

Financial Results - For the First Half of FYE March 2020 -

November 12, 2019

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

H1 Summary - FYE March 2020



(JPY bn)	FYE March 2019	FYE March 2020	FYE March 2020		
Meiji HD (consolidated)	H1 Results	H1 Plan	H1 Results	YoY Change	Change vs. Plan
Net sales	611.9	625.0	618.0	+1.0% +6.1	-1.1% -6.9
Operating income	43.8	44.0	47.5	+8.5% +3.7	+8.1% +3.5
Op. income margin	7.2%	7.0%	7.7%	+0.5pt	+0.7pt
Net income attributable to shareholders of parent company	38.3	28.5	31.8	-16.8% -6.4	+11.8% +3.3
EPS (JPY)	264.23	196.51	219.68	-44.55	+23.17
Cash dividends per shar	re (JPY) 65.0	70.0	70.0	+5.0	_
Capital expenditures	34.3	47.0	38.7	+13.0% +4.4	-17.6% -8.2

- Net sales increased YoY thanks to net increase in Q1 sales due to the consolidation of KM Biologics (consolidated in Q2 last fiscal year) and sales of influenza vaccine although net sales were below plans.
 - Operating income outperformed plans and previous fiscal year results.
- Net profit decreased significantly year on year although net profit exceeded plans.
 This is because of normalization after recording gains on negative goodwill and gains on the sale of land during the previous fiscal year.



Food H1 Summary - FYE March 2020



(JPY bn)	FYE March 2019	FYE March 2020	FYE March 2020		
Food Segment	H1 Results	H1 Plan	H1 Results	YoY Change	Change vs. Plan
Net sales	524.8	534.0	523.2	-0.3% -1.6	-2.0% -10.7
Operating income	39.0	39.0	39.5	+1.4% +0.5	+1.4% +0.5

YoY Change in Operating Income (JPY bn)



- : Price hike, sales decrease in functional yogurt and yogurt, and sales increase in chocolate and infant formula
- : Increase in raw material cost
- : Increase in logistic cost and promotion expenses
- : Increased income from overseas subsidiaries and decreased income from subsidiaries in Japan

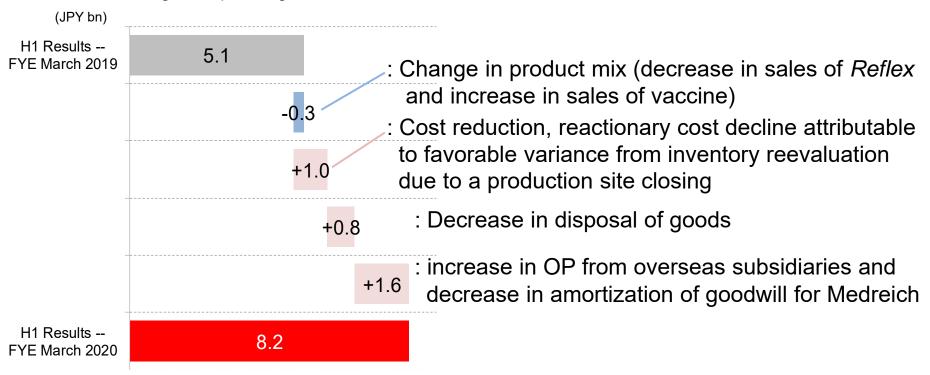


Pharma H1 Summary - FYE March 2020



(JPY bn)	FYE March 2019	FYE March 2020	FYE March 2020	E March 2020		
Pharmaceutical Segment	H1 Results	H1 Plan	H1 Results	YoY Change	Change vs. Plan	
Net sales	87.6	92.1	95.3	+8.9% +7.7	+3.6% +3.2	
Operating income	5.1	5.1	8.2	+60.8% +3.1	+61.3% +3.1	

YoY Change in Operating Income





2. Outlook for the Second Half and Full-year

Full-year Outlook - FYE March 2020



(JPY bn)	FYE March 2019	FYE March 2020	
Meiji HD (consolidated)	Results	Plan	YoY Change
Net sales	1,254.3	1,309.0	+4.4% +54.6
Operating income	98.3	108.0	+9.8% +9.6
Op. income margin	7.8%	8.3%	+0.4pt
Net income attributable to shareholders of parent company	61.8	67.5	+9.1% +5.6
EPS (JPY)	426.61	465.37	+38.76
Cash dividends per share (JPY)	140	140	_
Dividend ratio	32.8%	30.1%	-2.7pt
ROE	12.2%	12.3%	+0.1pt
Capital expenditures	71.2	99.1	+39.2% +27.9
Net cash flow from operating activ	rities 112.1	107.9	-4.2
Free cash flow	11.8	8.4	-3.4

H2 Outlook - FYE March 2020



(JPY	bn)	FYE March	FYE March	FYE March	
		2019 H2 Results	2020 H2 Plan (as of May 13)	2020 H2 Plan (as of Nov. 8)	YoY Change
Q	Net sales	642.4	684.0	690.9	+7.6% +48.5
Meiji HD (consolidated)	Operating income	54.5	64.0	60.4	+10.8% +5.8
/leij	Op. income margin	8.5%	9.4%	8.7%	+0.2pt
(cor	Net income attributable to shareholders of parent compa	any 23.5	39.0	35.6	+51.3% +12.0
Food	Net sales	531.8	556.0	566.7	+6.6% +34.9
S P	Operating income	45.7	50.9	50.4	+10.3% +4.6
Pharma	Net sales	111.0	128.4	125.1	+12.6% +14.0
Pha	Operating income	9.1	13.4	10.2	+12.5% +1.1

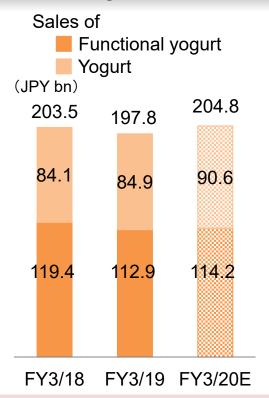
- Revised net sales and income for second half to reflect first half results
- Aim to achieve initial full-year plan for both food and pharmaceuticals



3. Overview of Business Results and Future Business Strategy



Functional yogurt – Maintain sales results in previous FY meiji Yogurt – Maintain sustainable sales growth



Functional Yogurt

- Maintain previous year's results
 - Productive and efficient communication with customers
 - Create attractive in-store display
- R-1 Launch TV commercials ahead of highdemand winter season and expand in-store sales space
- *LG21* Expand web ads and in-house sales
- PA-3 Appeal its functional Prevents Uric Acid Level from Rising

Yogurt

- Boost sales by extending product line
 - Plain yogurt Sweetened Yogurt 400 g (left) and two-yogurt package (right)
 - ◆ Yogurt drink Handy Time (180 g) and 900 mL



Launched in

Sep. - Oct. 2019





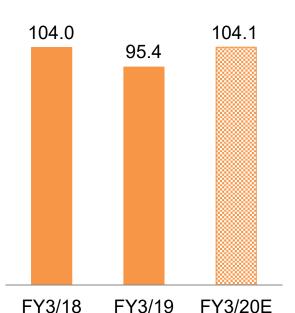




Expand chocolate market by increasing sales of dark chocolate



Sales of chocolate (JPY bn)



Note: Sales are adjusted to include the sales price reduction due to commercial transaction system revision in April 2018.





- Boost sales of dark chocolate for health-consciousness customers
 - Appeal health-value of Chocolate Kouka and expand customer base
 - Increase brand recognition of popular
 Oligosmart by launching
 ice cream product

Launched in Feb. 2019
Oligosmart

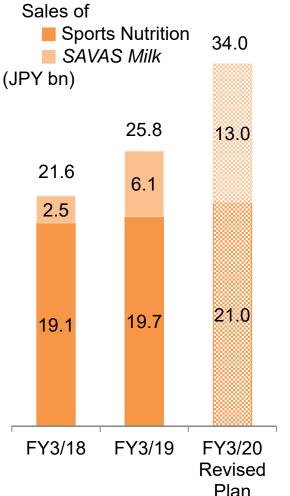
- Create new chocolate culture for adults
 - Optimize The Chocolate product line (9 to 4 SKU) and launch new assorted flavor (left)

Launched in Sep. 2019



Sports Nutrition: Increase sales by expanding product lines





Note: Sales of SAVAS Milk are included in the sales of Fresh and Fermented Dairy Business

- SAVAS powder sales favorable for new flavors, Green Tea and Yogurt. In the second half, start production at a new factory to improve quality and launch new product lines next spring
- For SAVAS Milk, grew significantly thanks to expansion of the product line. In the second half, launch Style Body, a new product targeting females to expand customer base.
- Accelerate growth by increasing SAVAS brand recognition by enhancing digital marketing, including targeted ads and web promotions.











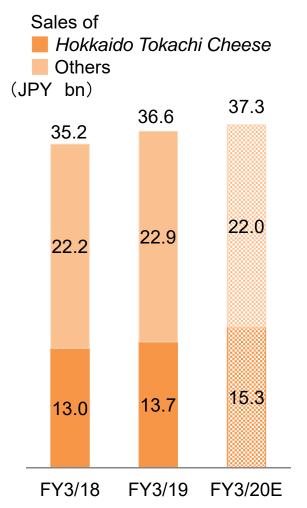


Launched in Apr. 2019 Launched in Oct. 2019



Food Sales of *Meiji Hokkaido Tokachi Cheese* grew steadily





- Sales grew significantly for *Hokkaido* Tokachi Smart Cheese due to expansion of product lines
- Hokkaido Tokachi Camembert Cheese sales favorable. Launched new Smoked product in October to expand sales during the high-demand season







Launched in Mar. 2019

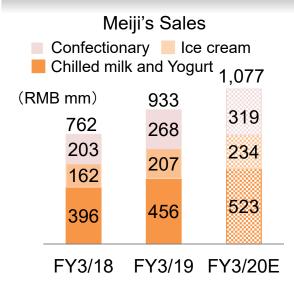
Launched in Oct. 2019

Food

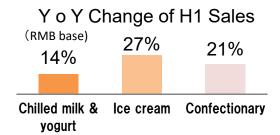
Overseas business



Continuing significant growth of three businesses in China



- Milk and Yogurt
 - Chilled milk sales favorable for both consumer and commercial products
 - Sales of newly launched yogurt with dietary fiber and yogurt drinks exceeded plans
- Ice Cream
 - Develop new sales areas and strengthen sales though EC channels
- Confectioneries
 - Aim for continued growth for Melty Kiss and nuts chocolate, mainstay our products



Meiji Dairies (Tianjin) Co., Ltd.

- Manufacturing and sales of milk and yogurt
- Capital: ca. JPY 9.5 billion
- Start operation in H2 FYE March 2022





Food Structural Reform in Milk Business Progressing Steadily meiji

1. Develop value added products

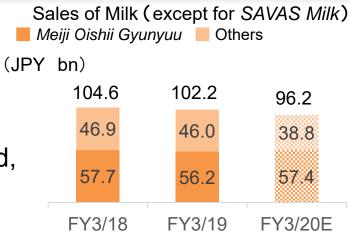
 Launched Meiji Oishii Low Fat Meiji Oishii Milk Calcium Using raw milk manufactured by patented, world-first method

2. Selection and concentration of products

- Develop Meiji Oishii Gyunyuu brand thoroughly along with low and middle-sized volume products
- Reduce Meiji Gyunyuu, Meiji Milk Love and Milk for School Catering

3. Optimize Production System

- Closed Hokuriku Factory in Sept. 2019
- Disposal of production line for gable top packaging









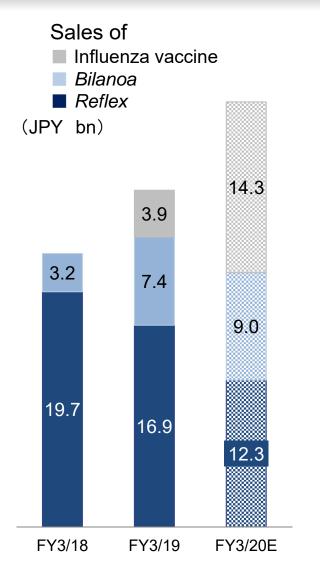
Launched in Apr. 2019 (Nation wide)

Launched in Apr. 2019 (East Jpn) Sep. 2019 (West Jpn)



Japan: Grew due to Sales of Vaccine Products, Offset Drug Price Revision





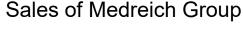
Vaccines

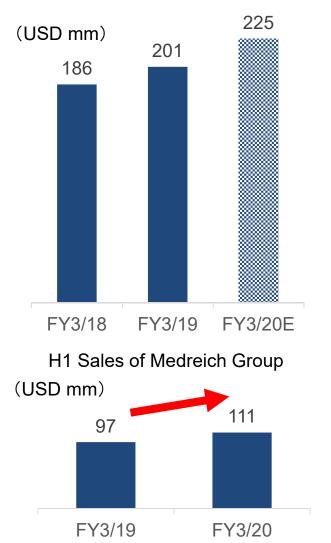
- Shipped Influenza HA Vaccine KMB ahead of schedule in first half. On par with plans for full year. Expecting less product returns
- Increase shares of vaccines for regular vaccinations for children (DPT-IPV, Japanese encephalitis, etc.) by regular and frequent visits to pediatrician
- Impact of NHI pricing revisions in October within expectation
- Boost sales promotion for anti-allergic drug *Bilanoa* prior to upcoming allergy season
- For generics, maximize supply of injectable antibiotics to cover shortage



Medreich: CMO/CDMO Business Favorable, Grow Business for Japanese Market







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Japanese Market

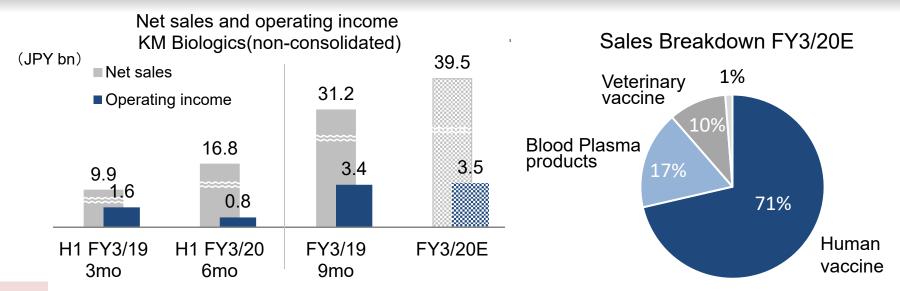
Oversees Market

- Completed reorganization of production system at India plant.
 Ready to increase production
- Business growing due to increased orders from existing clients and capturing new customers
- Product supplies to Me Pharma progressing steadily (5 active ingredients, 9 products as of September)
- Established Business Development Group for Japanese market in Meiji Seika Pharma to win contracts



Boost cooperation with marketing partner and regain market share





- Human vaccine
 - products
- Steadily expanding shares for influenza vaccine and vaccine for infants, mainstay products, by strengthening cooperation with Meiji Seika Pharma
- Reducing costs by improving productivity
- Expand sales for fibrin sealant (human), human coagulation factor, and human albumin by strengthening partnership with the Japan Blood Products Organization

Blood Plasma

Pharma Progress in Pipeline Products*1



Pharmaceuticals

- Anti-Parkinson's disease drug Equfina Tablets (general name: Safinamide mesylate): Approved for manufacturing and sales in Japan (September 20, 2019*2)
 - Start sales from November after NHI price listing
 - Manufacturing by Meiji Seika Pharma and sales by Eizai
- Antipsychotic ME2112 (development code, general name): Ziprasidone hydrochloride monohydrate): Reviewing development plans and strategy (September 6, 2019*2)
- New insecticide Flupyrimin (development code ME5382): Acquired agrochemical registration for insecticide formulation and antibacterial-insecticide combination in Japan (June 27, 2019*2)
 - Insecticide Lydia Granules, Emilia Flowable
 - Antibacterial-pesticide combination *Dr. Oryzae Lydia*
- UPL Limited, the parent company of the licensing company Arysta LifeScience Corporation, applied for agrochemical registration in India (June 27, 2019*2)

^{*1} See details for pipeline products on pages 40 and 41

^{*2} Release date

ESGトピックス



July 2019 Established Group Human Rights Meeting

Strengthening human rights due diligence initiatives

July 2019 Designated as a TCFD Climate Risk and

Opportunity Scenario Analysis Support Project by

the MOE

September 2019 Published Integrated Report 2019

Special Feature:

Working Toward Sustainable Cocoa Production

October 2019 Established Sustainability Promotion Department

Proposing and promoting groupwide sustainability strategy towards achieving *Sustainable Society*



Appendix: Financial data

H1 Results - FYE March 2020



	FYE March		
(JPY bn)	2020 H1 Results	YoY Change	Main Factors for Change
Net sales	618.0	+1.0% +6.1	 (See P4-6 for details by segment)
Operating income	47.5	+8.5% +3.7	(See P4-6 for details by segment)
Non-operating income	3.1	+109.1% +1.6	-Insurance income (+1.2)
Non-operating expenses	1.9	+34.1% +0.4	-Investment loss on equity method (+0.2)
Ordinary income	48.7	+11.1% +4.8	_
Extraordinary income	1.1	-91.3% -12.1	Gain on negative goodwill (-6.5)Gain on sales of fixed assets (-5.8)
Extraordinary losses	2.6	-34.4% -1.4	Loss on disaster (-1.0)Impairment loss (-0.2)
Income before income tax	47.2	-11.1% -5.8	_
Income taxes-total	14.6	+1.1% +0.1	_
Net income attributable to non- controlling shareholders	0.7	+128.3% +0.4	<u> </u>
Net income attributable to shareholders of parent company	31.8	-16.8% -6.4	_

H1 Results - FYE March 2020 Analysis of Consolidated Operating Income



(JPY bn)	(Food	Pharma	Other		
H1 Results FYE March 2019	}	43.8		39.0	5.1	-0.3
Due to increased/decreased sales			+3.5	+3.8	-0.3	
Changes in costs of goods sold			-0.4(*1)	-1.4	+1.0	_
Changes in other SG&A expenses			-1.0 (*2)	-1.8	+0.8	_
Other (incl. change in results of subsidiaries)			+1.6	-0.1	+1.6	+0.1
H1 Results FYE March 2020	}	47.5		39.5	8.2	-0.2
(0.0	20.0	40.0			

(Breakdown)

*1: Food Increase in raw milk price: -1.0, Increase in packaging materials cost: -0.3

Pharma Favorable variance from inventory reevaluation due to a production site closing

*2: Food Increase in promotion and advertising expenses: -0.9, Increase in distribution expenses: -0.4, Others: -0.5

Pharma Decrease in promotion expenses: +0.1, Others: +0.7

Financial Position as of September 2020



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(JPY bn)	Results as of Sep. 2019	YoY Change	Main Factors for Change
Current assets	410.1	-2.7% -11.3	 Notes and accounts receivable (-11.1) Cash and deposits (-2.3) - Goods and products (+7.4)
Fixed assets	591.1	+1.4% +8.4	 Construction in progress (+6.3) - Buildings and structures (net) (+4.7) Investment securities (-2.4): market value decrease Deferred tax assets (-1.0)
Total assets	1,001.2	-0.3% -2.9	_
Current liabilities	274.3	-5.9% -17.1	 Notes and accounts payable (-18.9) - Income tax payable (-5.8) Accrued expenses (-2.6) - Short-term loans payable (+10.2)
Long-term liabilities	147.3	-3.1% -4.7	- Long-term loans payable (-4.4)
Total liabilities	421.6	-4.9% -21.8	_
Shareholders' equity	528.3	+4.1% +20.7	- Increase in retained earnings (+20.4)
Accumulated other comprehensive income	17.7	-10.1% -1.9	- Foreign currency translation adjustments (-1.7)
Minority interests	33.5	+0.6% +0.1	_
Total net assets	579.6	+3.4% +18.9	_
Interest bearing debt	128.1	+10.1% +11.7	 Short-term loans payable (+10.2) Long-term loans payable (-4.4)
Equity Ratio	54.5%	+2.0pt	_

H1 Results - FYE March 2020: Cash Flows and Shareholders' meiji Return



(JPY bn)	FYE March 2020 H1 Results	YoY Change	Main Factors for Change
Net cash flow from operating activities	34.0	-4.3	 Decrease in notes and accounts payable (-14.1) Decrease in profit before income taxes (-5.8) Increase in inventories (-4.3) Amortization of goodwill (-0.8) Decrease in trade receivables (+12.6) Gain on negative goodwill (+6.5) Depreciation and amortization (+1.7)
Net cash flow from investing activities	-36.3	+23.9	 Payments for acquisition of shares of subsidiaries that result in change in scope of consolidation (+33.8) Proceeds from sales of property, plant and equipment and intangible fixed assets (-7.6) Payments for purchases of property, plant and equipment (-4.1)
Free cash flow	-2.3	+19.5	_
Cash dividends per share (JPY)	70.0	+5.0	

Plan - FYE March 2020



		First Half		Second Half		Full Year	
(JF	PY bn)	Results	YoY Change	Plan (as of Nov. 8)	YoY change	Plan	YoY Change
	Net sales	618.0	+1.0% +6.1	690.9	+7.6% +48.5	1,309.0	+4.4% +54.6
dings	Operating income	47.5	+8.5% +3.7	60.4	+10.8% +5.8	108.0	+9.8% +9.6
Meiji Holdings	Op. income margin	48.7	+11.1% +4.8	60.2	+7.9% +4.4	109.0	+9.3% +9.2
Me	Net income attributable to shareholders of parent company	31.8	-16.8% -6.4	35.6	+51.3% +12.0	67.5	+9.1% +5.6
Food	Net sales	523.2	-0.3% -1.6	566.7	+6.6% +34.9	1,090.0	+3.2% +33.3
Po	Operating income	39.5	+1.4% +0.5	50.4	+10.3% +4.6	90.0	+6.2% +5.2
rma	Net sales	95.3	+8.9% +7.7	125.1	+12.6% +14.0	220.5	+11.0% +21.8
Pharma	Operating income	8.2	+60.8% +3.1	10.2	+12.5% +1.1	18.5	+29.9% +4.2



Food Plan by Business in Food Segment - FYE March 2020



		First Half		Second Half		Full Year	
(JP	Y bn)	Results	YoY Change	Plan (as of Nov. 8)	YoY change	Plan	YoY Change
Fresh and Fermented Dairy	Net sales	162.4	-1.9% -3.0	169.3	+2.9% +4.7	331.8	+0.5% +1.6
Frest Ferment	Operating income	20.7	-7.4% -1.6	28.0	+10.3% +2.6	48.8	+2.1% +1.0
Processed	Net sales	91.4	+0.1% +0.0	86.5	+1.7% +1.4	178.0	+0.9% +1.6
Proce	Operating income	4.8	+11.2% +0.4	4.3	+13.2% +0.5	9.2	+12.1% +1.0
Confectionery	Net sales	52.3	+3.9% +1.9	78.8	+9.7% +6.9	131.2	+7.3% +9.0
Confec	Operating income	6.8	+9.4% +0.5	15.0	+6.3% +0.8	21.9	+7.3% +1.5
Nutrition	Net sales	46.9	+5.2% +2.3	41.4	+2.2% +0.8	88.3	+3.8% +3.2
Nutr	Operating income	8.8	+21.6% +1.5	4.5	-21.8% -1.2	13.3	+2.4% +0.3



Food Plan by Business in Food Segment - FYE March 2020



		First Half		Second Half		Full Year	
(JP	Y bn)	Results	YoY Change	Plan (as of Nov. 8)	YoY change	Plan	YoY Change
Overseas	Net sales	23.2	+6.9% +1.5	30.1	+18.5% +4.7	53.4	+13.2% +6.2
Over	Operating income	0.8	+62.1% +0.3	0.4	-38.3% -0.2	1.2	+2.8% +0.0
smestic iaries	Net sales	146.7	-2.9% -4.4	160.3	+11.3% +16.2	307.0	+4.0% +11.7
Other Domestic Subsidiaries	Operating income	2.0	-11.7% -0.2	2.2	+53.2% +0.7	4.3	+13.2% +0.5
orate uses	Net sales	0.0	_	0.0	_	_	_
Corporate Expenses	Operating income	-4.6	-	-4.1	+1.4	-8.8	+0.9



Food Analysis of Operating Income - H1 FYE March 2020



(JI	PY bn)	Food Segment Total	Fresh and Fermented Dairy	Processed Food	Confectionery	Nutrition	Overseas	Other Domestic Subsidiaries	Corporate Expenses
	1 Op. Income – YE March 2019	39.0	22.4	4.3	6.2	7.2	0.5	2.3	-4.1
ge	Due to increased/ decreased sales	+3.8	+0.4	+1.4	+0.8	+1.2	+0.1	_	0.0
Amounts of YoY change	Changes in COGS	-1.4	-1.0	-0.2	-0.0	-0.1	+0.0	_	0.0
	Changes in other SG&A expenses	-1.8	-0.8	-0.6	-0.1	+0.3	-0.2	_	-0.5
Ame	Other (incl. change in results of subsidiaries)	-0.1	-0.2	+0.0	-0.1	+0.2	+0.3	-0.3	-0.0
	11 Op. Income – YE March 2020	39.5	20.7	4.8	6.8	8.8	0.8	2.0	-4.6



Food H1 Results - FYE March 2020 Sales by Mainstay Products



(JPY bn)	FYE March 2019 H1 Results	FYE March 2020 H1 Plan	FYE March 2020 H1 Results	YoY Change	vs. H1 Plan
V- mut					
Yogurt	45.0	47.4	(43.3)	-3.7%	-8.7%
Meiji Bulgaria Yogurt	41.9	41.5	39.6	-5.3%	-4.4%
Functional yogurt	52.1	52.1	49.5	-5.0%	-4.9%
Drinking milk	55.2	54.4	58.5	+6.0%	+7.5%
Meiji Oishii Gyunyuu	29.7	29.7	29.9	+0.6%	+0.5%
Cheese	18.0	17.9	18.1	+0.7%	+1.1%
Meiji Hokkaido Tokachi ser	ies 6.6	7.1	6.9	+3.3%	-3.9%
Ice cream	28.3	28.3	27.5	-3.1%	-3.0%
Chocolate	36.6	38.4	39.6	+8.1%	+3.3%
Nutritional products	28.2	28.4	29.5	+4.7%	+4.1%
Sports nutrition	11.3	11.7	11.5	+1.5%	-1.7%

- Sales of yogurt and functional yogurt have been decreasing YoY. Sales of ice cream were sluggish due to unseasonable weather.
- Favorable growth in sales of SAVAS Milk Protein, chocolate, infant formula and liquid diet continuing.



Plan by Business in Pharmaceutical Segment for FYE March 2020



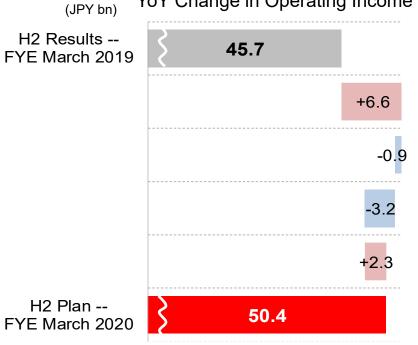
	(JPY bn)	First Half Results	YoY Change	Second Half Plan (as of Nov. 8)	YoY Change	Full Year Plan	YoY Change
estic	Net sales	65.7	+12.7% +7.4	91.6	+26.5% +19.1	157.3	+20.4% +26.7
Domestic	Operating income	5.3	+28.8% +1.2	5.9	+3.1% +0.1	11.3	+13.9% +1.3
Overseas	Net sales	22.2	+7.6% +1.5	22.3	+9.3% +1.8	44.5	+8.7% +3.5
Over	Operating income	2.0	+170.4% +1.2	0.1	-89.7% -1.2	2.1	+2.3% +0.0
logics	Net sales	16.8	+69.2% +6.9	22.6	+6.3% +1.3	39.5	+26.4% +8.2
KM Biologics	Operating income	0.8	-50.8% -0.8	2.6	+47.5% +0.8	3.5	+1.2% +0.0
Adjustment and Elimination	Net sales	-9.4	_ -8.1	-11.4	_ -8.5	-20.9	<u> </u>
Adjustm Elimir	Operating income	-0.0	_ +1.4	1.5	+1.3	1.5	+2.7

Food H2 Outlook - FYE March 2020



(JPY bn)	FYE March 2019	FYE March 2020	
Food Segment	H2 Results	H2 Plan (as of Nov. 8)	YoY Change
Net sales	531.8	566.7	+6.6% +34.9
Operating income	45.7	50.4	+10.3% +4.6

YoY Change in Operating Income



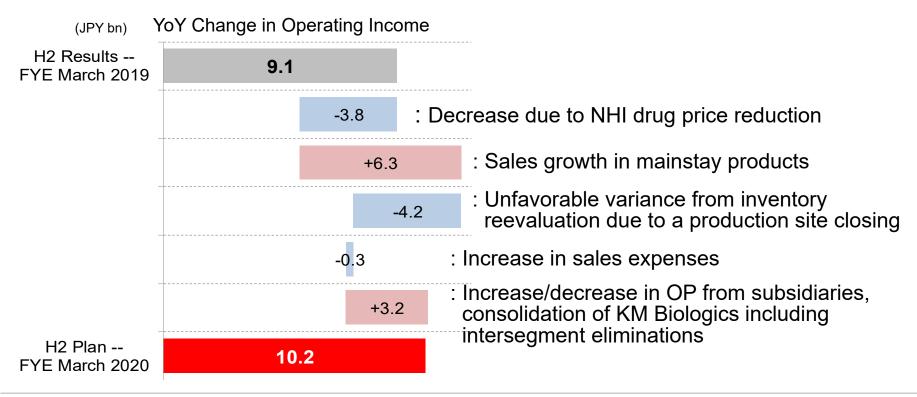
- : Growth in sales volume for mainstay products and price hike
- : Increase in raw materials cost
- : Increase in promotion expenses and advertising expenses
- : Increase in OP from domestic and overseas subsidiaries



Pharma H2 Outlook - FYE March 2020



(JPY bn)	FYE March 2019	FYE March 2020	
Pharmaceutical Segment	H2 Results	H2 Plan (as of Nov. 8)	YoY Change
Net sales	111.0	125.1	+12.6% +14.0
Operating income	9.1	10.2	+12.5% +1.1



Full-year Plan - FYE March 2020: Analysis of Consolidated Operating Income



(JPY bn)	Consolidated I	Plan	Food	Pharma	Other
Results – FYE March 2019	98.3		84.7	14.2	-0.6
Due to increased/decreased sales		+16.4	+10.4	+6.0	_
Decrease due to NHI drug price reduction		-3.8	_	-3.8	_
Changes in costs of goods sold		-5.5 ^{*1}	-2.3	-3.2	_
Changes in other SG&A expenses		-4.5* ²	-5.0	+0.5	
Other (incl. change in results of subsidiaries)		+7.1	+2.2	+4.8	+0.1
Plan FYE March 2020	108.0		90.0	18.5	-0.5

(Breakdown)

*1: Food Increase in raw materials cost: -4.2, Price hike and efficiency improvement: +1.9

Pharma Cost reduction: +0.7, Unfavorable variance from inventory reevaluation due to a production site closing: -3.9

*2: Food Increase in promotion and advertising expenses: -5.3, Decrease in distribution expenses: +0.2, Others: +0.1

Pharma Increase in promotion expenses: -1.0, Others: +1.5

FYE March 2020 Cash flow and returns to shareholders

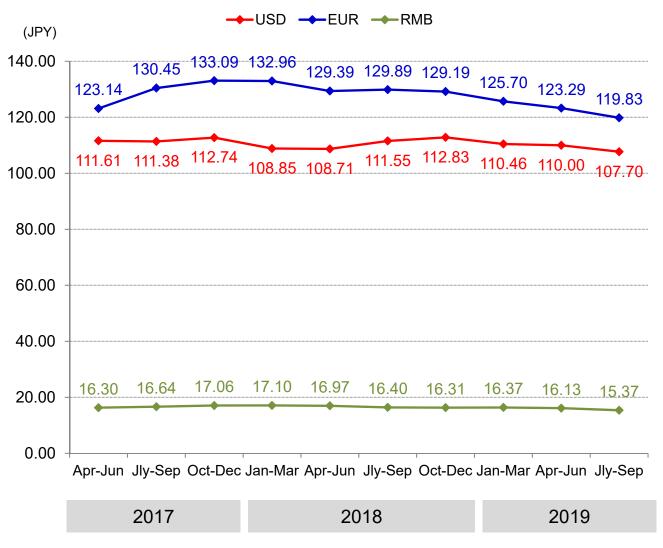


(JPY bn)	FY3/20 Plan	YoY change	Main factors for the change
Cash flows from operations	107.9		- Increase in tax payment
Cash flow from investing activities	-99.5	+0.7	 Increase in capital expenditures Food 86.1 (+24.7 YoY) Pharma 12.9 (+3.3 YoY) Reaction to payment for acquisition of KM Biologics shares
Free cash flow	8.4	-3.4	
Dividend per share	JPY 140	_	Q2: JPY 70 Q4: JPY 70
Dividend payment ratio	30.1%	-2.7pt	_
ROE	12.3%	+0.1pt	_

Key Currencies and Our Average Exchange Rates







For FYE March 2020 (JPY)

USD	110
EUR	130
RMB	17

For FYE March 2021 (JPY)

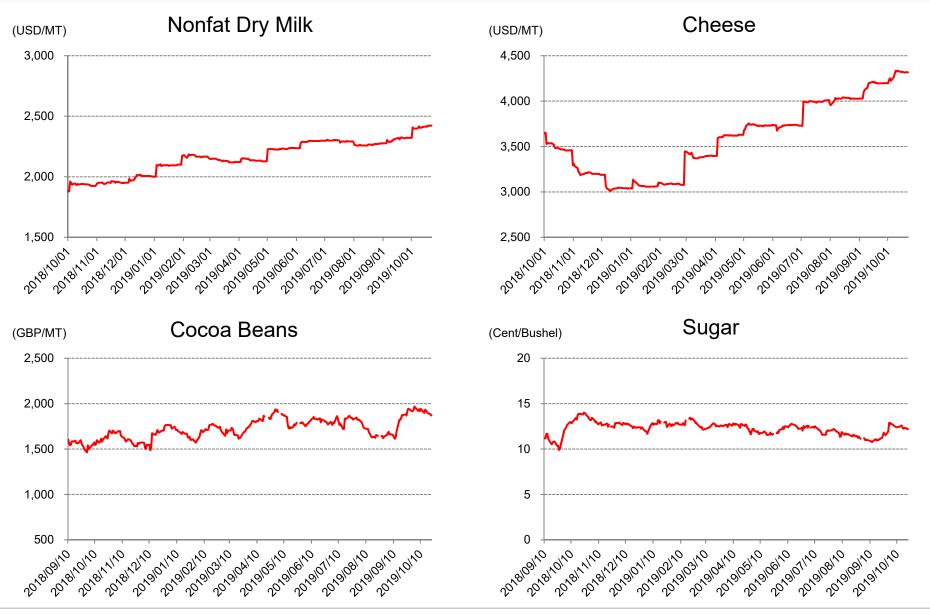
USD	Food Pharma	115 110
EUR	Food Pharma	125 120
RMB	Food, Ph	narma 16



Appendix: Topics

Market Trends in Imported Raw Materials Prices





R&D Pipeline



	R&D Pipeline (◆: compounds discovered in-house)	FY3/20	FY3/21	FY3/22
SS	ME1111 [Antionychomycosis] ◆	Phase II		
Infectious diseases	ME1100 Arbekacin inhalation [HABP/VABP] ◆	P lb (Overseas)		>
<u>F</u> ë	OP0595 [β-lactamase inhibitor] ◆	P Iwith β-Lactams		>
JS ders	ME2125 Safinamide [Anti-Parkinson's disease] *	Applied Approved		
CNS disorders	ME2112 Ziprasidone [Antipsychotic]	Phase III		>
Others	SP-02L Darinaparsin [Relapsed and refractory peripheral T-cell lymphoma (PTCL)]	Phase II	Apply	>
Off	DMB-3111 Trastuzumab biosimilar [Breast cancer, Gastric cancer] *	Out-licensing (P I finished)		
n es	KD-370 [Pentavalent vaccine against diphtheria, tetanus, pertussis, polio, and haemophilus influenza type b]	Phase III		Apply>
Human vaccines	KD-382 [Quadrivalent vaccine against dengue fever]	Phase I (Oversea	as)	
+ %	KD-404 [Egg-derived inactivated whole virus influenza vaccine]	Phase I/II		
m	KD6-71 [Indication expansion for chronic inflammatory demyelinating polyneuropathy (CIDP) and multifocal motor neuropathy (MMN)]	Applied> Approved		
Blood Plasma Products	KD5-71 [Indication expansion for optic neuritis (ON) (orphan drug)]	AppliedApprove		
ood F Prod	KD-371 [Indication expansion for microscopic polyangiitis (MPA) (orphan drug)]	Phase III	 	 >
B	[Suppression of bleeding tendency in patients with blood coagulation factor VIII or factor IX deficiency who have coagulation factor inhibitors]	Phase II/III		Apply >

^{*} Out-licensed items. Please refer to our website for details of the companies and areas out-licensed to.

R&D Pipeline



	R&D Pipeline (◆: compounds discovered in-house)		FY3/20	FY3/21	FY3/22
iicals	ME5382 [Insecticide/Flupyrimin] ◆	Applied (Overseas)	Approved		·>
chem	ME5343 [Insecticide] Licensing agreement with BASF ◆*	Approved	erseas)		>
ıltural	ANM-138 [Insecticide] Joint development with Nippon Kayaku ◆	Approved			·>
Agricultural chemicals	ME5223 [Fungicide/Fenpicoxamid] Joint development with Corteva Agriscience •	Approv	ed (Overseas)		>
	ME4129 [Injectable antibacterial drugs] Expanded indication	Applied	>Approve		
	ME4136 [Injectable antibacterial drugs]	Applied	>Approve		
40	ME4137 [Injectable antibacterial drugs]	Ap	oplied	>Approve	
drugs	ME4406 [Feed Additive]	}		Apply	>
inary	ME4204 [Oral Anthelmintic] Expanded indication	}	Apply		>Approve
Veterinary	ME4624 [Vaccine]	Applied	>Approve		
	KD-390 [Vaccine for poultry use]	Applied	Approve		
	KD-377 [Vaccine for swine use]	Applied	>Approve		
	KD-386 [Vaccine for swine use]	Applied		rove	

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



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