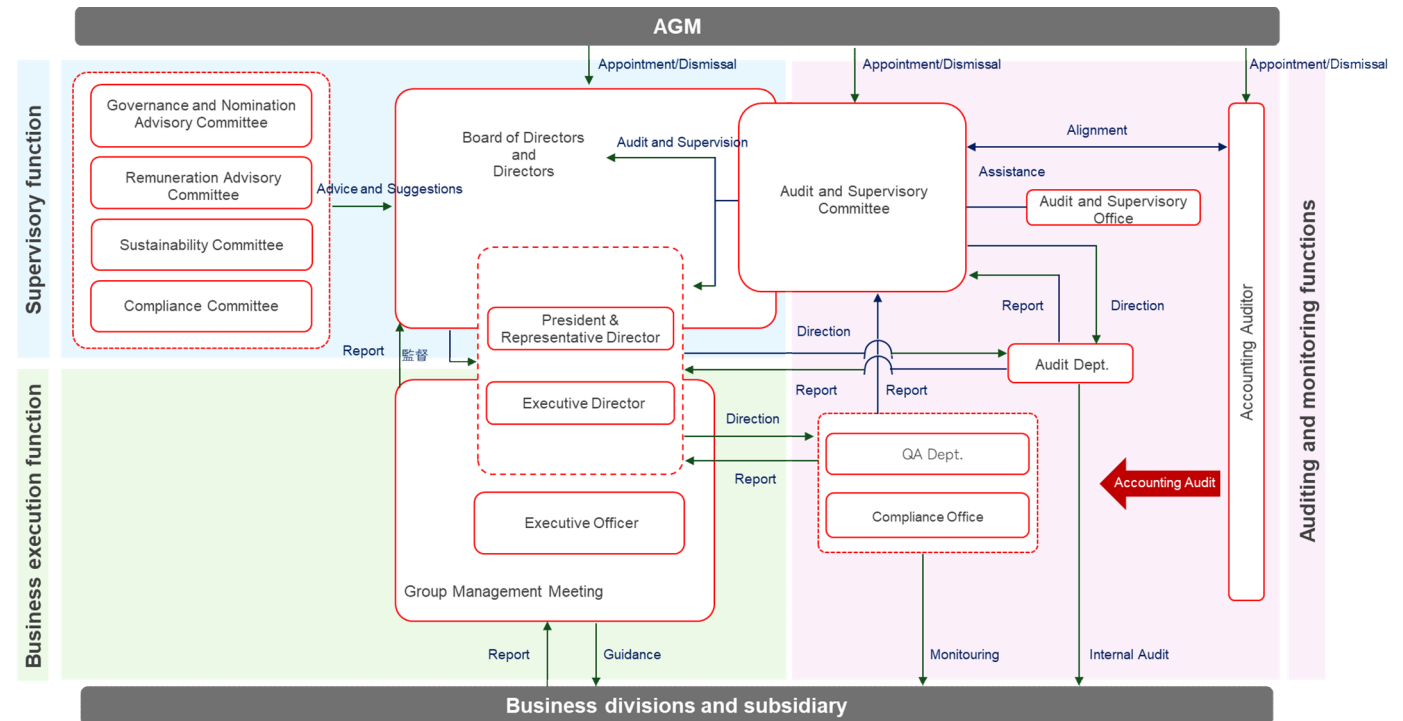
## FY2024 Non-Financial Information

### [Transition to new structure]

#### Transition to a Company with Audit and Supervisory Committee

- Aim to speed up business execution by strengthening governance and enhancing discussions, including on mid/long-term management plans

### Corporate Governance Structure



#### • Further strengthening of supervisory functions

Strengthening the supervisory function by making the "Audit and Supervisory Committee" members of the Board of Directors, who audit and supervise the business execution of directors.

#### • Speeding up decision-making by separating supervision and business execution

Drastic delegating important business execution decisions to executive directors will enable a more mobile business execution structure.

※The transfer of the a company with audit and supervisory committee and audit dept. is scheduled for late June 2025 (after resolution of AGM).

## FY2024 Non-Financial Information

### [Other Initiatives]

#### DX, Sustainability and Human Capital

- Promote initiatives in each field to improve corporate value

#### DX

- **Renew key systems**

Processed Foods : Full-scale operation is scheduled to begin in FY2025, promote standardizing and streamlining operations

Meat : New system under construction

Other : Reconstruction of the common system platform and core accounting system

- **Initiatives to improve literacy**

Obtain DX certification (January 2025) and expand training to develop DX talent

#### Sustainability

- **Strengthen measures against climate change**

Project selection based on internal carbon pricing is scheduled to begin in FY2025

Promoting the introduction of renewable energy at Group production sites(Reduce appx. 700MT-CO2)

Obtained an A- rating on climate change from CDP in FY2024

- **Initiatives of human rights due diligence**

Enforce interviews with foreign technical intern trainee (FY2024 12sites)

#### Human Capital

##### **Improve employee engagement**

- **Initiatives of HR development**

Management talent development program, Allow a side job outside the company, Implement hand-raising/selective training, Activate internal recruitment

- **Fostering an organizational culture**

Female role model roundtable discussion, Expand career return system, Support for specific sections based on engagement surveys, Expand 360-degree feedback

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meat  
together

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