

Financial Results - For the First Half of FYE March 2019 -

November 12, 2018

Meiji Holdings Co., Ltd.





- 1. Overview for the First Half
- 2. Outlook for the Second Half and Full-year
- 3. Overview of Business Results and Future Business Strategy

- Information in this material is not intended to solicit sale or purchase of shares in Meiji Holdings.
- Business forecasts and other forward-looking statements are based on information available at the time of the release of this presentation and reasonable assumptions made by the Company. Actual results could differ materially from forecasts due to various factors.
- Although this material includes information concerning pharmaceutical products (including those currently under development), such descriptions are not intended to advertise the products or provide any medical advice.



1. Overview for the First Half



(JPY bn)	FYE March 2018	FYE March 2019	FYE March 2019		
Meiji HD (consolidated)	H1 Results	H1 Plan (as of Aug. 7)	H1 Results	YoY Change	Change vs. Plan
Net sales	611.4	607.0	611.9	+0.1% +0.4	+0.8% +4.9
Operating income	45.1	41.0	43.8	-2.9% -1.2	+6.9% +2.8
Op. income margin	7.4%	6.8%	7.2%	-0.2pt	+0.4pt
Net income attributable to shareholders of parent company	31.4	32.0	38.3	+21.9% +6.8	+19.7% +6.3
EPS (JPY)	216.33	220.69	264.23	+47.90	+43.54
Cash dividends per share (JF	^γ Y) 57.5	65.0	65.0	+7.5	_
Capital expenditures	34.8	39.5	34.3	-1.4% -0.5	-13.3% -5.2

- Net sales increased thanks to increased revenues from the Pharmaceutical business and consolidation of KM Biologics in Q2, which covered decreased revenues from the Food Segment. Operating income decreased slightly YoY.
- Recorded a significant increase in net income due to gains on sales of fixed assets and negative goodwill raised from KM Biologics though incurred losses due to natural disasters



(JPY bn) Food Segment	:	FYE March 2018 H1 Results	FYE March 2019 H1 Plan (as of Aug. 7)	FYE March 2019 H1 Results	YoY Change	Change vs. Plan
Net sales		534.2	529.9	524.8	-1.8% -9.4	-1.0% -5.0
Operating inc	come	40.9	38.9	39.0	-4.6% -1.9	+0.3% +0.1
(JPY bn)	YoY Cha	nge in Operating I	ncome			
1 Results March 2018	ξ	40.9				
			-2.8 : Sales de chocola	ecline in functio te	onal yogurt a	and
			1.5 : Decreas	e in COGS*	Raw materials Other cost: +0	
				e in promotior trative expense		and
		-1	decreas	e in income fro e in income fro	om domestic	c subsidiaries,
 1 Results March 2019	Ş	39.0		ease in other e		Costs of goods sold

(JPY bn) Pharmaceutical	(JPY bn) Pharmaceutical Segment		FYE March 2019 H1 Plan (as of Aug. 7)	FYE March 2019 H1 Results	YoY Change	Change vs. Plan	
Net sales		77.7	77.9	87.6	+12.6% +9.8	+12.4% +9.6	
Operating in	come	4.3	2.6	5.1	+17.5% +0.7	+96.2% +2.5	
(JPY bn)	YoY Char	nge in Operating In	come	KM Biologics Q	•	•	
H1 Results FYE March 2018		4.3	(Note) E	Net sales: JPY 9.9 bn, Op. income: JPY 1.6 bn Eliminations are recorded when calculate consolidation of KM Biologics.			
		-6.0	: Decrease due to NHI drug price reduction				
	+2.3	: Sales grov	vth of <i>Bilanoa</i> ar	d SYCREST, de	ecline in one-t	ime revenues	
		+3.8		tions and favora on due to a prod			
			+0.5 : Decrea	se in R&D exp	enses (carry	v over to H2)	
			+0.2 : Changes KM Biolo	s in subsidiary in ogics (including i	come, consoli ntercompany	idation of eliminations)	
H1 Results FYE March 2019		5.1					

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2. Outlook for the Second Half and Full-year



(JPY bn)	FYE March 2018	FYE March 2019	FYE March 2019	
Meiji HD (consolidated)	H2 Results	H2 Plan (as of Aug. 7)	H2 Plan (as of Nov. 7)	YoY Change
Net sales	629.3	653.0	653.5	+3.8% +24.1
Operating income	49.5	58.5	57.1	+15.4% +7.6
Op. income margin	7.8%	9.0%	8.8%	+1.0pt
Net income attributable to shareholders of parent company	29.8	31.0	32.6	+9.5% +2.8

- Meiji HD (consolidated): Revised H2 plans for net sales and income to reflect sales performance in H1 and consolidation of KM Biologics.
- Food segment: Revised net sales and income downward to reflect sales trends for Core products. Secure income, JPY 49.1 bn, announced in May.
- Pharmaceutical segment: Revised net sales and income forecasts upwards to reflect effect of consolidation of KM Biologics.

(JPY bn)		FYE March 2018	FYE March 2019	FYE March 2019	
Food Seg	ment	H2 Results	H2 Plan (as of Aug. 7)	H2 Plan (as of Nov. 7)	YoY Change
Net sales	6	539.3	560.0	542.2	+0.5% +2.9
Operating	g income	43.2	51.1	49.1	+13.5% +5.8
(JPY bn)	oY Change in	Operating Income)		
esults arch 2018	43.2	2			
		+3.7		th in mainstay product mix	products and
		-1.0	: Increase in	COGS*	
		+2.8		tion in promoti ive expenses	on expenses an
		+0.3	3 : Improveme overseas s	•	ty of domestic a
Plan					

(JPY bn) FYE March 2018 FYE March 2019 FYE March 2019 FYE March 2019 Pharmaceutical Segment H2 Results H2 Plan (as of Aug. 7) YoY Change Net sales 90.6 93.7 112.3 +23.9% +21.7 Operating income 6.6 7.3 8.3 +25.7% +1.7 YoY Change in Operating Income 6.6 7.3 8.3 +25.7% +1.7 YoY Change in Operating Income 6.6 Velow Ethninations are recorded when calculate consolidated) Net sales: JPY 20.0 bn, Op. income: JPY 1.8 bn H2 Results FYE March 2018 6.6 Cost reductions, favorable variance from inventory reevaluation due to a production site closing +1.7 : Sales growth of <i>Bilanoa</i> and SYCREST, expansion of generic drugs +5.2 : Cost reductions, favorable variance from inventory reevaluation due to a production site closing -0.7 : Increase in R&D expenses (carry over to H2) +2.0 : Changes in subsidiary income, consolidation of KM Biologics (including intercompany eliminations)										
Net sales 90.6 93.7 112.3 +23.9% +21.7 Operating income 6.6 7.3 8.3 +25.7% +1.7 YoY Change in Operating Income KM Biologics H2 Plan (Non-consolidated) Net sales: JPY 20.0 bn, Op. income: JPY 1.8 bn H2 Results FYE March 2018 6.6 Change in Operating Income (JPY bn) 6.6 Change in Operating Income +1.7 Sales growth of Bilanoa and SYCREST, expansion of generic drugs +1.7 Cost reductions, favorable variance from inventory reevaluation due to a production site closing +1.7 Cost reductions, favorable variance from inventory reevaluation due to a production site closing +0.7 Increase in R&D expenses (carry over to H2) +2.0 Changes in subsidiary income, consolidation of KM Biologics (including intercompany eliminations)		(JPY bn))	FYE March 2	2018	FYE March	2019	FYE March 2019		
Net sales 90.6 93.7 112.3 +21.7 Operating income 6.6 7.3 8.3 +25.7% (JPY bn) YoY Change in Operating Income KM Biologics H2 Plan (Non-consolidated) Net sales: JPY 20.0 bn, Op. income: JPY 1.8 bn H2 Results FYE March 2018 6.6 -6.5 : Decrease due to NHI drug price reduction +1.7 : Sales growth of <i>Bilanoa</i> and <i>SYCREST</i> , expansion of generic drugs +5.2 : Cost reductions, favorable variance from inventory reevaluation due to a production site closing 0.7 : Increase in R&D expenses (carry over to H2) +2.0 : Changes in subsidiary income, consolidation of KM Biologics (including intercompany eliminations)		Pharmac	eutical Segment	H2 Resu	lts				YoY Change	
Operating income 6.6 7.3 8.3 +1.7 YoY Change in Operating Income KM Biologics H2 Plan (Non-consolidated) Net sales: JPY 20.0 bn, Op. income: JPY 1.8 bn (Note) Eliminations are recorded when calculate consolidation of KM Biologic Net sales: JPY 20.0 bn, Op. income: JPY 1.8 bn (Note) Eliminations are recorded when calculate consolidation of KM Biologic +1.7 : Sales growth of Bilanoa and SYCREST, expansion of generic drugs +1.7 : Cost reductions, favorable variance from inventory reevaluation due to a production site closing +5.2 : Cost reductions, favorable variance from inventory reevaluation due to a production site closing -0.7 : Increase in R&D expenses (carry over to H2) +2.0 : Changes in subsidiary income, consolidation of KM Biologics (including intercompany eliminations)		Net sale	es	g	90.6	(93.7	112.3		
(JPY bn) H2 Results FYE March 2018 6.6 6.6 6.6 6.6 6.6 6.6 6.6 6.		Operati	ng income		6.6		7.3	8.3	-	-
FYE March 2018 6.6 -6.5 : Decrease due to NHI drug price reduction +1.7 : Sales growth of <i>Bilanoa</i> and <i>SYCREST</i> , expansion of generic drugs +1.7 : Cost reductions, favorable variance from inventory reevaluation due to a production site closing -0.7 : Increase in R&D expenses (carry over to H2) +2.0 : Changes in subsidiary income, consolidation of KM Biologics (including intercompany eliminations)	,	PY bn)	YoY Change in	Operating Inc	KM Biologics H2 Plan (N Net sales: JPY 20.0 bn, C			U	```	
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+1.7 : Sales growth of <i>Bilanoa</i> and <i>SYCREST</i> , expansion of generic drugs +5.2 : Cost reductions, favorable variance from inventory reevaluation due to a production site closing -0.7 : Increase in R&D expenses (carry over to H2) +2.0 : Changes in subsidiary income, consolidation of KM Biologics (including intercompany eliminations)		2018					(N	lote) Eliminations are recorded (when calculate consolidation of	DT KINI BIOIOGICS
+5.2 : Cost reductions, favorable variance from inventory reevaluation due to a production site closing -0.7 : Increase in R&D expenses (carry over to H2) +2.0 : Changes in subsidiary income, consolidation of KM Biologics (including intercompany eliminations) H2 Plan			-6.	5	: Decrease due to NHI drug price reductio			ice reduction		
+5.2 reevaluation due to a production site closing -0.7 : Increase in R&D expenses (carry over to H2) +2.0 : Changes in subsidiary income, consolidation of KM Biologics (including intercompany eliminations) H2 Plan			+1.7 : \$	Sales growth	n of <i>l</i>	B <i>ilanoa</i> and	SYC	CREST, expansion	on of generic dr	rugs
+2.0 : Changes in subsidiary income, consolidation of KM Biologics (including intercompany eliminations)		+5.								ory
H2 Plan			-0.7	,	: Increase	in R	&D expenses	(carry over to	o H2)	
		+:								
				8.3						

Full-year Outlook - FYE March 2019



(JPY bn)	FYE March 2018	FYE March 2019	FYE March 2019		
Meiji HD (consolidated)	Results	Plan (as of Aug. 7)	Plan (as of Nov. 7)	YoY Change	
Net sales	1,240.8	1,260.0	1,265.5	+2.0% +24.6	
Operating income	94.6	99.5	101.0	+6.7% +6.3	
Op. income margin	7.6%	7.9%	8.0%	+0.4pt	Negative goodwill
Net income attributable to shareholders of parent company	61.2	63.0	71.0	+15.9% +9.7	raised from KM Biologics: JPY 6.5 bn
EPS (JPY)	422.15	434.48	489.61	+67.46	
Cash dividends per share (JPY)	130	130	130	_	
Dividend ratio	30.8%	30.0%	26.6%	-4.2pt	
ROE	13.1%	12.4%	13.8%	+0.7pt	
Capital expenditures	71.7	89.9	79.3	+10.6% +7.5	
Net cash flow from operating activities	108.7	96.9	113.4	+4.6	
Free cash flow	44.3	-7.3	3.7	-40.6	-

• Significant YoY increase in net income due to negative goodwill raised from KM Biologics

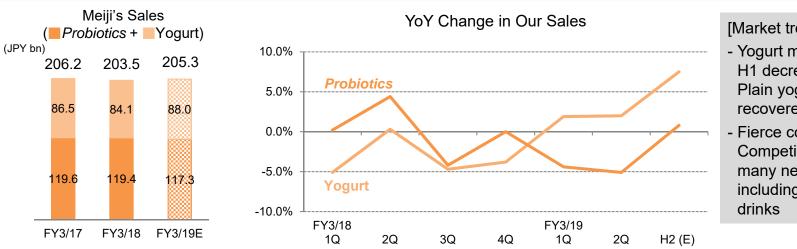


3. Overview of Business Results and Future Business Strategy

Food

Yogurt: Sustainable growth Functional yogurt: Return to growth with strategic marketing





- [Market trends]
- Yogurt market overall in H1 decreased slightly YoY. Plain yogurt market recovered.
- Fierce competition Competitors launching many new products including fermented milk

Functional yogurt

- H1: Sales decreased YoY. Confirmed efficiency of newly released TV commercials
- H2: Return to growth trajectory with aggressive marketing

R-1

Beef up promotions during the peak demand season and create an attractive display in stores

LG21

13

Penetrate key message "Lactobacillus effective in the stomach"

Yogurt

- H1: Sales of plain yogurt revived. Decreased net weight and set competitive price (still JPY 10/box higher than competitor).
- H2: launch new products to achieve further sales growth.



Food Regain chocolate sales momentum, drive for future growth

YoY Change in Our Sales Meiji's Sales [Market trends] (Chocolate) 10.0% (JPY bn) Market decreased YoY in Q1. Recovering since 104.0 102.6 99.0 Q2, despite hot summer. 0.0% - Firm growth continued **Chocolate** for dark chocolate addressing needs for -10.0% the health-conscious middle-aged and elderly -20.0% consumers. FY3/18 FY3/19 FY3/17 FY3/18 FY3/19E 1Q 2Q 3Q 4Q 1Q 2Q H2 (E)

(Note) The plan for FY3/19 includes the impact from the sales price reduction due to commercial transaction system revision in April 2018.

(Note) The above year-on-year change for FY3/19 excludes the impact from the sales price reduction due to commercial transaction system revision in April 2018.

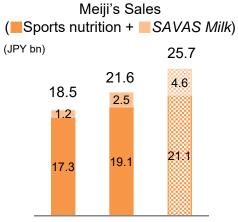
- Regain sales momentum after bottoming out in Q1
 - Chocolate Kouka sales remained favorable and drove overall performance.
 - From Q2, sales of nuts chocolate (chocolate covered nuts) and chocolate snacks proceeded as planned. New product releases and successful campaigns support overall sales growth.
- H2: Peak demand season for chocolate. Focus on products selling well and recovery of sales for THE Chocolate
 - Launch new products and new flavors
 - Enhance marketing efforts to convey added value





Food Develop new shelf space for sports nutrition to achieve dynamic growth





FY3/17 FY3/18 FY3/19E (Note) The above sales for *SAVAS Milk* is included in the sales of Fresh and Fermented Dairy business.

[Market trends]

- Market is growing. Increasing sporting population and various sporting events seeking dynamic and active lifestyles. Market growth will continue.
- The sports protein market is seeing rapid growth due to new entrants and cheap overseas products. Ecommerce is growing.
- Retailers are developing their private label brands and thus expanding shelf space.

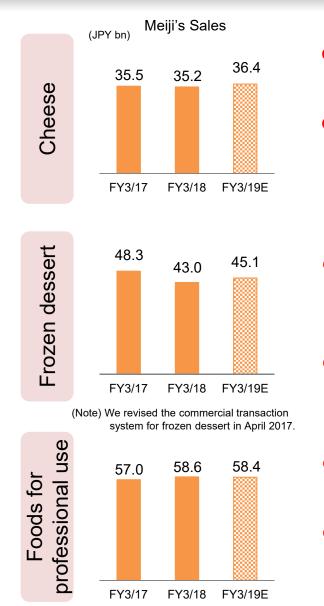
- H1: Sales for SAVAS and VAAM increased
 - *SAVAS*, mainstay whey protein products, grew significantly and newly launched *SAVAS Protein Jelly* also favorable. However, sales were below plans.



(Left: SAVAS Milk Protein Drink) (Right: SAVAS Protein Jerry)

- Must address issues to compete with growing ecommerce
- H2: Enhance sales promotions optimal to each sales channel to accelerate growth
 - Expand shelf space with company-wide initiatives and build strategic partnerships with retailers
 - Enhance digital marketing. Attract customers by promoting our unique added value, not price

Food Steady growth in 3 Growth areas



H1: Strong demand drove revenue growth. Revised pricing and product net weight in June and August

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• H2: Maintain growth pace. Started new camembert cheese production line to expand production capacity

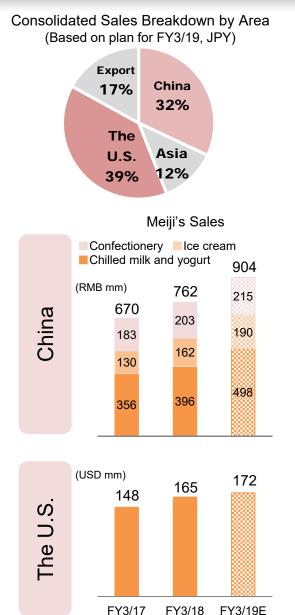
- H1: Recorded net gains. *Essel Sweet's* launched in H2 of last year. Increased media exposure and hot weather also drove revenues.
- H2: Introduce new flavors and grow Essel brand
- H1: Expanded cream sales contributed to increased revenues though reduced the number of products
- H2: Secure stable growth. Need to evaluate supply and demand for raw milk and dairy products

Food

Overseas business

Expand profit contributions, especially fast-growing China





China

- Confectionery
 - Continuing stable growth in mainstay *Meltykiss* and nuts chocolate (chocolate coated nuts)
- Ice cream
 - Sales exceeded previous year and plans. Launched new products successfully and expanded sales areas
- Chilled milk and yogurt
 - Milk sales favorable. Expand production capacity to accelerate H2 growth
 - H1 yogurt sales struggled due to intense competition. Revamp products and improve sales promotions to stimulate sales

The U.S.

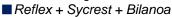
- Confectionery
 - Raise price of Animal Crackers, local brands
 - Favorable Meiji brand chocolate snacks such as *Hello Panda*. Strengthen sales promotion for further growth.

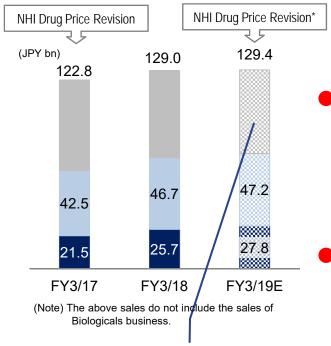


Consolidated Sales in Japan



Generic drugs





Started to sell some vaccines manufactured by KM Biologics in September

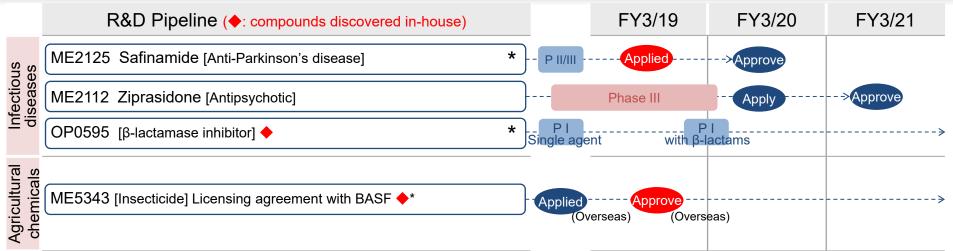
* Excluding certain products, vaccines not subject to NHI pricing revisions.

- *Bilanoa*, Drug for anti-allergic
 - Sales exceeded previous year and plans
 - Positive feedback from patients and doctor's evaluations
 - Enhance promotion to increase share
- SYCREST, Antipsychotic drug
 - Steady growth. Increasing positive feedback and the number of prescriptions
 - Establish suitable sales structure in schizophrenia domain to grow further. Achieve H2 plans
- *REFLEX*, Antidepressant drug
 - H1 sales were favorable. Generic drug becomes available in December. Sales rather uncertain for H2
 - Launch generic REFLEX to maintain share
- Generic drugs
 - Continuing sales growth despite significant NHI price reductions

Favorable sales of injectable antibacterial drugs



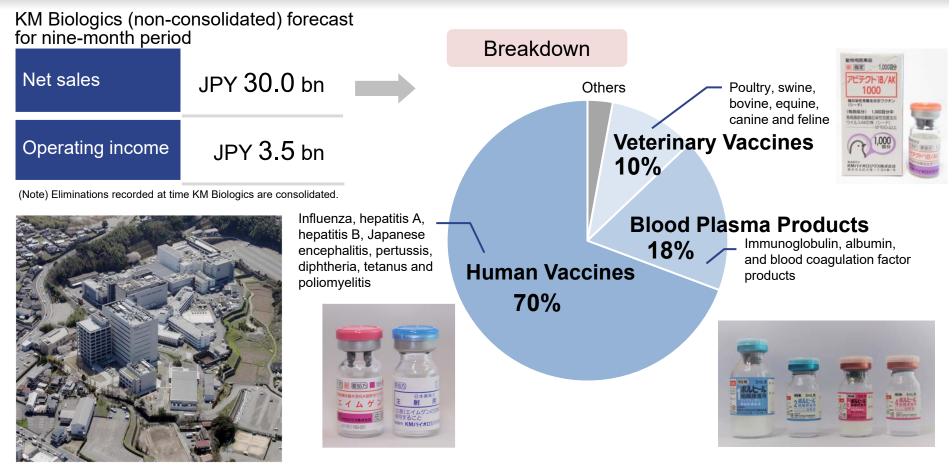
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*Out-licensed products. Please refer to our website for details of the companies and areas out-licensed to.

- Safinamide: Applied to MHLW for Parkinson's disease on October 23
- Ziprasidone: Another product of our antipsychotic drug in addition to SYCREST
- OP0595: AMED has adopted for CiCLE program* on October 22
 - Develop as a single agent for antibacterial drug. Contribute to defeat
 antimicrobial resistance
 * AMED: Japan Agency for Medical Research and Development
 CiCLE: Cyclic Innovation for Clinical Empowerment
- ME5343: A novel agricultural insecticide, *Inscalis* (Afidopyropen), received EPA registration in the U.S. by BASF (licensee) on October 2

Pharma Consolidated KM Biologics in Q2, contributing to revenues and **meiji** income



(Headquarters / Kumamoto Production Center)

- Social responsibilities as a supplier: 20 single-supply products and capacity to manufacture pandemic influenza vaccines for 57 million people
- Recover credibility in domestic market and promote research and development

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Governance and compliance

Improve training, management, and supervisory functions based on Meiji Group governance system to ensure management transparency

- Establish internal audit system
- Improve organizational structure, reform to function internal/external monitoring system properly
- Strengthen reporting structure (reporting, information sharing, management structure)
- Build sound whistleblowing system and improve corporate culture through compliance training

Stable supply / quality assurance

- Strengthen quality assurance system and improve management of organization
- Dispatch Meiji experts to build stringent manufacturing control, quality control, and quality assurance system
- Rebuild pharmaceutical quality system
 - Launch Credibility Recovery Project (Project Owner: Mr. Nagasato, President and representative director)

Manage progress of the Project and promote appropriate information disclosure both to internal and external company



Appendix: Financial data

H1 Results - FYE March 2019



(JPY bn)	FYE March 2019		
	H1 Results	YoY Change	Main Factors for Change
Net sales	611.9	+0.1% +0.4	— (See P4-6 for details by segment)
Operating income	43.8	-2.9% -1.2	— (See P4-6 for details by segment)
Non-operating income	1.4	-23.4% -0.4	 Change in equity in income or losses of affiliates (-0.3, yoy) [H1-FY3/18] Equity in income of affiliates (0.3) [H1-FY3/19] Equity in losses of affiliates (0.0)
Non-operating expenses	1.4	+52.7% +0.5	- Change in impact from foreign exchange (-0.7, yoy) [H1-FY3/18] Foreign exchange gains (0.1) [H1-FY3/19] Foreign exchange losses (0.5)
Ordinary income	43.8	-4.9% -2.2	_
Extraordinary income	13.3	+293.3% +9.9	- Gain on bargain purchase (+6.5) - Gain on sales of fixed assets (+3.7)
Extraordinary losses	4.1	+54.3% +1.4	 Loss on disaster (+1.0) Impairment loss (+0.8): from the former R&D centers Loss on retirement of non-current assets (-0.9)
Income before income tax	53.1	+13.4% +6.2	_
Income taxes-total	14.4	-2.6% -0.3	_
Net income attributable to non- controlling shareholders	0.3	-44.0 % -0.2	
Net income attributable to shareholders of parent company	38.3	+21.9% +6.8	_

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H1 Results - FYE March 2019: Analysis of Consolidated Operating Income



(JPY bn)	Consolidated Results	Food	Pharma	Other
H1 Results FYE March 2018	45.1	40.9	4.3	-0.1
Due to increased/decreased sales	-0.5	-2.8	+2.3	
Decrease due to NHI drug price reduction	-6.0	_	-6.0	_
Changes in costs of goods sold	+5.3 (*1)	+1.5	+3.8	
Changes in other SG&A expenses	+1.5 ^(*2)	+1.0	+0.5	—
Other (incl. change in results of subsidiaries)	-1.6	-1.6	+0.2	-0.2
H1 Results FYE March 2019	43.8	39.0	5.1	-0.2

(Breakdown)

*1: **Food** Decrease in raw materials costs: +0.9, Other cost reduction: +0.5

Pharma Cost reductions and favorable variance from inventory reevaluation due to a production site closing

*2: Food Increase in promotion expenses: -0.9, Increase in distribution expenses: -0.4, Other cost reduction: +2.3

Pharma Decrease in R&D expenses (Carry over to the second half): +0.7, Other cost increase: -0.2

Financial Position as of September 2018



(JPY bn)	Results		
	as of Sep. 2018	YoY Change	Main Factors for Change
Current assets	415.8	+8.6% +32.8	 Notes and accounts receivable (+7.5) Goods and products (+19.0), Raw materials and supplies (+7.5): due to consolidation of KM Biologics
Fixed assets	588.0	+8.4% +45.7	 Buildings and structures (net) (+18.2), Machinery and equipment (net) (+13.0): due to consolidation of KM Biologics Investment securities (+7.5): market value increase Construction in progress (+6.3)
Total assets	1,003.9	+8.5% +78.6	_
Current liabilities	293.4	-0.3% -0.9	- Commercial paper (+11.0) - Short-term loans payable (-8.4)
Long-term liabilities	157.5	+16.2% +21.9	- Long-term loans payable (+15.1)
Total liabilities	451.0	+4.9% +20.9	_
Shareholders' equity	493.4	+6.0% +27.8	- Retained earnings (+27.5)
Accumulated other comprehensive income	27.0	+24.5% +5.3	- Valuation difference on available-for-sale securities (+5.7)
Minority interests	32.3	+311.8% +24.5	
Total net assets	552.8	+11.6% +57.6	—
Interest bearing debt	136.7	+14.8% +17.6	- Long-term loans payable (+15.1) - Commercial paper (+11.0) - Short-term loans payable (-8.4)
Equity Ratio	51.8%	-0.9pt	_

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H1 Results - FYE March 2019: Cash Flows and Shareholders' **meiji** Return

(JPY bn)	FYE March 2019 H1 Results	YoY Change	Main Factors for Change
Net cash flow from operating activities	38.3	-0.3	_
Net cash flow from investing activities	-60.2	-27.5	 Payments for purchase of shares of subsidiaries resulting in change in scope of consolidation (-33.8) Proceeds from sales of property, plant and equipment and intangible fixed assets (+5.7): a vacant lot of a former production site, an office building
Free cash flow	-21.8	-27.9	_
Cash dividends per share (JPY)	65.0	+7.5	



(JP	Y bn)	First Half		Second Half		Full Year	
		Results	YoY Change	Plan (as of Nov. 7)	YoY change	Plan (as of Nov. 7)	YoY Change
S	Net sales	611.9	+0.1% +0.4	653.5	+3.8% +24.1	1,265.5	+2.0% +24.6
Meiji Holdings	Operating income	43.8	-2.9% -1.2	57.1	+15.4% +7.6	101.0	+6.7% +6.3
iji Ho	Op. income margin	43.8	-4.9% -2.2	57.1	+14.8% +7.3	101.0	+5.3% +5.1
Me	Net income attributable to shareholders of parent company	38.3	+21.9% +6.8	32.6	+9.5% +2.8	71.0	+15.9% +9.7
Food	Net sales	524.8	-1.8% -9.4	542.2	+0.5% +2.9	1,067.1	-0.6% -6.5
Fo	Operating income	39.0	-4.6% -1.9	49.1	+13.5% +5.8	88.1	+4.7% +3.9
Pharma	Net sales	87.6	+12.6% +9.8	112.3	+23.9% +21.7	200.0	+18.7% +31.5
Pha	Operating income	5.1	+17.5% +0.7	8.3	+25.7% +1.7	13.5	+22.4% +2.4

Plan by Business in Food Segment - FYE March 2019 meiji

(JPY bn)				Second Half		Full Year	
		Results	YoY Change	Plan (as of Nov. 7)	YoY change	Plan (as of Nov. 7)	YoY Change
Fresh and Fermented Dairy	Net sales	165.5	-3.0% -5.0	166.9	-0.6% -0.9	332.4	-1.8% -6.0
Fresh and Fermented Da	Operating income	22.4	-9.0% -2.2	26.5	-3.4% -0.9	48.9	-6.0% -3.1
Processed Food	Net sales	91.4	+2.8% +2.4	85.0	-0.3% -0.2	176.4	+1.3% +2.2
	Operating income	4.3	+9.1% +0.3	3.9	+16.7% +0.5	8.3	+12.6% +0.9
Confectionery	Net sales	50.4	-15.1% -8.9	74.1	-2.7% -2.0	124.5	-8.2% -11.0
	Operating income	6.2	-13.7% -0.9	15.3	+23.5% +2.9	21.6	+9.8% +1.9
Nutrition	Net sales	44.5	+2.4% +1.0	41.1	+1.4% +0.5	85.7	+1.9% +1.5
	Operating income	7.2	+0.3% +0.0	6.0	+17.1% +0.8	13.3	+7.4% +0.9

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Plan by Business in Food Segment - FYE March 2019 meiji

(JPY bn)		First Half		Second Half	Full Year		
		Results	YoY Change	Plan (as of Nov. 7)	YoY change	Plan (as of Nov. 7)	YoY Change
Overseas	Net sales	21.7	+5.8% +1.1	27.3	+19.2% +4.4	49.0	+12.9% +5.5
	Operating income	0.5	+48.3% +0.1	0.5	+41.4% +0.1	1.0	+44.8% +0.3
Other Domestic Subsidiaries	Net sales	151.1	-0.1% -0.1	147.7	+0.9% +1.2	298.9	+0.4% +1.1
	Operating income	2.3	-10.5% -0.2	1.8	+7.5% +0.1	4.1	-3.5% -0.1
Corporate Expenses	Net sales	—		—	—		_
	Operating income	-4.1		-5.1	_	-9.3	_



(JPY bn)	Consolidated Plan		Food	Pharma	Other
Results FYE March 2018	94.6		84.1	11.0	-0.5
Due to increased/decreased sales	+4.9		+0.9	+4.0	
Decrease due to NHI drug price reduction	-12.5			-12.5	
Changes in costs of goods sold	+9.5		+0.5	+9.0	
Changes in other SG&A expenses	+3.6 (*	(*1)	+3.8	-0.2	
Other (incl. change in results of subsidiaries)	+0	0.9	-1.3	+2.2	-0.0
Plan FYE March 2019	101.0		88.1	13.5	-0.6

(Breakdown)

*1: Food Increase in promotion expenses: -0.9, Increase in distribution expenses: -1.1, Other cost reduction: +5.8
 Pharma Decrease in R&D expenses: +0.5, Other cost increase: -0.7



	(JPY bn)	FYE March 2018 Results	FYE March 2019 Plan (as of Aug. 7)	FYE March 2019 Plan (as of Nov. 7)	YoY Change	
	Net sales	1,073.6	1,090.0	1,067.1	-0.6% -6.5	
	Operating income	84.1	90.0	88.1	+4.7% +3.9	
·	JPY bn)	n Operating Income	•			
	rch 2018	.1		th in mainstar	producto conceielly	
		+ <mark>0</mark> .9	in H2	in in mainslay	products especially	
		+0.5	: Increase in	COGS*		
		+3.8		tion in promoti ive expenses	on expenses and	
		-1.:	 Increased income from overseas subsidiaries decreased income from domestic subsidiarie and increased other elimination expenses 			
	n rch 2019	88.1			* COGS: Costs of goods so	

	(JPY bn) Net sales Operating income		FYE March 2018 Results	FYE March 2 Plan (as of Aug.		FYE March 2019 Plan (as of Nov. 7)	YoY Change			
			168.4	4 171.6		200.0	+18.7% +31.5			
			11.0	0 10.0		13.5	+22.4% +2.4	-		
	PY bn)	⁄oY Change in	Operating Income			KM Biologics Full-year Plan (Non-consolidated) Net sales: JPY 30.0 bn, Op. income: JPY 3.5 bn				
Result FYE Marc			11.0	(Note) Eliminations are recorded when calculate consolidation of KM Biologic						
			-12.5 : Decrease due to NHI drug price reduction							
		+4.0	+4.0 : <i>Bilanoa</i> and <i>Sycrest</i> sales growth, and generic drugs sales expansion							
			+9.0	+9.0 : Cost reductions and favorable variance from inventor reevaluation due to a production site closing						
			-0.2 : Decrease in fixed promotion expense Increase in expenses for IT					s and		
			+2	+2.2 : Changes in subsidiary income, conse KM Biologics (including eliminations				on of		
Plan FYE Marc			13.5		-					

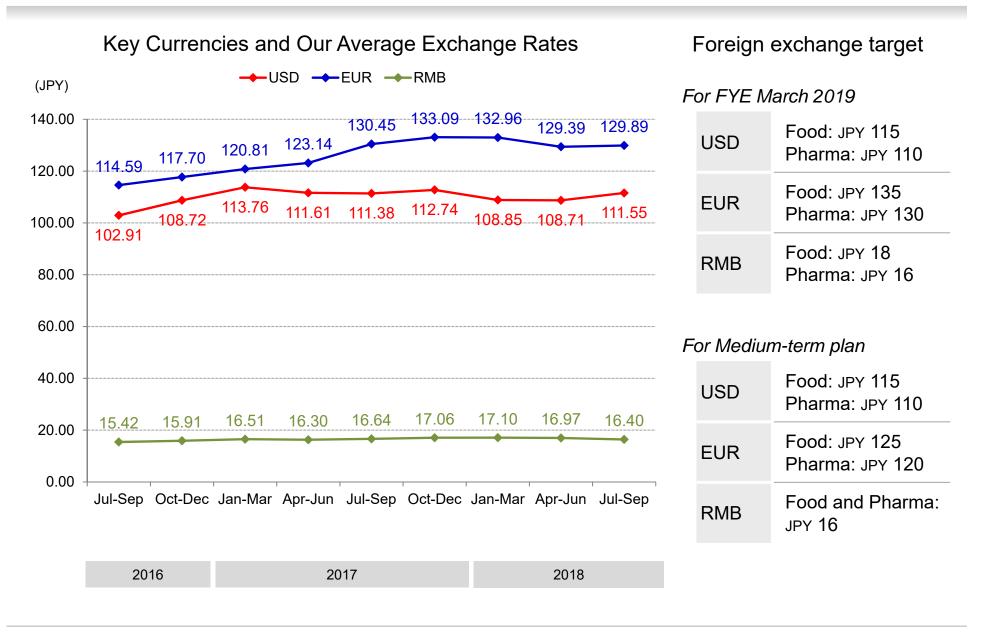
Plan - FYE March 2019: Cash Flows and Shareholders' Return meiji

(JPY bn)	FYE March 2019		
	Plan	YoY Change	Main Factors for Change
Net cash flow from operating activities	113.4	+4.6	- Mainly due to consolidation of KM Biologics
Net cash flow from investing activities	-109.7	-45.3	 Increase in CAPEX [The amounts of CAPEX for FY3/19] Food: 68.1 (+4.2, yoy) Pharma: 11.1 (+3.2, yoy) Payments for purchase of shares of subsidiaries resulting in change in scope of consolidation: KM Biologics
Free cash flow	3.7	-40.6	_

Cash dividends per share (JPY)	130	—	(2Q) JPY 65 (Year-end) JPY 65
Payout ratio	26.6%	-4.2pt	_
ROE	13.8%	+0.7pt	_

Key Currencies and Our Average Exchange Rates



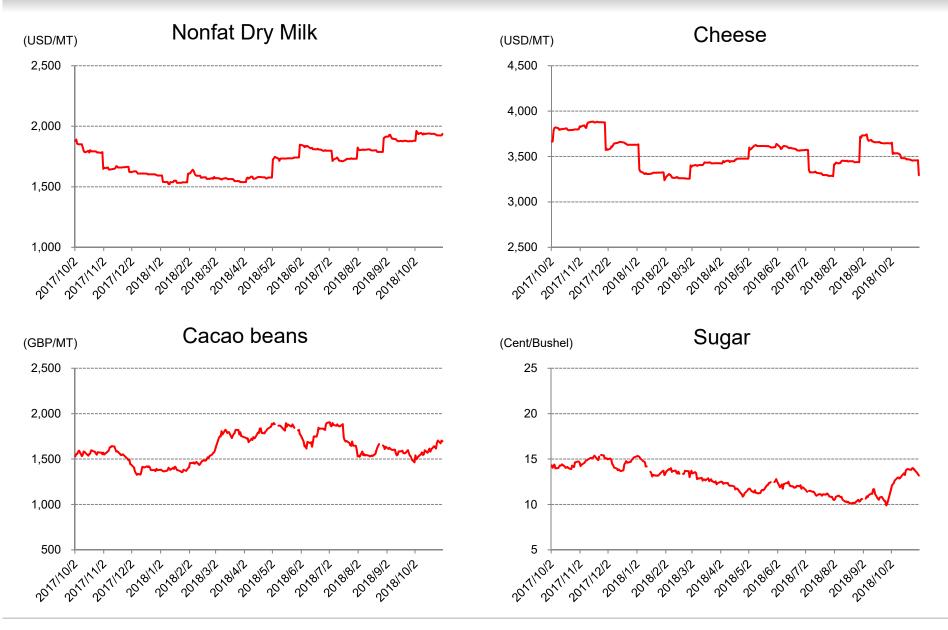




Appendix: Topics

Market Trends in Imported Raw Materials Prices





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(Source) Bloomberg





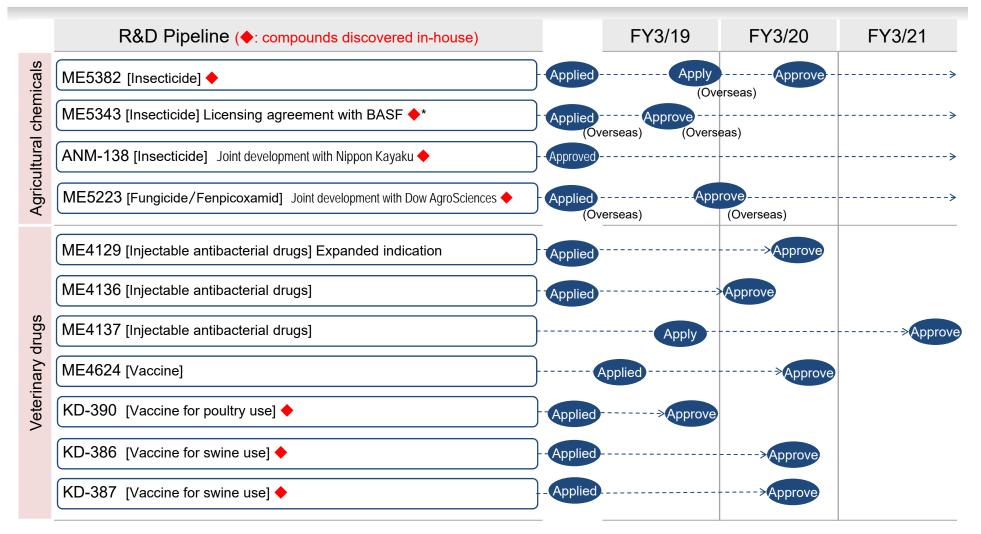
	R&D Pipeline (+: compounds discovered in-house)		FY3/19	FY3/20	FY3/21
Infectious diseases	ME1111 [Antionychomycosis]		Phase II		>
	ME1100 Arbekacin inhalation [HABP/VABP] ◆	P lb	(Overseas)		>
	OP0595 [β-lactamase inhibitor]	P I ingle age	ent with β-L	I actams	>
disorders	ME2125 Safinamide [Anti-Parkinson's disease] *	P II/III	Applied	>Approve	
	ME2112 Ziprasidone [Antipsychotic]		Phase III	Apply	>Approve
CNS	REFLEX (Org3770 Mirtazapine) [Fibromyalgia treatment] Expanded indication	PII)		>
Others	SP-02L Darinaparsin [Relapsed and refractory peripheral T-cell lymphoma (PTCL)]		Phase II		Apply>
Oth	DMB-3111 Trastuzumab biosimilar [Breast cancer, Gastric cancer]	Out-licensir	(P I finished)		>
SS	KD-370 [Pentavalent vaccine against diphtheria, tetanus, pertussis, polio, and haemophilus influenza type b] \blacklozenge		Phase III		> Apply>
Vaccines	KD-382 [Quadrivalent vaccine against dengue fever]			Phase I (Overseas)	>
~	KD-404 [Egg-derived inactivated whole virus influenza vaccine]		Pha	se l	>
sma	KD6-71 [Application for indication expansion is under preparation for chronic inflammatory demyelinating polyneuropathy (CIDP) and multifocal motor neuropathy (MMN)]	PIII	Applied	Approve	
Blood Plasma Products	KD5-71 [Indication expansion for optic neuritis (ON) (orphan drug)]	P III	Apply	>Approve	
Bloc	KD-371 [Indication expansion for microscopic polyangiitis (MPA) (orphan drug)]		Phase III		>

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R&D Pipeline





* Discovered in a research collaboration between Meiji Seika Pharma and The Kitasato Institute



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