# Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2015 [Based on Japanese GAAP] 

February 6, 2015

Name of Listed Company: Meiji Holdings Co., Ltd.
Code Number: Representative: Inquiries:

2269

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epresentative Director


Submission of quarterly report: February 9, 2015
Dividend payment commencement: -
Preparation of explanatory materials for quarterly financial results: Yes
Holding of a briefing on quarterly financial results: None
Listed exchange: 1st Section, Tokyo Stock Exchange
-
3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2015
(April 1, 2014 to March 31, 2015)
(\% of change from the previous fiscal year)

$\left.$|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Net Income |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | | Net Income |
| :---: |
| per Share | \right\rvert\,

(Note) Amendment to forecasts of consolidated financial results recently announced: None

## *Notes

(1) Changes in significant subsidiaries during the current quarter under review
(Changes in subsidiaries affecting the scope of consolidation): None
(2) Application of specific accounting treatments in the preparation of quarterly consolidated financial statements: Yes
(Note) For details, refer to page 4 of "2. Summary Information (Notes) (2) Adoption of Special Accounting Methods for Preparation of Quarterly Consolidated Financial Statements."
(3) Changes in accounting policy, changes in accounting estimates, restatements

1. Changes in accounting policy due to revisions of accounting standards: Yes
2. Other changes in accounting policy: None
3. Changes in accounting estimates: None
4. Restatements: None
(Note) For details, refer to page 4 of "2. Summary Information (Notes) (3) Changes in Accounting Policy, Changes in Accounting Estimates, Retrospective Restatements"
(4) Number of shares outstanding (common stock)
5. Number of shares outstanding at end of period (including treasury stock)
6. Number of treasury stock at end of period
7. Average number of shares during period

| As of Dec. 31, 2014 | $76,341,700$ shares | As of Mar. 31, 2013 | $76,341,700$ shares |
| :--- | ---: | :--- | ---: |
| As of Dec. 31, 2014 | $2,719,902$ shares | As of Mar. 31, 2013 | $2,708,694$ shares |
| As of Dec. 31, 2014 | $73,626,337$ shares | As of Dec. 31, 2013 | $73,653,784$ shares |

* Indication regarding the implementation of financial review procedures

This financial results report is not subject to the review procedures prescribed by the Financial Instruments and Exchange Act. At the time of the disclosure of this financial results report, the review procedures prescribed by the Financial Instruments and Exchange Act had not been completed.

* Forward-looking statements and other special notes
(Notice concerning forward-looking statements)
The forward-looking statements described in this document, such as business forecasts, are based on information available at the time of the release of these materials and reasonable assumptions made by the Company, and do not represent a commitment from the Company that they will be achieved. For earnings forecasts assumptions and other related items, refer to page 4 of " 1 . Qualitative Information, (3) Explanation Concerning Forecasts for Consolidated Earnings."
(Explanatory material for quarterly financial results)
Explanatory materials for quarterly financial results are disclosed through TDnet together with these financial statements. This information also is posted on our website on the same day.


## 1. Qualitative Information

(1) Explanation Concerning Operating Results

| (Millions of yen) |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| First Nine Months ended | Net Sales | Operating <br> Income | Ordinary Income | Net IncomeNet Income <br> per Share <br> (Yen) |  |
| December 31, 2014 | 868,789 | 42,940 | 44,997 | 29,565 | 401.57 |
| December 31, 2013 | 862,432 | 31,689 | 34,370 | 19,031 | 258.39 |
| $\%$ of YoY Change | 0.7 | 35.5 | 30.9 | 55.4 | - |

During the first nine months of the FYE March 2015 ended December 31, the Japanese economy was impacted by the consumption tax rate hike. However, the economy achieved mild recovery thanks to improved employment and wages. On the other hand, consumer consumption was down. This trend was caused by poor weather during the summer months as well as stagnant consumer spending that has slowed as wage increases failed to keep up with the rising cost of living.

The Meiji Group entered into the final year of TAKE OFF 14, the Group's Medium-Term Business Plan ending March 2015. During FYE March 2015, we are strengthening and expanding existing businesses, fostering growth businesses, and improving profitability based on our priority theme of higher profitability and strategic investments for future growth.

In the Food segment, we focused on structural reforms and diligent cost reduction efforts in our Dairy, Confectionery, and Healthcare and Nutritionals businesses in order to combat increasing procurement costs for raw materials and energy.

In the Pharmaceuticals segment, we progressed with our Specialty and Generics strategy as we promoted our ethical pharmaceuticals products and reduce costs at domestic and overseas production bases.

These factors resulted in net sales of 868,789 million yen (up $0.7 \%$, year on year), operating income of 42,940 million yen (up $35.5 \%$, year on year), ordinary income of 44,997 million yen (up $30.9 \%$, year on year), net income of 29,565 million yen (up 55.4\%, year on year) during the first nine months of FYE March 2015.

Below is an overview by segment.

|  | Reporting Segments |  |  |  | (Millions of yen) |
| :--- | ---: | ---: | ---: | ---: | :---: |
|  | Food | Pharmaceuticals | Total | Adjustments | Amount <br> Presented in <br> Statements of <br> Income |
|  | 770,943 | 99,501 | 870,445 |  | 868,789 |
| Operating Income | 32,319 | 10,722 | 43,042 | -101 | 42,940 |

(i) Food segment (corresponds to the business of Meiji Co., Ltd.)
(Millions of yen)

|  | First nine months <br> of FYE March 2014 <br> (from Apr. 1, 2013 to Dec.31, 2013) | First nine months <br> of FYE March 2015 <br> (from Apr. 1, 2014 to Dec.31, 2014) | \% of YoY Change |
| :--- | :---: | ---: | ---: |
| Net Sales | 766,958 | 770,943 | 0.5 |
| Operating Income | 24,683 | 32,319 | 30.9 |

Net sales in the Food segment increased year on year. Our Dairy business declined year on year due to the partial restructuring of our sales subsidiaries. Healthcare and Nutritionals business was on par with the previous year. While our Confectionery business increased year on year.
Operating income increased significantly year on year across all three businesses, Dairy, Confectionery, and Healthcare and Nutritionals. Product mix improvements and diligent cost reduction efforts contributed to overall improved income.
Below is an overview of each of this segment's main businesses.
■ Dairy business (Fresh Dairy: Yogurt, drinking milk, beverages, etc.; Processed Food: Cheese, butter, frozen food, processed food products for professional use business, etc.)
Fresh Dairy

- Net sales of probiotics yogurt grew significantly year on year due to aggressive marketing activities and new product additions to the Meiji Yogurt R-1 brand released in July 2014.
- Net sales of Meiji Bulgaria Yogurt decreased year on year due to the impact of intensifying price competition. Propelled by the new package launched in September 2013, net sales of Meiji Bulgaria Yogurt Drink continued to grow.
- Net sales of Drinking Milk were on par with the previous year. Net sales of Meiji Oishii Gyunyu increased year on year thanks to an aggressive advertising campaign aimed at stimulating demand.
Processed food
- Net sales of Cheese increased significantly year on year. This was the result of favorable sales of sliced cheese products and significant increases in the Camembert and Smart Cheese products in the Meiji Hokkaido Tokachi series.
- Net sales of Margarine decreased year on year due to the impact of a declining market.
- Confectionery business (Confectioneries: Chocolate, chewing gum, candy, etc.; Ice Cream: Ice cream, etc.)


## Confectioneries

- Net sales of chocolate increased year on year. Increased consumer interest in cacao polyphenol since last year helped drive significant growth of our bitter chocolate products such as Chocolate Koka series.
- Net sales of chewing gum decreased year on year due to continued market decline.
- Net sales of gummy products increased significantly year on year thanks to the redesigned packaging of Kaju Gumi and increased sales of other products.
Ice cream
- Net sales of ice cream increased year on year. Although sales of the Meiji Essel Super Cup series were on par with the previous year, sales of the Meiji Chocolate Ice Cream series increased significantly year on year thanks to the addition of a new family pack.
- Healthcare and Nutritionals business (Sports Nutrition, Functional Healthcare Products, OTC Drugs, Infant Formula, Enteral Formula, etc.)
- In the Sports Nutrition segment, net sales of SAVAS decreased year on year due to the reverse impact of the last-minute demand brought on by the consumption tax rate hike during the first three months of FYE March 2015. Net sales of VAAM also decreased significantly year on year.
- Among Functional Healthcare products, net sales of Amino Collagen grew year on year despite the decline of the collagen market.
- Net sales of Infant Formula increased year on year.
- Net sales of Enteral Formula increased year on year. Net sales of Enteral Formula for commercial market increased dramatically year on year due to increased storefront penetration. The Kansai Nutraceuticals Plant went online in August 2014 to expand production capacity.
(ii) Pharmaceuticals segment (corresponds to the business of Meiji Seika Pharma Co., Ltd.)
(Millions of yen)

|  | First nine months <br> of FYE March 2014 <br> (from Apr. 1, 2013 to Dec.31, 2013) | First nine months <br> of FYE March 2015 <br> (from Apr. 1, 2014 to Dec.31, 2014) | \% of YoY Change |
| :--- | ---: | ---: | ---: |
| Net Sales | 97,159 | 99,501 | 2.4 |
| Operating Income | 7,028 | 10,722 | 52.6 |

Net sales grew year on year. The domestic ethical pharmaceuticals business grew year on year thanks to growth from generic pharmaceuticals and one-time revenues from the licensing agreement with F. Hoffmann-La Roche concluded in December 2014. The agricultural chemicals and veterinary drugs business declined significantly year on year.
Operating income grew significantly year on year thanks to increased revenues from generic pharmaceuticals and one-time revenues from the licensing agreements.
Below is an overview of each of this segment's main businesses.

- Ethical Pharmaceuticals
- Among antibiotics, net sales of MEIACT decreased dramatically year on year and net sales of ORAPENEM decreased year on year.
- Net sales of antidepressant drugs REFLEX decreased year on year due to the reverse impact of the last-minute demand brought on by the consumption tax rate hike during the first six months of FYE March 2015. Net sales of DEPROMEL decreased dramatically year on year.
- Net sales of generic drugs increased dramatically year on year. Sales of the calcium channel blocker AMLODIPINE TABLETS MEIJI and DONEPEZIL MEIJI, a drug for Alzheimer disease, both grew significantly.
- Agricultural chemicals and veterinary drugs
- Net sales of agricultural chemicals decreased significantly year on year. Although net sales of the liquid formula foliage herbicide ZAXA increased significantly, net sales of our mainstay product, the rice blast preventative ORYZEMATE decreased significantly.
- Net sales of veterinary drugs were on par with the previous year. This was the results of net sales for livestock drugs being on par with the previous year and a significant year-on-year increase in sales of the drugs for companion animals.
(2) Explanation Concerning Financial Status
[Assets]
For the first nine months of FYE March 2015, total assets were 849,245 million yen, which was a 69,783 million yen increase compared to the end of the previous consolidated fiscal year. Although cash and deposits and construction in progress declined by 4,169 million yen and 5,308 million yen, notes and accounts receivable, goods and products, raw materials and supplies, other current assets, buildings and structures (net), machinery, equipment and vehicles (net), land, investment securities and other investments and other fixed assets increased by 36,740 million yen, 1,851 million yen, 3,733 million yen, 5,138 million yen, 3,594 million yen, 13,938 million yen, 3,127 million yen, 8,638 million yen and 2,775 million yen, respectively.


## [Liabilities]

For the first nine months of FYE March 2015, total liabilities were 485,988 million yen, which was a 34,649 million yen increase compared to the end of the previous consolidated fiscal year. While short-term bank loans, income taxes payable, accrued bonuses for employees and long-term debt decreased by 775 million yen, 2,396 million yen and 4,811 million yen and 694 million yen, respectively, notes and accounts payable, commercial paper, other current liabilities, retirement benefit liabilities and other long-term liabilities increased by 24,846 million yen, 4,000 million yen, 7,832 million yen, 2,945 million yen and 4,130 million yen, respectively.

For the first nine months of FYE March 2015, total net assets were 363,256 million yen, which was a 35,134 million yen increase compared to the end of the previous consolidated fiscal year. This was because retained earnings, net unrealized holding gains or losses on securities, deferred gains or losses on hedges, foreign currency translation adjustments accounts, and adjusted cumulative of retirement benefits increased by 22,884 million yen, 4,878 million yen, 2,648 million yen, 867 million yen, and 3,673 million yen, respectively.
Our equity ratio increased from $41.8 \%$ as of the end of the previous consolidated accounting period to $41.1 \%$.

## (3) Explanation Concerning Forecasts for Consolidated Earnings

There has been no change to the consolidated financial earnings forecast announced in the Revisions to Financial Forecasts for the Fiscal Year ending March 31, 2015 released on November 5, 2014.

## 2. Summary Information (Notes)

(1) Transfer of Significant Subsidiaries during the Current Quarter under Review Not applicable.
(2) Adoption of Special Accounting Methods for Preparation of Quarterly Consolidated Financial Statements

Tax expenses are calculated by rationally estimating the effective tax rate after application of tax effect accounting to income before income taxes for the consolidated fiscal year, which includes the current quarter under review, then multiplying income before income taxes by the estimated effective tax rate.

Income taxes-deferred are shown included in income taxes.
(3) Changes in Accounting Policy, Changes in Accounting Estimates, and Retrospective Restatements Changes in Accounting Policy
(Application of accounting standards related to retirement benefits)
Beginning from the first three months of the current consolidated fiscal year, the Group adopted the provisions of Paragraph 35 of the Accounting Standard for Retirement Benefits and Paragraph 67 of the Guidance on Accounting Standard for Retirement Benefits as provided in the Accounting Standard for Retirement Benefits (ASBJ Statement No.26, May 17, 2012) and the Guidance on Accounting Standard for Retirement Benefits (ASBJ Guidance No. 25, May 17, 2012). Under this new accounting policy, the Group has revised its method of calculating retirement benefit obligations and service costs. The Group has replaced the straight-line attribution basis with the benefit formula basis for the method of attributing expected benefit to periods.
In accordance with the transitional application as provided in Paragraph 37 of the Accounting Standard for Retirement Benefits, beginning with the start of the first six months of the current consolidated fiscal year, the Group has taken the effects of the changes in calculation method for retirement benefit obligations and service costs directly to retained earnings.
As a result, assets related to retirement benefits as of the beginning of the first nine months of the current consolidated fiscal year increased by 174 million yen, liabilities related to retirement benefits increased by 1,428 million yen, and retained earnings decreased by 791 million yen. Furthermore, the impact of these changes on income is expected to be minor.
3. Quarterly Consolidated Financial Statements
(1) Quarterly Consolidated Balance Sheets
(Millions of yen)

|  | As of March 31, 2014 | As of December 31, 2014 |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Current assets |  |  |
| Cash and deposits | 19,577 | 15,408 |
| Notes and accounts receivable | 163,135 | 199,875 |
| Goods and products | 80,215 | 82,066 |
| Work in process | 2,505 | 3,594 |
| Raw materials and supplies | 38,941 | 42,674 |
| Others | 24,984 | 30,123 |
| Allowance for doubtful accounts | -288 | -365 |
| Total current assets | 329,071 | 373,377 |
| Fixed assets |  |  |
| Property, plants and equipment |  |  |
| Buildings and structures | 281,355 | 289,083 |
| Less accumulated depreciation | -159,524 | -163,657 |
| Buildings and structures (net) | 121,830 | 125,425 |
| Machinery and equipment | 454,747 | 477,592 |
| Less accumulated depreciation | -347,934 | -356,840 |
| Machinery and equipment (net) | 106,813 | 120,751 |
| Tools and furniture | 54,579 | 52,796 |
| Less accumulated depreciation | -46,068 | -44,479 |
| Tools and furniture (net) | 8,510 | 8,317 |
| Land | 68,247 | 71,374 |
| Lease assets | 7,735 | 7,302 |
| Less accumulated depreciation | -4,255 | -4,470 |
| Lease assets (net) | 3,480 | 2,832 |
| Construction in progress | 16,761 | 11,453 |
| Total property, plants and equipment | 325,644 | 340,154 |
| Intangible assets |  |  |
| Goodwill | 41 | 1 |
| Other | 8,126 | 7,685 |
| Total intangible assets | 8,167 | 7,686 |
| Investments and other fixed assets |  |  |
| Investment securities | 60,333 | 68,972 |
| Other | 56,531 | 59,306 |
| Allowance for doubtful accounts | -287 | -252 |
| Total investments and other fixed assets | 116,578 | 128,026 |
| Total fixed assets | 450,390 | 475,867 |
| Total assets | 779,461 | 849,245 |


|  | As of March 31, 2014 | As of December 31, 2014 |
| :---: | :---: | :---: |
| LIABILITIES |  |  |
| Current liabilities |  |  |
| Notes and accounts payable | 94,327 | 119,173 |
| Short-term bank loans | 43,745 | 42,970 |
| Commercial paper | 20,000 | 24,000 |
| Income taxes payable | 11,227 | 8,831 |
| Accrued bonuses for employees | 9,539 | 4,728 |
| Allowance for sales returns | 245 | 262 |
| Allowance for sales rebates | 2,730 | 2,298 |
| Other current liabilities | 79,651 | 87,483 |
| Total current liabilities | 261,466 | 289,747 |
| Long-term liabilities |  |  |
| Bonds | 100,000 | 100,000 |
| Long-term debt | 34,630 | 33,936 |
| Reserve for directors' retirement benefits | 220 | 207 |
| Retirement benefit liabilities | 38,162 | 41,107 |
| Other long-term liabilities | 16,859 | 20,989 |
| Total long-term liabilities | 189,872 | 196,241 |
| Total liabilities | 451,339 | 485,988 |
| NET ASSETS |  |  |
| Shareholders' equity |  |  |
| Common stock | 30,000 | 30,000 |
| Capital surplus | 98,852 | 98,853 |
| Retained earnings | 198,957 | 221,841 |
| Treasury stock, at cost | -9,451 | -9,539 |
| Total shareholders' equity | 318,358 | 341,155 |
| Accumulated other comprehensive income |  |  |
| Net unrealized holding gains or losses on securities | 15,610 | 20,489 |
| Deferred gains or losses on hedges | -57 | 2,591 |
| Foreign currency translation adjustments | 1,922 | 2,789 |
| Adjusted cumulative of retirement benefits | -15,386 | -11,713 |
| Total accumulated other comprehensive income | 2,089 | 14,156 |
| Minority interests | 7,674 | 7,944 |
| Total net assets | 328,121 | 363,256 |
| Total liabilities and net assets | 779,461 | 849,245 |

(2) Quarterly Consolidated Statements of Income and Consolidated Statements of Comprehensive Income (Quarterly Consolidated Statements of Income)
(For the First Nine Months Ended December 31, 2014)
(Millions of yen)

|  | First nine months of FYE March 2014 (from Apr. 1, 2013 to Dec. 31, 2013) | First nine months of FYE March 2015 (from Apr. 1, 2014 to Dec. 31, 2014) |
| :---: | :---: | :---: |
| Net sales | 862,432 | 868,789 |
| Cost of sales | 566,853 | 566,551 |
| Gross profit | 295,578 | 302,238 |
| Selling, general and administrative expenses | 263,889 | 259,297 |
| Operating income | 31,689 | 42,940 |
| Non-operating income |  |  |
| Interest income | 47 | 69 |
| Dividend income | 897 | 972 |
| Rent income on fixed assets | 1,710 | 1,880 |
| Compensation income | 750 | - |
| Foreign exchange gains | 868 | 721 |
| Equity in income of affiliates | 368 | 131 |
| Other | 1,126 | 1,143 |
| Total non-operating income | 5,769 | 4,918 |
| Non-operating expenses |  |  |
| Interest expenses | 992 | 827 |
| Rent cost of real estate | 1,343 | 1,342 |
| Other | 752 | 693 |
| Total non-operating expenses | 3,088 | 2,862 |
| Ordinary income | 34,370 | 44,997 |
| Extraordinary income |  |  |
| Gain on sale of property, plants and equipment | 631 | 1,283 |
| Gain on sales of investment securities | 547 | 695 |
| Gain on sales of subsidiaries and affiliates' stocks | 256 | - |
| Other | 104 | 268 |
| Total extraordinary income | 1,539 | 2,247 |
| Extraordinary losses |  |  |
| Loss on disposal of property, plants and equipment | 1,676 | 1,759 |
| Loss on valuation of investment securities | 16 | 72 |
| Impairment loss | 967 | 428 |
| Loss on cancellation of leasehold contracts | 593 | - |
| Other | 748 | 294 |
| Total extraordinary losses | 4,001 | 2,555 |
| Income before income taxes | 31,907 | 44,689 |
| Income taxes | 12,445 | 14,791 |
| Income before minority interests | 19,462 | 29,897 |
| Minority interests | 430 | 331 |
| Net income | 19,031 | 29,565 |

(Quarterly Consolidated Statements of Comprehensive Income)
(For the First Nine Months Ended December 31, 2014)
(Millions of yen)

|  | First nine months of FYE March 2014 (from Apr. 1, 2013 to Dec.31, 2013) | First nine months of FYE March 2015 (from Apr. 1, 2014 to Dec. 31, 2014 |
| :---: | :---: | :---: |
| Net income before minority interests | 19,462 | 29,897 |
| Other comprehensive income |  |  |
| Net unrealized holding gains or losses on securities | 3,938 | 4,905 |
| Deferred gains or losses on hedges | 907 | 2,648 |
| Foreign currency translation adjustments | 1,854 | 785 |
| Adjustments related to retirement benefits | - | 3,673 |
| Equity in affiliates accounted for by equity method | 128 | 100 |
| Total other comprehensive income | 6,828 | 12,113 |
| Comprehensive income | 26,290 | 42,011 |
| (Breakdown) |  |  |
| Comprehensive income attributable to shareholders of parent company | 25,690 | 41,633 |
| Comprehensive income attributable to minority shareholders | 600 | 377 |

(3) Notes Concerning Quarterly Financial Statements
(Notes Concerning the Premise of a Going Concern)
Not applicable.
(Notes Concerning Significant Changes in Shareholders' Equity (if any))
Not applicable.
(Segment Information, etc.)

## Segment Information

I. The First Nine Months of the Previous Consolidated Fiscal Year (April 1, 2013 to December 31, 2013)

1. Information on amounts of sales and income/losses for each reporting segment

(Notes)
2. Details of Adjustments are as follows:

The segment income adjustment of a negative 22 million yen includes inter-segment eliminations of 125 million yen and a negative 148 million yen in corporate expenses that are not allocated to individual reporting segments. Corporate expenses mainly consist of administrative expenses for the Company (the holding company).
2. Segment income is adjusted to the operating income recorded in the quarterly consolidated statements of income.
2. Information on impairment loss on fixed assets or good will, etc., for each reporting segment
(Significant impairment loss on fixed assets)
There was no significant impairment loss on fixed assets.
(Significant changes in the amount of goodwill)
There were no significant changes in the amount of goodwill.
(Significant gain on negative goodwill)
No significant negative goodwill was generated.

II The First Nine Months of the Consolidated Fiscal Year under Review (April 1, 2014 to December 31, 2014)

1. Information on amounts of sales and income/losses for each reporting segment

(Notes)
2. Details of Adjustments are as follows:

The segment income adjustment of negative 101 million yen includes inter-segment eliminations of 24 million yen and negative 125 million yen in corporate expenses that are not allocated to individual reporting segments. Corporate expenses mainly consist of administrative expenses for the Company (the holding company).
2. Segment income is adjusted to the operating income recorded in the quarterly consolidated statements of income.
2. Information on impairment loss on fixed assets or good will, etc., for each reporting segment
(Significant impairment loss on fixed assets)
There was no significant impairment loss on fixed assets.
(Significant changes in the amount of goodwill)
There were no significant changes in the amount of goodwill.
(Significant gain on negative goodwill)
No significant negative goodwill was generated.

## Consolidated Financial Results for Third Quarter of Fiscal Year ending March 31, 2015

- Supplementary Explanatory Data -
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meiji

## Meiji Holdings Co., Ltd.

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## 1. Quarterly Consolidated Financial Results

1. Results of Operations


| (Billions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Plan -- FYE March 2015 |  |  |  |  |  |  |
| $\begin{gathered} \mathrm{H} 1 \\ \substack{\text { (Q1-Q2) } \\ \text { Initial Plan }} \end{gathered}$ | $\begin{gathered} \text { H1 } \\ \substack{\text { (Q1-Q2) } \\ \text { Results }} \\ \hline \end{gathered}$ | YoY Change | $\begin{gathered} \mathrm{H} 2 \\ \substack{(\text { Qe3-04) } \\ \text { Revised Plan }} \end{gathered}$ | YoY Change | $\underset{\text { Revised Plan }}{\text { Full-year }}$ | YoY Change |
| 555.0 | 559.2 | \% -0.7 | 581.8 | -0.6 | 1,141.0 | -0.6 |
| - | - | -0.6 | - | - | - | - |
| - | - | -2.6 | - | - | - | - |
| - | - | -1.2 | - | - | - | - |
| - | - | -5.1 | - | - | - | - |
| - | - | +3.1 | - | - | - | - |
| 14.4 | 18.9 | +19.4 | 22.5 | +9.2 | 41.5 | +13.7 |
| 14.6 | 19.6 | +9.9 | 22.8 | +7.6 | 42.5 | +8.7 |
| 7.6 | 12.5 | +28.7 | 13.9 | +50.0 | 26.5 | 39.0 |


| FYE March 2014 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY Change | $\underset{\text { Acherementan }}{\text { Hate }}$ |  | YoY Change | vs. HI Plan |  | YoY Change |  |  | YoY Change | $\begin{array}{\|c\|} \hline \text { vs. Full-year } \\ \text { Plan } \\ \hline \end{array}$ |
| Net Sales | 274.6 | \% +0.1 | 48.6 | 562.9 | \% +0.3 | -0.4 | 862.4 | \% +1.1 | \% 76.5 | 1,148.0 | $\%$ +1.9 | + +1.8 |
| Cost of Sales | 180.8 | -0.8 | - | 372.0 | -0.5 | - | 566.8 | +0.6 | - | 754.0 | +1.4 | - |
| Selling, General and Administrative Expenses | 84.3 | -1.4 | - | 175.0 | -1.4 | - | 263.8 | -1.0 | - | 357.5 | +0.2 |  |
| (Carriage and storage charges) | 10.3 | -6.2 | - | 21.6 | -5.3 | - | 32.6 | -2.7 | - | 43.1 | -0.6 | - |
| (Sales promotion expenses) | 31.5 | -7.4 | - | 67.3 | -4.4 | - | 102.4 | -3.7 | - | 139.9 | -1.7 | - |
| (Labor cost) | 18.3 | +1.5 | - | 36.7 | +1.3 | - | 54.7 | +1.1 | - | 73.6 | +2.0 | - |
| Operating Income | 9.3 | +46.2 | 78.2 | 15.8 | +58.2 | +32.5 | 31.6 | +38.3 | 93.2 | 36.4 | +41.1 | +7.3 |
| Ordinary Income | 11.1 | +60.8 | 85.8 | 17.9 | +51.8 | +37.7 | 34.3 | +36.5 | 96.8 | 39.0 | +34.2 | +10.1 |
| Net Income | 6.5 | +242.6 | 100.5 | 9.7 | +85.9 | +50.6 | 19.0 | +63.2 | 100.2 | 19.0 | +14.5 | +0.3 |


| Results -- FYE March 2014 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \mathrm{H} 1 \\ (01-02) \\ \hline \end{gathered}$ | YoY Change | $\begin{gathered} \mathrm{H} 2 \\ (033-04) \\ \hline \end{gathered}$ | YoY Change | Full-year | YoY Change |
|  | 562.9 | \% +0.3 | 585.1 | +3.5 | 1,148.0 | +1.9 |
|  | 372.0 | -0.5 | 382.0 | +3.2 | 754.0 | +1.4 |
|  | 175.0 | -1.4 | 182.5 | +1.8 | 357.5 | +0.2 |
|  | 21.6 | -5.3 | 21.4 | +4.6 | 43.1 | -0.6 |
|  | 67.3 | -4.4 | 72.5 | +0.9 | 139.9 | -1.7 |
|  | 36.7 | +1.3 | 36.8 | +2.7 | 73.6 | +2.0 |
|  | 15.8 | +58.2 | 20.5 | +30.3 | 36.4 | +41.1 |
|  | 17.9 | +51.8 | 21.1 | +22.2 | 39.0 | +34.2 |
|  | 9.7 | +85.9 | 9.2 | -18.6 | 19.0 | +14.5 |


| FYE March 2015 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY Change |  |  | YoY Change | vs. Hl Plan |  | YoY Change |  | YoY Change | $\left\lvert\, \begin{gathered} \text { vs. Full-year } \\ \text { Plan } \end{gathered}\right.$ |
| Food Segment | 246.7 | \% +0.2 | 49.6 | 503.3 | -0.2 | \% +1.2 | 770.9 | \% +0.5 | \% 76.2 |  | \% |
| Dairy | 155.4 | -2.2 | 49.7 | 313.3 | -2.5 | +0.1 | 478.3 | -1.2 | 76.6 |  |  |
| Confectionery | 46.1 | +7.8 | 47.8 | 95.2 | +2.5 | -1.5 | 148.9 | +2.5 | 75.9 |  |  |
| Healthcare and Nutritionals | 19.2 | -5.2 | 45.6 | 42.3 | -1.6 | +0.6 | 66.0 | -0.4 | 77.0 |  |  |
| Other | 83.9 | +3.6 | 51.7 | 168.7 | +3.4 | +3.8 | 255.3 | +3.4 | 76.2 |  |  |
| Elimination | -58.1 | - | - | -116.3 | - | - | -177.7 | - | - |  |  |
| Pharmaceuticals Segment | 27.2 | -5.4 | 46.5 | 56.7 | -4.8 | -2.9 | 99.5 | +2.4 | 75.6 |  |  |


| (Billions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Plan -- FYE March 2015 |  |  |  |  |  |  |
| $\begin{gathered} \text { H1 } \\ \substack{\text { (Q1-Q2) } \\ \text { Initial Plan }} \end{gathered}$ | $\underset{\substack{\text { (Q1-Q2) } \\ \text { Results }}}{\text { H1 }}$ | Yoy Change | $\begin{gathered} \mathrm{H} 2 \\ \begin{array}{c} \text { (Q3.4.4) } \\ \text { Revised Plan } \end{array} \\ \hline \end{gathered}$ | YoY Change | Full-year Revised Plan | YoY Change |
|  |  | \% |  | \% |  | , |
| 497.3 | 503.3 | -0.2 | 508.4 | -0.5 | 1,011.8 | -0.3 |
| 313.0 | 313.3 | -2.5 | 311.2 | -2.0 | 624.5 | -2.2 |
| 96.6 | 95.2 | +2.5 | 101.1 | -0.5 | 196.3 | +1.0 |
| 42.0 | 42.3 | -1.6 | 43.3 | -0.2 | 85.7 | -0.9 |
| 162.5 | 168.7 | +3.4 | 166.4 | +0.8 | 335.2 | +2.1 |
| -116.9 | -116.3 | - | -113.7 | - | -230.0 | - |
| 58.5 | 56.7 | -4.8 | 74.8 | -0.9 | 131.6 | -2.6 |


| FYE March 2014 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY Change | $\begin{gathered} \text { H1 Plan } \\ \text { Achievement Rate } \end{gathered}$ |  | YoY Change | vs. Hl Plan |  | Yoy Change | $\begin{gathered} \text { Full-year Plan } \\ \text { Achievement Rate } \end{gathered}$ |  | YoY Change | $\begin{array}{\|c\|c\|} \hline \text { vs. Full-year } \\ \hline \text { Plan } \\ \hline \end{array}$ |
| Food Segment | 246.2 | $\%$ +0.3 | 48.5 | 504.1 | \% +0.1 | -0.6 | 766.9 | $\%$ +0.7 | \% 77.0 | 1,015.2 | $\%$ +1.4 | $\%$ +1.9 |
| Dairy | 158.9 | +2.8 | 51.5 | 321.2 | +3.5 | +4.2 | 484.0 | +3.8 | 76.9 | 638.7 | +4.3 | +1.5 |
| Confectionery | 42.8 | -3.6 | 44.9 | 92.8 | -4.6 | -2.8 | 145.4 | -2.0 | 77.1 | 194.4 | -1.1 | +3.1 |
| Healthcare and Nutritionals | 20.2 | +10.3 | 48.0 | 43.0 | +4.9 | +2.0 | 66.3 | +7.5 | 80.9 | 86.5 | +8.9 | +5.4 |
| Other | 81.0 | +3.6 | 49.6 | 163.2 | +3.6 | -0.2 | 246.9 | +2.4 | 76.3 | 328.4 | +2.8 | +1.4 |
| Elimination | -56.9 | - | - | -116.2 | - | - | -175.7 | - | - | -232.9 | - | - |
| Pharmaceuticals Segment | 28.7 | -2.5 | 48.3 | 59.6 | +2.0 | +0.1 | 97.1 | +4.3 | 72.7 | 135.1 | +6.1 | +1.1 |


| Results -- FYE March 2014 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \mathrm{H1} \\ (01-02) \\ \hline \end{gathered}$ | YoY Change | $\begin{gathered} \mathrm{H} 2 \\ (03-04) \\ \hline \end{gathered}$ | YoY Change | Full-year | YoY Change |
| 504.1 | +0.1 | 511.0 | +2.7 | 1,015.2 | +1.4 |
| 321.2 | +3.5 | 317.4 | +5.1 | 638.7 | +4.3 |
| 92.8 | -4.6 | 101.6 | +2.3 | 194.4 | -1.1 |
| 43.0 | +4.9 | 43.4 | +13.2 | 86.5 | +8.9 |
| 163.2 | +3.6 | 165.2 | +2.1 | 328.4 | +2.8 |
| -116.2 | - | -116.7 | - | -232.9 | - |
| 59.6 | +2.0 | 75.4 | +9.5 | 135.1 | +6.1 |

(2) Operating Income

| FYE March 2015 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY Change |  |  | YoY Change | vs. Hl Plan |  | Yoy Change |  | YoY Change | $\left\lvert\, \begin{array}{\|c\|} \text { vs. Full-year } \\ \text { Plan } \end{array}\right.$ |
| Food Segment | 9.8 | +29.0 | 73.5 | 17.4 | +30.3 | +30.1 | 32.3 | +30.9 | 95.0 |  |  |
| Dairy | 7.3 | -3.4 | 57.7 | 14.4 | +18.3 | +13.6 | 23.5 | +24.3 | 84.3 |  |  |
| Confectionery | 2.8 | +2,676.1 | 123.2 | 3.0 | +153.2 | +34.9 | 7.6 | +42.6 | 100.1 |  |  |
| Healthcare and Nutritionals | 0.9 | +132.6 | 55.2 | 2.4 | +89.2 | +49.2 | 4.4 | +40.7 | 114.0 |  |  |
| Other | -0.2 | - | - | 0.0 | -88.1 | - | 0.4 | - | 180.1 |  |  |
| Elimination and Corporate expenses | -0.9 | - | - | -2.5 | - | - | -3.8 | - | - |  |  |
| Pharmaceuticals Segment | 0.8 | -47.6 | 83.5 | 1.5 | -35.0 | +58.4 | 10.7 | +52.6 | 141.1 |  |  |


| FYE March 2014 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY Change |  |  | YoY Change | vs. H1 Plan |  | YoY Change |  |  | Yoy Change | $\begin{array}{\|c\|} \hline \text { vs. Full-year } \\ \hline \text { Plan } \end{array}$ |
| Food Segment | 7.6 | +122.1 | 89.0 | 13.3 | \% +103.3 | \% +57.3 | 24.6 | $\%$ +59.7 | 93.3 | 28.1 | \% +45.4 | \% +6.6 |
| Dairy | 7.5 | +41.6 | 84.4 | 12.1 | +46.6 | +36.8 | 18.9 | +33.6 | 87.5 | 25.3 | +37.3 | +17.1 |
| Confectionery | 0.1 | - | 16.0 | 1.2 | +302.1 | +103.3 | 5.3 | +92.6 | 109.5 | 5.2 | +55.8 | +6.1 |
| Healthcare and Nutritionals | 0.3 | - | 164.9 | 1.2 | - | +546.6 | 3.1 | - | 196.6 | 2.7 | - | +70.3 |
| Other | 0.1 | -44.9 | 26.1 | 0.3 | +2.2 | -45.5 | -0.2 | - | - | -2.0 | - | - |
| Elimination and Corporate expenses | -0.6 | - | - | -1.5 | - | - | -2.5 | - | - | -3.0 | - | - |
| Pharmaceuticals Segment | 1.5 | -43.2 | 49.8 | 2.4 | -26.4 | -23.9 | 7.0 | -5.4 | 92.5 | 8.3 | +29.3 | +10.0 |


| (Billions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Plan -- FYE March 2015 |  |  |  |  |  |  |
| $\begin{gathered} \text { (O1-Q2) } \\ \text { Intital Plan } \end{gathered}$ | $\begin{gathered} \text { H1 } \\ \substack{\text { (O1-Q2) } \\ \text { Results }} \end{gathered}$ | YoY Change | $\begin{gathered} \mathrm{H} 2 \\ \substack{(03-\text { (O4) } \\ \text { Revised Plan }} \end{gathered}$ | YoY Change | Full-year Revised Plan | YoY Change |
| 13.4 | 17.4 | +30.3 | 16.5 | \% +11.3 | 34.0 | +20.6 |
| 12.6 | 14.4 | +18.3 | 13.5 | +2.6 | 27.9 | +10.2 |
| 2.2 | 3.0 | +153.2 | 4.5 | +14.6 | 7.6 | +47.1 |
| 1.6 | 2.4 | +89.2 | 1.4 | +1.2 | 3.9 | +42.4 |
| -0.4 | 0.0 | -88.1 | 0.2 | - | 0.2 | - |
| -2.8 | -2.5 | - | -3.2 | - | -5.7 | - |
| 1.0 | 1.5 | -35.0 | 6.0 | +1.4 | 7.6 | -9.0 |



Notel: As reference information for the Food segment, we have included results for each business category (simple calculation figures prior to elimination).
Note2: Eliminations within the Food segment include eliminations within each business category and between business categories. Also, general corporate expenses refer to expenses not allocated to any specific business.
3. Analysis of Operating Income
(1) Q1-Q3 Results

| (Billions of yen) |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | :---: |
|  | Conslidated <br> Total |  |  |  |  |
|  | Q1-Q3 -- Results |  |  |  |  |
| Q1-Q3 Results -- FYE March 2014 | Pharma | Other |  |  |  |
| Due to increased/decreased sales | 31.6 | 24.6 | 7.0 | 0.0 |  |
| NHI drug price revision | +15.5 | +7.0 | +8.5 | - |  |
| Procurement costs of raw materials | -7.0 | - | -7.0 | - |  |
| Cost increase | -6.8 | -6.8 | 0.0 | - |  |
| Structual reforms and cost reduction | -2.3 | -2.4 | +0.1 | - |  |
| Other (incl. change in results of subsidiaries) | +11.2 | +9.6 | +1.6 | - |  |
| Total change | +11.3 | +0.2 | +0.4 | - |  |
| Q1-Q3 Results -- FYE March 2015 | 42.9 | 32.3 | +3.7 | 0.0 |  |

(2) Full-year Plan

|  | H1 (Q1-Q2) -- Results |  |  |  | H2 (Q3-O4) -- Revised Plan |  |  |  | Full-year -- Revised Plan |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Consolidated Total | Food | Pharma | Other | Consolidated | Food | Pharma | Other | Consolidated | Food | Pharma | Other |
| Results -- FYE March 2014 | 15.8 | 13.3 | 2.4 | 0.1 | 20.6 | 14.8 | 5.9 | -0.1 | 36.4 | 28.1 | 8.3 | 0.0 |
| Due to increased/decreased sales | +6.7 | +4.3 | +2.4 | - | +4.5 | +1.2 | +3.3 | - | +11.2 | +5.5 | +5.7 | - |
| NHI drug price revision | -4.3 | - | -4.3 | - | -4.9 | - | -4.9 | - | -9.2 | - | -9.2 | - |
| Procurement costs of raw materials | -5.0 | -5.0 | 0.0 | - | -4.1 | -4.1 | 0.0 | - | -9.1 | -9.1 | 0.0 | - |
| Cost increase | -1.4 | -1.4 | 0.0 | - | -2.1 | -1.6 | -0.5 | - | -3.5 | -3.0 | -0.5 | - |
| Structual reforms and cost reduction | +7.9 | +7.2 | +0.7 | - | +6.3 | +5.0 | +1.3 | - | +14.2 | +12.2 | +2.0 | - |
| Other (incl. change in results of subsidiaries) | -0.8 | -1.0 | +0.3 | -0.1 | +2.1 | +1.2 | +0.9 | +0.1 | +1.3 | +0.2 | +1.2 | - |
| Total change | +3.1 | +4.1 | -0.9 | -0.1 | +1.8 | +1.7 | +0.1 | +0.1 | +4.9 | +5.8 | -0.7 | 0.0 |
| FYE March 2015 | 18.9 | 17.4 | 1.5 | 0.0 | 22.5 | 16.5 | 6.0 | 0.0 | 41.5 | 34.0 | 7.6 | 0.0 |

## 2. Operating Company Information

1. Meiji Co., Ltd. [Food Segment]
(1) Sales by business (Non-consolidated)

| FYE March 2015 | Q1 |  | Q1-Q2 |  | Q1-Q3 |  | Full-year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Yoy Change |  | Yoy Change |  | Yoy Change | Yoy Change |
| Dairy business | 111.8 | -0.4 | 225.4 | -0.2 | 345.9 | +0.9 |  |
| Fresh dairy | 76.6 | -0.6 | 154.4 | -0.2 | 232.4 | +1.2 |  |
| Processed food | 35.1 | -0.2 | 71.0 | -0.3 | 113.5 | +0.2 |  |
| Confectionery business | 39.1 | +7.3 | 81.3 | +3.2 | 126.8 | +3.6 |  |
| Confectioneries | 28.0 | +7.6 | 56.1 | +4.3 | 94.2 | +4.3 |  |
| Ice cream | 11.1 | +6.6 | 25.1 | +1.1 | 32.6 | +1.9 |  |
| Healthcare and Nutritionals business | 17.3 | -3.1 | 37.9 | -0.5 | 59.5 | +0.4 |  |


| Full-year Revised Plan |  |
| ---: | ---: |
|  | Yoy Change |
|  | $\%$ |
| 451.8 | -0.5 |
| 305.6 | +0.3 |
| 146.2 | -2.1 |
| 168.8 | +2.7 |
| 126.8 | +0.4 |
| 42.0 | +10.6 |
| 77.3 | +0.4 |


| FYE March 2014 | Q1 |  | Q1-Q2 |  | Q1-Q3 |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY Change |  | Yoy Change |  | Yoy Change |  | YoY Change |
|  |  | \% |  | \% |  | \% |  | \% |
| Dairy business | 112.3 | +0.5 | 225.9 | +1.0 | 342.9 | +1.1 | 454.2 | +1.6 |
| Fresh dairy | 77.0 | +1.7 | 154.7 | +1.7 | 229.6 | +1.9 | 304.8 | +2.6 |
| Processed food | 35.2 | -2.1 | 71.2 | -0.4 | 113.3 | -0.7 | 149.4 | -0.3 |
| Confectionery business | 36.4 | -4.8 | 78.8 | -6.4 | 122.4 | -3.5 | 164.3 | -2.2 |
| Confectioneries | 26.0 | -5.8 | 53.8 | -6.3 | 90.3 | -3.2 | 126.3 | -1.6 |
| Ice cream | 10.4 | -2.1 | 24.9 | -6.5 | 32.0 | -4.3 | 37.9 | -4.2 |
| Healthcare and Nutritionals business | 17.9 | +8.1 | 38.1 | +4.0 | 59.2 | +6.4 | 77.0 | +7.9 |

2. Meiji Seika Pharma Co., Ltd. [Pharmaceuticals Segment]
(1) Sales by business (Consolidated)

| FYE March 2015 | Q1 |  | Q1-Q2 |  | Q1-Q3 |  | Full-year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Yoy Change |  | YoY Change |  | YoY Change | Yoy Change |
| Consolidated Total | 27.2 | -5.4 | 56.7 | -4.8 | 99.5 | +2.4 |  |
| Ethical pharmaceuticals | 24.5 | -6.4 | 51.0 | -3.1 | 89.8 | +4.1 |  |
| Agricultural chemicals and veterinary drugs | 2.6 | +3.4 | 5.7 | -17.6 | 9.6 | -11.4 |  |


| (Billions of yen) |
| ---: | ---: |
| Full-year Revised Plan  <br>  Yoy Change <br> 136.5 +1.0 <br> - - <br> - - |


| FYE March 2014 | Q1 |  | Q1-Q2 |  | Q1-Q3 |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Yoy Change |  | YoY Change |  | YoY Change |  | Yoy Change |
| Consolidated Total | 28.7 | -2.5 | 59.6 | \% +2.0 | 97.1 | $\%$ +4.3 | 135.1 | +6.1 |
| Ethical pharmaceuticals | 26.2 | +2.6 | 52.6 | +4.6 | 86.3 | +5.9 | 113.5 | +7.5 |
| Agricultural chemicals and veterinary drugs | 2.5 | -35.3 | 7.0 | -14.0 | 10.8 | -6.7 | 21.5 | -0.9 |


| Stage | Name | Type | Efficacy Classification | Notes |
| :---: | :---: | :---: | :---: | :---: |
| Application | LASERPHYRIN® (Talaporfin) | Injection | Esophageal cancer treatment (Additional indications) |  |
| Phase III | ME2136 (Asenapine) | Oral | Antipsychotic | In-license: Merck Sharp\&Dohme B.V. (Netherland) |
|  | SME3110 (Fluvoxamine) | Oral | Selective serotonin reuptake inhibitor (SSRI) (Pediatric OCD) (Additional indications) | Co-development: AbbVie G.K. |
| Phase II | ME3113 (Udenafil) | Oral | Benign prostatic hyperplasia treatment | In-license: Dong-A ST Co.,Ltd. (Korea) |
|  | REFLEX® (Mirtazapine) | Oral | Fibromyalgia treatment (Additional indications) | In-license: MSD K.K. |
|  | ME2112 (Ziprasidone) | Oral | Antipsychotic | In-license: RaQualia Pharma Inc. |
| Phase II (Overseas) | ME1111 | Topical | Antionychomycosis | Meiji Seika Pharma Co., Ltd. |
| Phase I | ME2125 (Safinamide) | Oral | Anti-Parkinson's Disease | In-lincense: Newron Pharmaceutical S.p.A. (Italy) |
|  | DMB-3111 | Injection | Breast Cancer/Gastric Cancer (Biosimilar) | Co-development: Dong-A Socio Holdings Co., Ltd. (Korea) |
| Phase I (Overseas) | ME1100 (Arbekacin) | Inhalation | Hospital Acquired Bacterial Pneumonia / Ventilator Associated Bacterial Pneumonia treatment (HABP/VABP) | Meiji Seika Pharma Co., Ltd. |
|  | OP0595 | Injection | $\beta$-lactamase inhibitor | Meiji Seika Pharma Co., Ltd. <br> Licensed out to F.Hoffman La Roche (Switzerland) |

## 3. Other

1. Capital Expenditures, Depreciation, R\&D Expenses

|  | $\begin{aligned} & \text { FYE March } 2012 \\ & \text { Full-year } \end{aligned}$ | $\frac{\text { FYE March } 2013}{\text { Full-year }}$ | $\frac{\text { FYE March } 2014}{\text { Full-year }}$ | FYE March 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | H1 (Q1-Q2) -- Results | Full-year -- Plan |
| Capital Expenditures | 38.3 | 37.6 | 47.0 | 31.5 | 55.0 |
| Food Segment | 33.4 | 33.1 | 41.5 | 27.0 | 46.8 |
| Pharmaceutical Segment | 4.8 | 4.4 | 5.4 | 4.5 | 8.2 |
| Corporate or Elimination | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation and Amortization | 40.8 | 40.8 | 40.9 | 20.2 | 42.1 |
| Food Segment | 34.4 | 34.2 | 34.3 | 17.1 | 35.7 |
| Pharmaceutical Segment | 5.1 | 5.3 | 5.4 | 2.5 | 5.3 |
| Corporate or Elimination | 1.2 | 1.2 | 1.1 | 0.5 | 1.0 |
| R\&D Expenses | 23.8 | 26.2 | 26.0 | 10.9 | 24.7 |
| Food Segment | 10.6 | 11.1 | 11.3 | 5.6 | 11.3 |
| Pharmaceutical Segment | 13.2 | 15.0 | 14.7 | 5.3 | 13.4 |
| Corporate or Elimination | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

## 2. Financial Indicators

|  | FYE March 2012 <br> Full-year | FYE March 2013 <br> Full-year | FYE March 2014 <br> Full-year |
| :--- | :---: | :---: | :---: |
| Consolidated Net Sales | $1,109.2 \mathrm{bn}$ | $1,126.5 \mathrm{bn}$ | $1,148.0 \mathrm{bn}$ |
| Consolidated Operating Income | 20.1 bn | 25.8 bn | 36.4 bn |
| Operating Income Ratio | $1.8 \%$ | $2.3 \%$ | $3.2 \%$ |
| Return on Equity | $2.3 \%$ | $5.5 \%$ | $6.0 \%$ |
| Ordinary Income/Total Assets | $3.0 \%$ | $3.8 \%$ | $5.0 \%$ |
| Total Assets | 749.9 bn | 785.5 bn | 779.4 bn |
| Net Assets | 298.4 bn | 320.6 bn | 328.1 bn |
| Cash Flows from Operating Activities | 30.5 bn | 50.6 bn | 63.8 bn |
| Cash Flows from Investing Activities | -44.3 bn | -39.5 bn | -47.2 bn |
| Free Cash Flows | -13.7 bn | 11.1 bn | 16.5 bn |
| Net Income per Share | 92.38 yen | 225.98 yen | 258.79 yen |
| Net Assets per Share | $3,958.24$ yen | $4,254.56$ yen | $4,351.96$ yen |
| Cash Dividends per Share | 80.00 yen | 80.00 yen | 80.00 yen |

Note1: $\quad$ Free cash flows $=$ Cash flows from operating activities + Cash flows from investing activities
Note2: $\quad$ Net assets per share $=$ (Total net assets - Minority interests) $/$ (Number of shares outstanding - Number of treasury stock)


[^0]:    *This document has been translated from the original Japanese as a guide for non-Japanese investors.
    *Unaudited figures are included in these materials for reference.
    *The forward-looking statements described in this document, such as business forecasts, are based on information available at the time of the release of this presentation and reasonable assumptions made by the Company,
    and do not represent a commitment from the Company that they will be achieved.

