

Information

Spring & Summer Products



Renewal

Kotetchan Koku-miso Flavor

The secret of Kotetchan taste lies in its addicting richness and flavor. We finish it with deep rich sauce made from mixed miso using three types of them and roasted garlic.



New

Kotetchan for Adults Flavorful Hot Beef Horumon Barbeque Taste

We created the "flavorful hot taste" in which you experience rich taste with miso and soy sauce, followed by lingering hot taste with capsicum.



New

Kotetchan for Adults Flavorful Salt Beef Horumon Barbeque Taste

We created "flavorful salt taste" which gives you lingering flavor and richness from two types of garlic, ground and roasted, and seasoned broth.



This series of products are cooking sauce with cooked beef motsu in it to be stir fried with vegetables such as cabbage and/or onion.

Renewal

Kotetchan, Beef Horumon Stir Fry Black Sauce

This product is rich miso taste cooking sauce with cooked beef motsu to create deep taste using three types of miso. A sachet of "ground garlic" is enclosed to add strong garlic flavor when finishing the cook.



Renewal

Kotetchan, Beef Horumon Stir Fry Red Sauce

This product is flavorful hot taste cooking sauce with cooked beef motsu to create rich taste using Korean kochujan. A sachet of "capsicum powder" is enclosed to adjust hotness when you eat.



Shareholder Special Benefit Plan

Plan details

For shareholders registered in the shareholder's list as of the end of February each year

- Shareholders with 2,000 or more shares
Domestic beef or domestic pork worth 10,000 yen
- Shareholders with between 500 and 1,999 shares
S Foods' product worth 3,000 yen

* The domestic beef (pork) and S Foods' product mentioned above will be sent to each shareholder in November (planned).

Special sale to the shareholders as of the end of February and the end of August, respectively

- Shareholders with 100 or more shares
Special discounts on S Foods Group's original products

* A catalog of products will be sent to each eligible shareholder in June and November (planned).

Domestic beef (wagyu)



Shabu-shabu or Sukiyaki



Steak



Domestic pork (Yume-no-Daichi)

* Photos above are for illustrative purposes only. Vegetables, plates and utensils in the photos are not included in the gifts.



Company Profile

Company Name: S Foods Inc.
(Listing exchange: Prime Market of Tokyo Stock Exchange, Securities code 2292)

Founding: May 22, 1967

Representative: Shinnosuke Murakami, President

Capital: 4,298,350,000 yen

Businesses: Meat Processing & Wholesale Business,
(Groups) Meat Retail Business, Meat Foodservice Business

Investor Information

- Business year: March 1 to the last day of February of the next year
- Date of record for distribution of year-end dividends: Last day of February
- Date of record for distribution of interim dividends: August 31
- Ordinary general meeting of shareholders: May of every year
- Administrator of shareholder list/
Management institution of special account:
Sumitomo Mitsui Trust Bank, Limited
1-4-1 Marunouchi, Chiyoda-ku, Tokyo
- Administrator of shareholder list
Handling office: Sumitomo Mitsui Trust Bank, Limited,
Stock Transfer Agency Business Planning Dept.
4-5-33 Kitahama, Chuo-ku, Osaka
- Mail: Sumitomo Mitsui Trust Bank, Limited,
Stock Transfer Agency Business Planning Dept.
2-8-4 Izumi, Suginami-ku, Tokyo 168-0063 Japan
- Phone: ☎ 0120-782-031 (toll free)
- Website: <https://www.smtb.jp/personal/agency/index.html>

(Notes)

[Inquiries relating to procedure for changes to shareholder's address, etc.]
Shareholders who hold an account with a securities company are requested to contact their securities company, since Sumitomo Mitsui Trust Bank, Limited is not able to handle this procedure. Those who do not hold an account with a securities company should contact the administrator at the above phone number.

[Dividends receivable]

- Please contact Sumitomo Mitsui Trust Bank, Limited, the administrator of the shareholder list.
- Shares per sales Unit: 100

[Change in Management institution of special account]

As of May 25, 2016, we changed the management institution of special account from Mitsubishi UFJ Trust and Banking Corporation to Sumitomo Mitsui Trust Bank, Limited.



SFoods News

Report for the fiscal year ended February 28, 2022

March 1, 2021 to February 28, 2022



Shinnosuke Murakami
President

Business Overview Report

During the fiscal year ended 28 February 2022, Japanese society as a whole had been in an unstable situation due to repeated outbreaks of COVID-19 following the last year.

Global price hike and shortage in materials and energy resources put Japanese economy which largely depends on international trade in a severe situation. Meat businesses also sustained severe constraints because of six-times outbreaks and countermeasures against them such as control of human flow.

Under such a situation, our group, with the company motto of "contribute to the world with appealing stamina foods" and "try to improve our life and culture with our company growth and development", worked to maintain and develop our business with our primal goal of providing customers with safe and secure food. In the meat manufacturing and wholesale business, amid confusion in unbalanced demand and unstable supply, we exercised several measures aiming to maintain stable business operations. In each office of sales and manufacturing, we implemented hygiene control measures to prevent the infection and formulated business continuance plans in order not to disrupt smooth food distribution. We also worked to establish how we should manage our business under coexistence with COVID-19, carrying out in-house education on the virus and its prevention. In the manufacturing business, we proceeded with the product development which cater to customers' life-style changes.



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↘ In the meat retail business, we set up the task force and endeavored to facilitate decision making and information sharing and to maintain the store operations for our customers to shop safely and securely with our mission to sustain the everyday local life in mind.

In the meat foodservice business, recurring state of emergency and quasi emergency measures forced many outlets in metropolitan and other urban areas to shut down or reduce business hours. We expect a severe environment surrounding our business including voluntary ban due to coronavirus should continue for the time being. But we will continue our operations with the thorough infection prevention measures in place at our outlets such as securing social distance and sanitizing our facilities, putting priority on the safety of our customers and staff.

As a result, since sales to the retail sector were healthy during the fiscal year ended 28 February 2022, consolidated net sales were 358,824 million yen, up 9.6% year-on-year, operating income was 17,427 million yen, up 38.2% year-on-year, ordinary income was 17,999 million yen, up 38.6% year-on-year, and net income attributable to owners of the parent was 11,944 million yen, up 19.9% year-on-year.

Business Outlook

It is difficult to foresee when the battle against COVID-19 which mutates and causes outbreak of infection incessantly shall be over. But it looks like people are accepting this situation and trying to reconstruct their life and business, coexisting with the virus. Rather, we may have to prepare for another crisis which broke out in the East Europe at the end of the last fiscal year; it could even alter the Japanese industrial structure.

Price of materials and energy which are gradually rising could hike even more because of these unstable global situations, which might also endanger stable procurement of them. Under such circumstances, S Foods group will work to stabilize our business to help ensure food security, leveraging our advantage with vertical integration of food businesses we have long established.

In the meat manufacturing and wholesale business, aiming to establish the stable food supply chain, we will enhance our upstream sector of meat production and procurement business. We will especially invest in overseas cattle feeding business proactively. In the US, Aurora Packing Company, a slaughterhouse specializing in high-class cattle, is now building a new plant aiming to improve product quality and processing capacity. In Japan, construction of a new sales office has started, merging two offices in Osaka and Kobe. We plan to reconstruct sales offices aggressively in each area from now.

As for processed food products business, we try to develop and promote sales of products which cater to changing market trends. As S Foods commemorates the 40th anniversary of the Kotetchan sales this year, we further work to promote sales to improve our products' brand value. In addition, investment in ready-to-eat products business, our inexperienced field, will be made to enhance the untapped category.

In the meat retail business, we continue to stimulate existing stores to increase sales and close unprofitable stores, as well as to open stores at newly developed shopping complexes and develop new category stores. We further integrate meat retail and delicatessen to help streamline operations efficiently, realizing advantage of scale.

In the meat retail business, knowing this business section is most exposed to the risk of infection, we are committed to thoroughly implementing hygiene measures and equipping sanitary installations, as well as to maintain our original goal of steady profit-oriented management.

Regarding improvement of group management, under the unstable global situation, it is required that we should act more closely, swiftly and in cooperation. We will work to achieve balanced development in our group by way of integral management. As for social management initiatives such as food safety and requirement for sustainable society, we will implement more specific measures. Approaches to streamline our operation are to be accelerated using information technology.

As for the outlook for the year ending 28 February 2023, since it is expected that severe management condition would continue with sluggish economy caused by COVID-19 and unforeseeable international conflicts and disruption, we forecast consolidated net sales of 375,000 million yen, up 4.5% year-on-year, operating income of 14,800 million yen, down 15.1% year-on-year, ordinary income of

15,000 million yen, down 16.7% year-on-year, and net income attributable to owners of the parent of 10,000 million yen, down 16.3% year-on-year.

Mid- to Long-Term Management Strategy

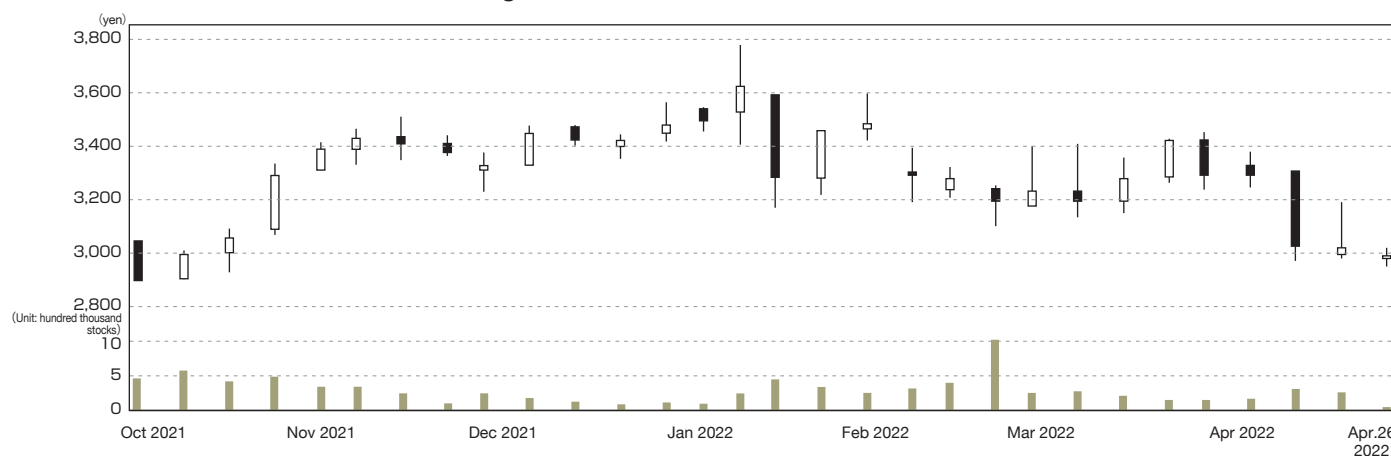
Based on its management philosophy, the S Foods Group aims to become a multifaceted meat vendor group and continue focusing on the establishment of a stable food supply system, mainly for meats. Specifically, we will create an integrated intra-group food supply chain that covers upstream to downstream of the meat distribution channel -- everything from production to procurement and processing to distribution, along with retail sales and services for end-consumers. Furthermore, we will upgrade our meat distribution functions overseas as well as in Japan to increase our capability to cope with changes in social conditions.

Business Results and Financial Position (Consolidated)

Item	Term	FY Feb.2020 (54th term)	FY Feb.2021 (55th term)	FY Feb.2022 (56th term)	FY Feb.2023 (57th term) projected
Sales		351,972	327,479	358,824	375,000
Income from operations		10,703	12,609	17,427	14,800
Pre-tax earnings		11,085	12,990	17,999	15,000
Net income attributable to owners of the parent		6,511	9,965	11,944	10,000
Total assets		171,071	172,394	181,518	
Shareholder's equity		86,348	94,507	106,157	
Dividend per share		60yen	64yen	70yen	78yen

Unit : Million yen (excl. dividends)

● Trends in Share Values and Trading Volumes



※TSE weekly chart