# Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2016 [Based on Japanese GAAP] 

August 5, 2015

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

2269

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Submission of quarterly report: August 11, 2015
Dividend payment commencement: -
Preparation of explanatory materials for quarterly financial results: Yes
Holding of a briefing on quarterly financial results: None
(Amounts are rounded down to the nearest million yen.)

1. Consolidated Financial Results for the First Three Months of the Fiscal Year Ending March 31, 2016 (April 1, 2015 to June 30, 2015)
(1) Consolidated operating results

Listed exchange: 1st Section, Tokyo Stock Exchange

|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Net income attributable to shareholders of parent company |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| First three months ended | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% |
| June 30, 2015 | 293,188 | 7.1 | 16,871 | 57.1 | 17,467 | 55.7 | 22,240 | 201.3 |
| June 30, 2014 | 273,676 | -0.4 | 10,739 | 14.4 | 11,218 | 0.6 | 7,381 | 13.0 |

(Note) Comprehensive income: First three months ended June 30, 2015: 23,857 million yen (164.4\%)
First three months ended June 30, 2014: 9,024 million yen (-7.5\%)

|  | Net Income per Share | Diluted Net Income per Share |
| :--- | ---: | ---: |
| First three months ended | Yen | Yen |
| June 30, 2015 | 302.11 | - |
| June 30, 2014 | 100.25 | - |

(2) Consolidated financial position

|  | Total Assets | Net Assets | Equity Ratio | Net Assets per Share |
| :--- | ---: | ---: | ---: | ---: |
| As of June 30, 2015 | Millions of yen | Millions of yen | $\%$ | Yen |
| As of March 31, 2015 | 860,603 | 399,444 | 45.3 | $5,292.99$ |

(Reference) Shareholders' equity: As of June 30, 2015: 389,654 million yen
As of March 31, 2015: 370,341million yen
2. Dividends

|  | Cash Dividends Per Share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | Financial year end | Annual |
| Fiscal year ended (or ending) | Yen | Yen | Yen |  |  |
| March 31, 2015 | - | 40.00 | - | 60.00 | 100.00 |
| March 31, 2016 | - |  |  |  |  |
| $\begin{array}{\|l} \hline \begin{array}{l} \text { March 31, } 2016 \\ \text { (Projected) } \end{array} \\ \hline \end{array}$ |  | 55.00 | - | 27.50 | - |

(Note) Amendment to projected dividends recently announced: Yes

* The Company will conduct a two-for-one stock split scheduled to take effect on October 1, 2015. The indicated per-share year-end dividend amount (forecast) for FYE March 2016 reflects this stock split. The per-share year-end dividend amount (forecast) for FYE March 2016 when not adjusted to reflect the stock split is 55.00 yen for a total of 110.00 yen. As such, there is no substantive change.

3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2016 (April 1, 2015 to March 31, 2016)
(\% of change from the previous fiscal year)

|  |  |  |  |  | Net income <br> attributable to <br> shareholders of <br> parent company |  | Net Income <br> per Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Net Sales |  | Operating Income | Ordinary Income |  |  |  |

(Note) Amendment to forecasts of consolidated financial results recently announced: Yes
For details, see "Notice Concerning Revisions to Financial Forecasts for the Fiscal Year Ending March 31, 2016," announced on August 5, 2015.

* The Company will conduct a two-for-one stock split scheduled to take effect on October 1, 2015. The net income per share amount indicated in the consolidate earnings forecast for FYE March 2016 reflects the stock split. The net income per share amount for the first six months of FYE March 2016 when not adjusted to reflect the stock split is 400.72 yen and the FYE March 2016 full-year net income per share amount is 679.19 yen.


## *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: Yes
3. Changes in accounting estimates: Yes
4. Restatements: None
(Note) For details, refer to page 4 of "2. Summary Information (Notes) (3) Changes in Accounting Policy, Changes in Accounting Estimates, and Retrospective Restatements."
(4) Number of shares outstanding (common stock)
[^0]| As of Jun. 30, 2015 | $76,341,700$ shares | As of Mar. 31, 2015 | $76,341,700$ shares |
| :--- | :--- | :--- | :--- |
| As of Jun. 30, 2015 | $2,724,750$ shares | As of Mar. 31, 2015 | $2,722,732$ shares |
| As of Jun. 30, 2015 | $73,617,522$ shares | As of Jun. 30, 2014 | $73,629,982$ 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."
(Post-stock split dividends and dividend forecast)
The Company will conduct a two-for-one stock split scheduled to take effect on October 1, 2015. The year-end per share dividend amount (forecast) for FYE March 2016 and the net income per share amount in the consolidated earnings forecast for FYE March 2016 reflects the stock split.
(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)

|  | Net Sales | Operating <br> Income | Ordinary Income | Net income <br> attributable to <br> shareholders of <br> parent company | Net Income <br> per Share <br> (Yen) |
| :--- | ---: | ---: | ---: | ---: | ---: |
| ended |  |  |  |  |  |

The Japanese economy during the first three months of FYE March 2016 (three-month period ended June 30) saw signs of a mild recovery trend that is being driven by an improvement in corporate profits, increasing optimism towards capital expenditures, and an increasing number of foreign travelers visiting Japan due to yen depreciation. While there remains a lack of transparency in overseas economic trends, consumer spending is expected to grow as increased hiring leads to increased wages.

Amid such conditions, the Meiji Group entered the inaugural year of STEP UP 17, the Group's Medium-Term Business Plan. Based on our core policy of accelerating growth and achieving further improvement in profitability, we launched the initiatives of our growth strategy aimed at increasing corporate value. These initiatives include strengthening priority businesses and taking on the challenge of future growth, improving profitability to withstand harsh economic environments, pursuing global expansion, and evolving our management system.
In the food segment, we launched new major products as part of initiatives to achieve growth of priority business. In response to increasing raw material procurement costs and energy costs, we reduced costs and cut expenses. We also increased prices for mainstay products.
In the pharmaceuticals segment, government policies to promote the generic drugs use are driving reductions in medical care spending. We responded by conducting marketing activities promoting our core domain, CNS agents and generic drugs. We identified cost competitiveness as a key issue and initiated production and procurement streamlining on a global level.

These factors resulted in net sales of 293,188 million yen (up 7.1\%, year on year), operating income of 16,871 million yen (up $57.1 \%$, year on year), and ordinary income of 17,467 million yen (up $55.7 \%$, year on year) during the first three months of FYE March 2016. Gains on the sale of fixed assets due to the transfer of fixed assets located in Kawasaki, Kanagawa were recorded as extraordinary income, resulting in quarterly net income attributable to shareholders parent company of 22,240 million yen (up 201.3\%, year on year).

Below is an overview by segment.

|  | Reporting Segments |  |  | (Millions of yen) | Amount <br> Presented in <br> Adatements of <br> Income |
| :--- | ---: | ---: | ---: | ---: | :---: |
|  | Food | Pharmaceuticals | Total |  | 293,188 |
|  | 255,768 | 37,687 | 293,456 |  | -64 |
| Operating Income | 14,352 | 2,583 | 16,935 | 16,871 |  |

(i) Food segment

|  | (Millions of yen) |  |  |
| :--- | :---: | ---: | ---: |
| Net Sales | First three months <br> of FYE March 2015 <br> (from Apr. 1, 2014 to Jun.30, 2014) | First three months <br> of FYE March 2016 <br> (from Apr. 1, 2015 to Jun.30, 2015) | \% of YoY Change |
| Operating Income | 246,732 | 255,768 | 3.7 |

Net sales increased year on year despite price increases to mainstay products implemented after March 2015. This was due to a favorable market environment and backed by favorable weather conditions.
Operating income increased significantly year on year. Although our confectionery business saw a major increase in raw material procurement costs, revenues increased significantly at our fresh and fermented dairy business, processed foods business, and nutritionals business.

Below is an overview of each of this segment's main businesses.
■ Fresh and Fermented Dairy business (Yogurt, drinking milk, beverages, etc.)

- Net sales of Probiotics increased significantly year on year. The low-sugar and low-calorie version and low fat version released in July 2014 contributed to the continued increase of net sales for Meiji Probio Yogurt R-1. Meiji Probio Yogurt PA-3, released in April 2015, recorded net sales that outperformed initial sales projections.
- Net sales of Meiji Bulgaria Yogurt increased year on year. Our mainstay plain yogurt benefitted from promotional activities and drinkable types also maintained a high level of growth.
- Net sales of drinking milk were largely unchanged year on year. Our mainstay product Meiji Oishii Gyunyu increased year on year thanks to a communications strategy to stimulate demand.
- Processed Food business (Cheese, butter and margarine, cream, ice cream, frozen food, etc.)
- Net sales of cheese including natural cheese and processed cheese all increased significantly year on year. Among the Meiji Hokkaido Tokachi series, Camembert Cheese, Sliced Cheese, and Buono Cheese all recorded increased sales.
- Net sales of margarine decreased year on year due to the impact of a declining market.
- Overall net sales of ice cream increased year on year. Net sales of Meiji Essel Super Cup were favorable and increased lineups of the Meiji Gold Line series significantly contributed to increased sales.

■ Confectionery business (Chocolate, gummy, chewing gum, etc.)

- Net sales of chocolate increased year on year. Growing interest in cacao polyphenols helped drive strong sales of our chocolate bar products. Net sales of nut chocolate grew significantly. Sales may have benefitted from last-minute consumer demand prior to the July 2015 price hike.
- Net sales of gummy products increases significantly year on year. Our mainstay Kaju Gummy products remained strong and sales of Poifull and Cola up increased significantly.
- Net sales of gum decreased year on year due to the impact of a declining market.
- Nutritionals business (Sport nutrition, infant formula, enteral formula, beauty supplement, OTC drugs, etc.)
- Net sales of sports nutrition increased significantly year on year due to market expansion. Net sales of VAAM increased significantly year on year thanks to an expanded retail sales network. Net sales of SAVAS increased significantly year on year due to recovery from the adverse effects of the consumption tax rate hike enacted during the previous fiscal year.
- In the beauty supplement, net sales of Amino Collagen increased significantly year on year. This was due to recovery from the adverse effects of the consumption tax rate hike and increased inbound demand among foreign travelers to Japan.
- Net sales of infant formula increased significantly year on year.
- Net sales of enteral formula increased significantly year on year. Net sales of enteral formula for commercial market increased significantly year on year. This was due to increased awareness among senior citizens concerning the importance of nutrition and increased storefront exposure.
- Other business (Overseas, food stuffs, livestock products, sugar and corn sweeteners, transportation, etc.) Overseas
- In China, net sales for each business increased significantly year on year. This was result of solid expansion of sales channels in the wedding industry and the growth of nut chocolate sales in the confectioneries business, increased yogurt sales in the dairy business, and the ice cream business achieving full-scale startup of production at its new plant in January 2015.
- In the U.S.A, net sales increased year on year thanks to favorable sales of Hello Panda and other chocolate snacks.
Others
- Sale of domestic subsidiaries recorded decrease year-on-year because one of the subsidiaries has changed its accounting period from February to March in the previous fiscal year.
(ii) Pharmaceuticals segment

|  | First three months <br> of FYE March 2015 <br> (from Apr. 1, 2014 to Jun.30, 2014) | First three months <br> of FYE March 2016 <br> (from Apr. 1, 2015 to Jun.30, 2015) | \% of YoY Change |
| :--- | :---: | ---: | ---: |
| Net Sales | 27,230 | 37,687 | 38.4 |
| Operating Income | 835 | 2,583 | 209.3 |

Overall net sales increased significantly year on year. The domestic ethical pharmaceuticals business recorded significant year-on-year increases in net sales of brand name drugs and generic drugs. Medreich, which became part of the consolidated group last fiscal year, also contributed to sales. Net sales from the agricultural chemicals and veterinary drugs business increased significantly year on year.
Operating income increased significantly year on year thanks to the benefits of increased revenues at each company.

Below is an overview of each of this segment's main businesses.

- Ethical Pharmaceuticals

Japan

- Among antibiotics, net sales of MEIACT were largely unchanged year on year while net sales of ORAPENEM increased significantly year on year.
- Net sales of the antidepressant drug REFLEX recovered from declines that followed the temporary spike in demand caused by the consumption tax hike to significantly outperform the previous fiscal year.
- Net sales of generic drugs increased significantly year on year. Sales of the calcium channel blocker AMLODIPINE Tablets Meiji, DONEPEZIL Meiji, a drug for Alzheimer's disease, and the antibiotic SULBACILLIN all grew significantly.
Overseas
- Among Exports, net sales of mainstay product MEIACT grew significantly year on year.
- Among overseas subsidiaries, net sales increased significantly at businesses in Indonesia and Thailand.
- Agricultural chemicals and veterinary drugs
- Overall net sales of agricultural chemicals increased significantly year on year. Net sales of the foliage herbicide ZAXA outperformed the previous year and net sales of our mainstay product, the rice blast preventative ORYZEMATE increased significantly year on year.
- Net sales of veterinary drugs increased significantly year on year. This was the result of significant year-on-year increases in net sales for livestock chemicals, drugs for companion animals and marine chemicals.
(2) Explanation Concerning Financial Status
[Assets]
For the first three months of FYE March 2016, total assets were 860,603 million yen, which was a 16,764 million yen decrease compared to the end of the previous consolidated fiscal year. Although cash and cash deposits, work in progress, construction in progress, and investment securities increased by 3,747 million yen, 708 million yen, 1,282 million yen, and 1,962 million yen, respectively, notes and accounts receivable, buildings and structures (net), machinery and equipment (net), and other investments decreased by 6,115 million yen, 1,448 million yen, 1,992 million yen, and 14,968 million yen, respectively.
[Liabilities]
For the first three months of FYE March 2016, total liabilities were 461,158 million yen, which was a 35,906 million yen decrease compared to the end of the previous consolidated fiscal year. While long-term loans increased by 2,135 million yen, short-term loans payable, commercial paper, income taxes payable, accrued bonuses for employees, and other long-term liabilities decreased by 1,231 million yen, 22,000 million yen, 4,314 million yen, 4,526 million yen, and 6,305 million yen, respectively.
[Net Assets]
For the first three months of FYE March 2016, total net assets were 399,444 million yen, which was a 19,142 million yen increase compared to the end of the previous consolidated fiscal year. Although foreign currency translation adjustments decreased by 347 million yen, retained earnings, net unrealized holding gains or losses on securities, and adjusted cumulative of retirement benefits increased by 17,828 million yen, 1,235 million yen, and 632 million yen, respectively.
Our equity ratio increased from $42.2 \%$ as of the end of the previous consolidated accounting period to $45.3 \%$.


## (3) Explanation Concerning Forecasts for Consolidated Earnings

Consolidated earnings for the first three months of FYE March 2016 resulted in a significant increase in income due to a favorable trend in sales of probiotics yogurt and other mainstay products in the food segment.
In light of these results, we projected that consolidated earnings for the first six months of FYE March 2016 would outperform our previously announced forecasts. As such, we revised the previously released forecasts of consolidated earnings for first six months of FYE March 2016 and for the full year.
*For details, refer to the Notice Concerning Revisions to Financial Forecasts for the Fiscal Year Ending March 31, 2016 released today (August 5, 2015).

## 2. Summary Information (Notes)

(1) Transfer of Significant Subsidiaries during the Current Quarter under Review Not applicable.
Although not applicable as the transfer of a significant subsidiary, we established Medreich New Zealand Limited and thus have added the company to the scope of consolidation beginning from the current quarter under review.
(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 business combination)
Beginning from the first three months of the current consolidated fiscal year, the Group adopted the provisions of the Accounting Standard for Business Combination (ASBJ Statement No. 21, September 13, 2013), the Accounting Standard for Consolidated Financial Statements (ASBJ Statement No. 22, September 13, 2013), and the Accounting Standard for Business Divestitures (ASBJ Statement No. 7, September 13, 2013). As a result of this change in accounting policy, differences resulting from the changes in Group holdings in subsidiaries remaining under Group control are recorded as capital surplus and expenses related to acquisition are recorded as expenses for the
consolidated accounting period in which they were incurred. The accounting standard for business combination occurring after the beginning of the first three months of the current consolidated fiscal year was changed to a method that reflects a review of the distribution of acquisition costs based on the finalization of provisional accounting treatments onto the consolidated quarterly financial statements for the consolidated quarterly accounting period in which the business combination date occurs. Furthermore, we changed how net income is represented and changed from an indication of minority interests to an indication of non-controlling shareholder interests. To reflect these changes, the consolidated financial statements for the three months of the previous consolidated fiscal year and the previous consolidated fiscal year were modified.
The application of the Accounting Standard for Business Combination is subject to transitional treatment as outlined in Accounting Standard for Business Combination Paragraph 58-2 (4), Accounting Standard for Consolidated Financial Statements Paragraph 44-5 (4), and Accounting Standard for Business Divestitures Paragraph 57-4 (4). As such, the application of these standards will be implemented moving forward beginning from the start of the first three months of the current consolidated fiscal year.
Furthermore, these changes are expected to have no impact on income.

## Changes in Accounting Policies to be distinguished from Changes in Accounting Estimates

(Change in depreciation method for depreciable assets)
Previously, the declining-balance method of accounting was used to calculate the depreciation of tangible fixed assets belonging to Meiji Seika Pharma, which operates in the ethical pharmaceuticals segment, and its domestic subsidiaries. However, this was changed to the straight-line method beginning with the first three months of the current consolidated fiscal year.
In STEP UP 2017, our Medium-Term Business Plan launched this fiscal year, the Specialty \& Generics strategy outlines the Meiji Seika Pharma Group goal of enhancing our lineup of generic pharmaceuticals in order to further strengthen our business foundation and further increase sales of generic drugs. Domestic production facilities originally operated with a focus on Meiji original brand name drugs, but amid a trend towards reduced production of brand name drugs, the Group is planning to incorporate major generic drugs as a production resource.
A review of operating status at domestic production facilities indicated that more long-term stable operation could be expected. As such, it was determined that leveled depreciation via the straight-line method was the cost distribution method that appropriately reflected the operating status of these assets.
As a result of this change, operating income, ordinary income, and income before taxes and minority interests for the first three months of the current consolidated fiscal year each increased by 160 million yen compared to the previous method.
3. Quarterly Consolidated Financial Statements
(1) Quarterly Consolidated Balance Sheets
(Millions of yen)
As of March 31, 2015
As of June 30, 2015

| ASSETS |  |  |
| :---: | :---: | :---: |
| Current assets |  |  |
| Cash and deposits | 22,489 | 26,236 |
| Notes and accounts receivable | 172,762 | 166,647 |
| Goods and products | 82,799 | 82,472 |
| Work in process | 4,022 | 4,730 |
| Raw materials and supplies | 43,228 | 42,934 |
| Others | 27,027 | 27,648 |
| Allowance for doubtful accounts | -311 | -298 |
| Total current assets | 352,018 | 350,370 |
| Fixed assets |  |  |
| Property, plants and equipment |  |  |
| Buildings and structures | 293,533 | 293,372 |
| Less accumulated depreciation | -162,492 | -163,780 |
| Buildings and structures (net) | 131,041 | 129,592 |
| Machinery and equipment | 481,470 | 481,924 |
| Less accumulated depreciation | -353,849 | -356,295 |
| Machinery and equipment (net) | 127,620 | 125,628 |
| Tools and furniture | 52,966 | 53,360 |
| Less accumulated depreciation | -44,401 | -44,601 |
| Tools and furniture (net) | 8,565 | 8,759 |
| Land | 71,036 | 70,997 |
| Lease assets | 7,033 | 6,882 |
| Less accumulated depreciation | -4,500 | -4,448 |
| Lease assets (net) | 2,532 | 2,434 |
| Construction in progress | 12,248 | 13,531 |
| Total property, plants and equipment | 353,044 | 350,943 |
| Intangible assets |  |  |
| Goodwill | 23,323 | 23,156 |
| Other | 8,387 | 8,528 |
| Total intangible assets | 31,711 | 31,685 |
| Investments and other fixed assets |  |  |
| Investment securities | 79,171 | 81,133 |
| Other | 61,637 | 46,668 |
| Allowance for doubtful accounts | -215 | -198 |
| Total investments and other fixed assets | 140,593 | 127,603 |
| Total fixed assets | 525,349 | 510,232 |
| Total assets | 877,367 | 860,603 |


|  | As of March 31, 2015 | As of June 30, 2015 |
| :---: | :---: | :---: |
| LIABILITIES |  |  |
| Current liabilities |  |  |
| Notes and accounts payable | 104,279 | 105,063 |
| Short-term bank loans | 49,590 | 48,359 |
| Commercial paper | 38,000 | 16,000 |
| Income taxes payable | 14,413 | 10,098 |
| Accrued bonuses for employees | 9,789 | 5,263 |
| Allowance for sales returns | 208 | 221 |
| Allowance for sales rebates | 1,803 | 2,096 |
| Other current liabilities | 80,490 | 74,185 |
| Total current liabilities | 298,575 | 261,287 |
| Long-term liabilities |  |  |
| Bonds | 65,000 | 65,000 |
| Long-term debt | 68,889 | 71,025 |
| Reserve for directors' retirement benefits | 215 | 194 |
| Retirement benefit liabilities | 43,950 | 44,171 |
| Other long-term liabilities | 20,433 | 19,479 |
| Total long-term liabilities | 198,489 | 199,870 |
| Total liabilities | 497,065 | 461,158 |
| NET ASSETS |  |  |
| Shareholders' equity |  |  |
| Common stock | 30,000 | 30,000 |
| Capital surplus | 98,853 | 98,853 |
| Retained earnings | 223,166 | 240,995 |
| Treasury stock, at cost | -9,577 | -9,607 |
| Total shareholders' equity | 342,442 | 360,241 |
| Accumulated other comprehensive income |  |  |
| Net unrealized holding gains or losses on securities | 26,965 | 28,200 |
| Deferred gains or losses on hedges | 85 | 79 |
| Foreign currency translation adjustments | 7,558 | 7,211 |
| Adjusted cumulative of retirement benefits | -6,711 | -6,078 |
| Total accumulated other comprehensive income | 27,898 | 29,412 |
| Minority interests | 9,961 | 9,790 |
| Total net assets | 380,302 | 399,444 |
| Total liabilities and net assets | 877,367 | 860,603 |

(2) Quarterly Consolidated Statements of Income and Consolidated Statements of Comprehensive Income (Quarterly Consolidated Statements of Income)
(For the First Three Months Ended June 30, 2015)
(Millions of yen)

|  | First three months of FYE March 2015 (from Apr. 1, 2014 to Jun.30, 2014) | First three months of FYE March 2016 (from Apr. 1, 2015 to Jun.30, 2015) |
| :---: | :---: | :---: |
| Net sales | 273,676 | 293,188 |
| Cost of sales | 180,803 | 188,533 |
| Gross profit | 92,873 | 104,655 |
| Selling, general and administrative expenses | 82,133 | 87,784 |
| Operating income | 10,739 | 16,871 |
| Non-operating income |  |  |
| Interest income | 18 | 31 |
| Dividend income | 561 | 577 |
| Rent income on fixed assets | 624 | 144 |
| Equity in income of affiliates | 41 | 75 |
| Other | 343 | 278 |
| Total non-operating income | 1,589 | 1,105 |
| Non-operating expenses |  |  |
| Interest expenses | 276 | 259 |
| Foreign exchange losses | 202 | 38 |
| Rent cost of real estate | 447 | 65 |
| Other | 184 | 145 |
| Total non-operating expenses | 1,111 | 508 |
| Ordinary income | 11,218 | 17,467 |
| Extraordinary income |  |  |
| Gain on sale of property, plants and equipment | 1,169 | 17,657 |
| Other | - | 48 |
| Total extraordinary income | 1,169 | 17,705 |
| Extraordinary losses |  |  |
| Loss on disposal of property, plants and equipment | 295 | 466 |
| Impairment loss | - | 829 |
| Other | 93 | 280 |
| Total extraordinary losses | 388 | 1,576 |
| Income before income taxes | 11,998 | 33,597 |
| Income taxes | 4,559 | 11,152 |
| Net income | 7,439 | 22,444 |
| Profit attributable to non-controlling interests | 58 | 204 |
| Net income attributable to shareholders of parent company | 7,381 | 22,240 |

(Quarterly Consolidated Statements of Comprehensive Income)
(For the First Three Months Ended June 30, 2015)
(Millions of yen)

|  | First three months <br> of FYE March 2015 <br> (from Apr. 1, 2014 to Jun.30, 2014) | First three months <br> of FYE March 2016 <br> (from Apr. 1, 2015 to Jun.30, 2015) |
| :--- | ---: | ---: | ---: |
| Net income | 7,439 | 22,444 |
| Other comprehensive income <br> Net unrealized holding gains or losses on <br> securities | 782 | 1,232 |
| Deferred gains or losses on hedges <br> Foreign currency translation adjustments <br> Adjustments related to retirement benefits <br> Equity in affiliates accounted for by equity <br> method <br> Total other comprehensive income | -11 | -6 |
| Comprehensive income <br> (Breakdown) <br> Comprehensive income attributable to <br> shareholders of parent company <br> Comprehensive income attributable to <br> non-controlling interests | 1,233 | -467 |

(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 Three Months of the Previous Consolidated Fiscal Year (April 1, 2014 to June 30, 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 59 million yen includes inter-segment eliminations of 17 million yen and 41 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 Three Months of the Consolidated Fiscal Year under Review (April 1, 2015 to June 30, 2015)

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 64 million yen includes inter-segment eliminations of 14 million yen and a negative 78 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.

## (Significant Subsequent Events)

Stock split
The resolution concerning a stock split was passed at the Board of Directors Meeting held today.

1. Purpose of stock split

The purpose of this stock split is, by lowering the per-share investment price of Company stock, to improve stock liquidity, and expand our investor base.
2. Overview of stock split

1) Stock split method

With September 30, 2015 (Wed.) as the record date, the Company will conduct a two-for-one split of common stock owned by shareholders entered or registered in the final shareholder register for said date.
2) Increase in shares due to stock split

Total shares issued prior to stock split:
Increase in shares due to stock split:
Total shares issued following stock split:
Total number of authorized shares following stock split: $\quad 560,000,000$ shares
3) Schedule for stock split

Publication of record date: September 14, 2015 (Monday)
Record Date:
Effectuation date:
September 30, 2015 (Wednesday)
4) Impact on per share information

Per share information assuming this split were conducted at the beginning of the previous consolidated accounting period is as follows.

76,341,700 shares
76,341,700 shares
$152,683,400$ shares

## Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2016

 - Supplementary Explanatory Data -

## meiji

Meiji Holdings Co., Ltd.

[^1]
## 1. Consolidated Operating Results

| FYE March 2016 | Q1 |  |  | Q1-Q2 |  | Q1-Q3 |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change | $\underbrace{\substack{\text { Hip } \text { ple } \\ \text { ate }}}_{\text {acherement }}$ | YoY change | vs. Hl plan | YoY change | $\begin{aligned} & \text { Full-year plan } \\ & \text { achievement rate } \end{aligned}$ | YoY change | $\begin{gathered} \text { vs. Full-year } \\ \text { plan } \end{gathered}$ |
| Net sales | 293.1 | \% +7.1 | $\begin{array}{r} \hline \% \\ 49.7 \end{array}$ | \% |  | \% | $\%$ | \% | \% |
| Cost of sales | 188.5 | +4.3 | - |  |  |  |  |  |  |
| Gross profit | 104.6 | +12.7 | - |  |  |  |  |  |  |
| Selling, general and administrative expenses | 87.7 | +6.9 | - |  |  |  |  |  |  |
| Carriage and storage charges | 11.9 | +18.2 | $\square$ |  |  |  |  |  |  |
| Sales promotion expenses | 33.2 | +8.9 | - |  |  |  |  |  |  |
| Labor cost | 19.5 | +3.1 | - |  |  |  |  |  |  |
| Operating income | 16.8 | +57.1 | 62.5 |  |  |  |  |  |  |
| Ordinary income | 17.4 | +55.7 | 60.2 |  |  |  |  |  |  |
| Net income attributable to owners of parent | 22.2 | +201.3 | 75.4 |  |  |  |  |  |  |


| Plan -- FYE March 2016 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \mathrm{H} 1 \\ \substack{(\text { (evised) } \\ \text { Revisd Plan }} \end{gathered}$ | YoY change | $\begin{gathered} \mathrm{H} 2 \\ \substack{(\mathrm{Q} 3-\mathrm{O} 4 \\ \text { Revised Plan }} \\ \hline \end{gathered}$ | YoY change | Full-year Revised Plan | YoY change |
|  | \% |  | \% |  | \% |
| 590.0 | +5.5 | 616.0 | +2.3 | 1,206.0 | +3.9 |
| - | - | - | - | - | - |
| - | - | - | - | - | - |
| - | - | - | - | - |  |
| - | - | - | - | - |  |
| - | - | - | - | - | - |
| - | - | - | - | - | - |
| 27.0 | +42.3 | 33.0 | +1.3 | 60.0 | +16.4 |
| 29.0 | +47.3 | 33.5 | -1.2 | 62.5 | +16.6 |
| 29.5 | +134.2 | 20.5 | +12.1 | 50.0 | +61.9 |


| FYE March 2015 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change | $\begin{gathered} \text { HI plan } \\ \text { achievement rate } \end{gathered}$ |  | YoY change | vs. H1 plan |  | YoY change | Full-year plan |  | YoY change | vs. Full-year |
|  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
| Net sales | 273.6 | -0.4 | 49.3 | 559.2 | -0.7 | +0.8 | 868.7 | +0.7 | 76.1 | 1,161.1 | +1.1 | +1.8 |
| Cost of sales | 180.8 | -0.0 | - | 369.7 | -0.6 | - | 566.5 | -0.1 | - | 757.7 | +0.5 | - |
| Gross profit | 92.8 | -1.0 | - | 189.5 | -0.8 | - | 302.2 | +2.3 | - | 403.3 | +2.4 | - |
| Selling, general and administrative expenses | 82.1 | -2.7 | - | 170.5 | -2.6 | - | 259.2 | -1.7 | - | 351.8 | -1.6 | - |
| Carriage and storage charges | 10.0 | -2.9 | - | 21.4 | -1.2 | - | 32.0 | -1.9 | - | 42.1 | -2.3 | - |
| Sales promotion expenses | 30.5 | -3.2 | - | 63.9 | -5.1 | - | 99.4 | -3.0 | - | 134.0 | -4.2 |  |
| Labor cost | 19.0 | +3.7 | - | 37.9 | +3.1 | - | 56.8 | +3.7 | - | 76.5 | +4.0 | - |
| Operating income | 10.7 | +14.4 | 74.6 | 18.9 | +19.4 | +31.8 | 42.9 | +35.5 | 103.5 | 51.5 | +41.2 | +24.2 |
| Ordinary income | 11.2 | +0.6 | 76.8 | 19.6 | +9.9 | +34.8 | 44.9 | +30.9 | 105.9 | 53.5 | +37.1 | +26.1 |
| Net income | 7.3 | +13.0 | 97.1 | 12.5 | +28.7 | +65.8 | 29.5 | +55.4 | 111.6 | 30.8 | +62.1 | +16.6 |


| Results -- FYE March 2015 |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: |
| H1 <br> (Q1-(2) | YoY change | H2 <br> (Q3-04) | YoY change | Full-year | YoY change |
| 559.2 | -0.7 | 601.9 | +2.9 | $1,161.1$ | +1.1 |
| 369.7 | -0.6 | 388.0 | +1.6 | 757.7 | +0.5 |
| 189.5 | -0.8 | 213.8 | +5.3 | 403.3 | +2.4 |
| 170.5 | -2.6 | 181.2 | -0.7 | 351.8 | -1.6 |
| 21.4 | -1.2 | 20.7 | -3.5 | 42.1 | -2.3 |
| 63.9 | -5.1 | 70.1 | -3.4 | 134.0 | -4.2 |
| 37.9 | +3.1 | 38.6 | +5.0 | 76.5 | +4.0 |
| 18.9 | +19.4 | 32.5 | +58.1 | 51.5 | +41.2 |
| 19.6 | +9.9 | 33.9 | +60.0 | 53.5 | +37.1 |
| 12.5 | +28.7 | 18.2 | +97.3 | 30.8 | +62.1 |



| Plan -- FYE March 2016 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\underset{\substack{(\mathrm{Q1}-\mathrm{Q}) \\ \text { Revised Plan }}}{\mathrm{H}}$ | YoY change | $\underset{(\mathrm{Q} 3-\mathrm{Q} 4)}{\mathrm{H} 2}$ | YoY change | Full-year Revised Plan | YoY change |
|  | \% |  | \% |  | \% |
| 514.8 | +2.3 | 527.2 | +1.7 | 1,042.0 | +2.0 |
| - | - | - | - | - | - |
| - | - | - | - | - | - |
| - | - | - | - | - | - |
| - | - | - | - | - | - |
| - | - | - | - | - | - |
| - | - | - | - | - | - |
| 24.7 | +41.7 | 25.3 | +4.4 | 50.0 | +20.0 |
| 26.7 | +50.6 | 25.3 | -1.9 | 52.0 | +19.5 |
| 17.4 | +60.5 | 16.1 | +14.9 | 33.5 | +34.7 |


| FYE March 2015 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change |  |  | YoY change | vs. H1 plan |  | YoY change |  |  | YoY change | $\begin{gathered} \text { vs. Full-year } \\ \text { plan } \end{gathered}$ |
|  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
| Net sales | 246.7 | +0.2 | 49.6 | 503.3 | -0.2 | +1.2 | 770.9 | +0.5 | 76.2 | 1,021.8 | +0.6 | +1.0 |
| Cost of sales | 169.0 | -0.1 | - | 345.1 | -0.6 | - | 525.2 | -0.3 | - | 695.6 | -0.2 | - |
| Gross profit | 77.6 | +0.9 | - | 158.1 | +0.9 | - | 245.6 | +2.4 | - | 326.1 | +2.6 | - |
| Selling, general and administrative expenses | 67.8 | -2.2 | - | 140.7 | -1.8 | - | 213.3 | -0.9 | - | 284.4 | -1.8 | - |
| Carriage and storage charges | 9.7 | -3.0 | - | 20.6 | -1.3 | - | 30.8 | -1.9 | - | 40.3 | -2.6 | - |
| Sales promotion expenses | 27.4 | -2.5 | - | 58.0 | -3.5 | - | 89.5 | -1.5 | - | 119.1 | -3.2 | - |
| Labor cost | 13.8 | +3.8 | - | 27.4 | +2.8 | - | 41.2 | +3.5 | - | 55.3 | +3.4 | - |
| Operating income | 9.8 | +29.0 | 73.5 | 17.4 | +30.3 | +30.1 | 32.3 | +30.9 | 95.0 | 41.6 | +47.8 | +22.5 |
| Ordinary income | 9.9 | +24.8 | 75.9 | 17.7 | +27.6 | +35.4 | 33.3 | +31.2 | 97.5 | 43.5 | +50.9 | +27.2 |
| Net income | 6.4 | +41.8 | 94.0 | 10.8 | +47.5 | +57.2 | 21.3 | +57.9 | 104.2 | 24.8 | +92.5 | +21.3 |


| Results -- FYE March 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \mathrm{H} 1 \\ (\mathrm{Q} 1-\mathrm{Q}) \\ \hline \end{gathered}$ | YoY change | $\begin{gathered} \mathrm{H} 2 \\ (\mathrm{Q} 3-\mathrm{Q} 4) \end{gathered}$ | YoY change | Full-year | YoY change |
|  | \% |  | \% |  | \% |
| 503.3 | -0.2 | 518.4 | +1.4 | 1,021.8 | +0.6 |
| 345.1 | -0.6 | 350.5 | +0.2 | 695.6 | -0.2 |
| 158.1 | +0.9 | 167.9 | +4.2 | 326.1 | +2.6 |
| 140.7 | -1.8 | 143.6 | -1.8 | 284.4 | -1.8 |
| 20.6 | -1.3 | 19.7 | -3.8 | 40.3 | -2.6 |
| 58.0 | -3.5 | 61.0 | -2.9 | 119.1 | -3.2 |
| 27.4 | +2.8 | 27.8 | +4.0 | 55.3 | +3.4 |
| 17.4 | +30.3 | 24.2 | +63.5 | 41.6 | +47.8 |
| 17.7 | +27.6 | 25.7 | +72.6 | 43.5 | +50.9 |
| 10.8 | +47.5 | 14.0 | +152.1 | 24.8 | +92.5 |


| FYE March 2016 | Q1 |  |  | Q1-Q2 |  | Q1-Q3 |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change | $\begin{gathered} \text { Hl plan } \\ \text { achievement rate } \end{gathered}$ | YoY change | vs. Hl plan | YoY change | ( Filliver plan | YoY change | $\begin{array}{\|c\|} \substack{\text { vs. Full-year } \\ \text { plan }} \\ \hline \end{array}$ |
| Net sales | 37.6 | $\begin{array}{r} \% \\ +38.4 \\ \hline \end{array}$ | $\begin{array}{r} \% \\ 49.4 \\ \hline \end{array}$ | \% | \% | \% | \% | \% | $\%$ |
| Cost of sales | 17.7 | +48.6 | - |  |  |  |  |  |  |
| Gross profit | 19.9 | +30.4 | - |  |  |  |  |  |  |
| Selling, general and administrative expenses | 17.3 | +20.1 | - |  |  |  |  |  |  |
| Operating income | 2.5 | +209.3 | 114.9 |  |  |  |  |  |  |
| Ordinary income | 2.5 | +202.1 | 126.8 |  |  |  |  |  |  |
| Net income attributable to owners of parent | 1.4 | +139.8 | 228.0 |  |  |  |  |  |  |


| (Billions of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Plan -- FYE March 2016 |  |  |  |  |  |
| $\underset{(01-(2)}{\mathrm{H} 1}$ | YoY change | $\underset{(0,03-04)}{\mathrm{H} 2}$ | YoY change | Full-year | YoY change |
|  | \% |  | \% |  | \% |
| 76.2 | +34.3 | 90.1 | +6.6 | 166.4 | +17.7 |
| - | - | - | - | - | - |
| - | - | - | - | - | - |
| - | - | - | - | - | - |
| 2.2 | +41.9 | 7.7 | -8.7 | 10.0 | -0.8 |
| 1.9 | +30.8 | 8.4 | -4.0 | 10.4 | +1.1 |
| 0.6 | -39.6 | 4.8 | +11.0 | 5.5 | +1.4 |


| FYE March 2015 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change | $\begin{gathered} \text { Hl plan } \\ \text { achievement rate } \end{gathered}$ |  | YoY change | vs. Hl plan |  | YoY change |  |  | YoY change | $\begin{gathered} \text { vs. Full-year } \\ \text { plan } \end{gathered}$ |
|  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
| Net sales | 27.2 | -5.4 | 46.5 | 56.7 | -4.8 | -2.9 | 99.5 | +2.4 | 75.6 | 141.3 | +4.6 | +7.4 |
| Cost of sales | 11.9 | +0.5 | - | 25.2 | +0.1 | - | 42.6 | +3.6 | - | 63.7 | +9.1 | - |
| Gross profit | 15.2 | -9.6 | - | 31.5 | -8.4 | - | 56.8 | +1.6 | - | 77.6 | +1.2 | - |
| Selling, general and administrative expenses | 14.4 | -5.7 | - | 29.9 | -6.3 | - | 46.1 | -5.8 | - | 67.5 | -1.2 | - |
| Operating income | 0.8 | -47.6 | 83.5 | 1.5 | -35.0 | +58.4 | 10.7 | +52.6 | 141.1 | 10.0 | +20.6 | +32.6 |
| Ordinary income | 0.8 | -68.8 | 75.9 | 1.5 | -57.4 | +38.2 | 10.9 | +31.6 | 140.0 | 10.2 | +6.6 | +31.8 |
| Net income | 0.5 | -62.9 | 118.5 | 1.0 | -51.7 | +106.4 | 7.3 | +43.2 | 143.5 | 5.4 | -9.4 | +6.9 |


| Results -- FYE March 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \mathrm{H} 1 \\ (\mathrm{Q1}-\mathrm{Q} 2) \\ \hline \end{gathered}$ | YoY change | $\begin{gathered} \mathrm{H} 2 \\ (\mathrm{Q} 3-\mathrm{Q} 4) \\ \hline \end{gathered}$ | YoY change | Full-year | YoY change |
|  | \% |  | \% |  | \% |
| 56.7 | -4.8 | 84.5 | +12.0 | 141.3 | +4.6 |
| 25.2 | +0.1 | 38.4 | +15.9 | 63.7 | +9.1 |
| 31.5 | -8.4 | 46.1 | +9.0 | 77.6 | +1.2 |
| 29.9 | -6.3 | 37.6 | +3.4 | 67.5 | -1.2 |
| 1.5 | -35.0 | 8.4 | +43.5 | 10.0 | +20.6 |
| 1.5 | -57.4 | 8.7 | +44.1 | 10.2 | +6.6 |
| 1.0 | -51.7 | 4.3 | +14.0 | 5.4 | -9.4 |

A. Net Sales

| FYE March 2016 | Q1 |  |  | Q1-Q2 |  | Q1-Q3 |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change | ${ }_{\text {achievenen rate }}^{\text {Hel } \text { lam }}$ | YoY change | vs. H1 plan | YoY change | $\begin{aligned} & \text { Full-year plan } \\ & \text { achievement rate } \end{aligned}$ | YoY change | $\begin{array}{\|c\|} \text { vs. Full-year } \\ \text { plan } \end{array}$ |
| Fresh and Fermented Dairy | 125.0 | $\begin{array}{r} \hline \% \\ +5.7 \end{array}$ | $\begin{array}{r} \% \\ 50.4 \end{array}$ | \% | \% | \% | $\%$ | \% | \% |
| Processed Food | 48.1 | +0.0 | 48.7 |  |  |  |  |  |  |
| Confectionery | 34.9 | -0.3 | 49.6 |  |  |  |  |  |  |
| Nutritionals | 23.8 | +24.2 | 49.4 |  |  |  |  |  |  |
| Other | 83.5 | -0.6 | 49.3 |  |  |  |  |  |  |
| Elimination | -59.8 | - | - |  |  |  |  |  |  |


| (Billions of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Plan -- FYE March 2016 |  |  |  |  |  |
| $\begin{gathered} \mathrm{H} 1 \\ \begin{array}{c} (121-\mathrm{Q}) \\ \text { Revised Plan } \end{array} \\ \hline \end{gathered}$ | YoY change | $\underset{(\mathrm{Q} 3-\mathrm{Q} 4)}{\mathrm{H} 2}$ | YoY change | Full-year Revised Plan | YoY change |
|  | \% |  | \% |  | \% |
| 248.3 | +4.0 | 233.7 | -2.9 | 482.1 | +0.5 |
| 98.9 | -0.8 | 94.0 | -0.7 | 193.0 | -0.8 |
| 70.5 | +0.8 | 88.5 | -0.5 | 159.0 | +0.1 |
| 48.2 | +14.0 | 44.5 | +3.6 | 92.8 | +8.7 |
| 169.4 | +0.4 | 184.7 | +7.7 | 354.2 | +4.1 |
| -120.8 | - | -118.4 | - | -239.3 | - |


| FYE March 2015 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change | $\begin{gathered} \text { Hl plan } \\ \text { achievement rate } \end{gathered}$ |  | YoY change | vs. Hl plan |  | YoY change | $\begin{aligned} & \text { Full-year plan } \\ & \text { achievement rate } \end{aligned}$ |  | YoY change | $\begin{gathered} \text { vs. Full-year } \\ \text { plan } \end{gathered}$ |
|  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
| Fresh and Fermented Dairy | 118.3 | -2.6 | - | 238.7 | -2.9 | - | 359.4 | -1.4 | - | 479.4 | -0.4 | - |
| Processed Food | 48.1 | +0.9 | - | 99.7 | -0.4 | - | 151.5 | +0.1 | - | 194.5 | -0.3 | - - |
| Confectionery | 35.0 | +8.1 | - | 70.0 | +3.1 | - | 116.3 | +2.6 | - | 158.9 | +1.5 | - - |
| Nutritionals | 19.2 | -5.2 | - | 42.3 | -1.6 | - | 66.0 | -0.4 | - | 85.3 | -1.3 | - - |
| Other | 83.9 | +3.6 | - | 168.7 | +3.4 | - | 255.3 | +3.4 | - | 340.3 | +3.6 | $\bigcirc-$ |
| Elimination | -58.1 | - | - | -116.3 | 二 | - | -177.7 | - | - | -236.9 | - | - |


| Results -- FYE March 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\underset{(\mathrm{Q} 1-(2))}{\mathrm{H} 1}$ | YoY change | $\begin{gathered} \mathrm{H} 2 \\ (\mathrm{Q} 2-\mathrm{C} 4) \\ \hline \end{gathered}$ | YoY change | Full-year | YoY change |
|  | \% |  | \% |  | \% |
| 238.7 | -2.9 | 240.7 | +2.2 | 479.4 | -0.4 |
| 99.7 | -0.4 | 94.7 | -0.2 | 194.5 | -0.3 |
| 70.0 | +3.1 | 88.9 | +0.3 | 158.9 | +1.5 |
| 42.3 | -1.6 | 43.0 | -1.0 | 85.3 | -1.3 |
| 168.7 | +3.4 | 171.6 | +3.9 | 340.3 | +3.6 |
| -116.3 | - | -120.6 | - | -236.9 | - |


| FYE March 2014 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  | Results -- FYE March 2014 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change | $\begin{gathered} \text { Hl plan } \\ \text { achievement rate } \end{gathered}$ |  | YoY change | vs. H1 plan |  | YoY change | $\begin{aligned} & \text { Full-year plan } \\ & \text { achievement rate } \end{aligned}$ |  | Yo Y change | $\begin{gathered} \text { vs. Full-year } \\ \text { plan } \end{gathered}$ | $\begin{gathered} \mathrm{H} 1 \\ (\mathrm{Q1}-\mathrm{Q}) \\ \hline \end{gathered}$ | YoY change | $\begin{gathered} \mathrm{H} 2 \\ (\mathrm{Q} 3-\mathrm{C} 4) \\ \hline \end{gathered}$ | YoY change | Full-year | YoY change |
| Fresh and Fermented Dairy | 121.6 | \% | $\begin{gathered} \% \\ - \end{gathered}$ | 245.9 | $\begin{aligned} & \hline \% \\ & \hline \end{aligned}$ | $\begin{gathered} \% \\ - \\ \hline \end{gathered}$ | 364.6 | \% | $\begin{gathered} \% \\ - \\ \hline \end{gathered}$ | 481.4 | \% | \% | 245.9 | \% | 235.5 | \% | 481.4 | \% |
| Processed Food | 47.7 | - | - | 100.2 | - | - | 151.3 | - | - | 195.2 | - | - | 100.2 | - | 94.9 | - | 195.2 | - |
| Confectionery | 32.4 | - | - | 67.8 | - | - | 113.3 | - | - | 156.5 | - | - | 67.8 | - | 88.6 | - | 156.5 | - |
| Nutritionals | 20.2 | - | - | 43.0 | - | - | 66.3 | - | - | 86.5 | - | - | 43.0 | - | 43.4 | - | 86.5 | - |
| Other | 81.0 | - | - | 163.2 | - | - | 246.9 | - | - | 328.4 | - | - | 163.2 | - | 165.2 | - | 328.4 | - - |
| Elimination | -56.9 | - | - | -116.2 | - | - | -175.7 | - | - | -232.9 | - | -7 | -116.2 | - | -116.7 | - - | -232.9 | - |

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.

| FYE March 2016 | 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 | $\begin{aligned} & \text { Full-year plan } \\ & \text { achievement rate } \end{aligned}$ | YoY change | $\left\lvert\, \begin{gathered} \text { vs. Full-year } \\ \text { plan } \end{gathered}\right.$ |
| Fresh and Fermented Dairy | 9.2 | $\begin{array}{r} \hline \% \\ +35.8 \end{array}$ | $\begin{array}{\|r\|} \hline \% \\ 53.0 \end{array}$ | \% | \% | \% | $\%$ | \% | 9 |
| Processed Food | 1.4 | +371.7 | 41.4 |  |  |  |  |  |  |
| Confectionery | 1.7 | $\Delta 41.9$ | 75.7 |  |  |  |  |  |  |
| Nutritionals | 2.4 | +173.4 | 60.5 |  |  |  |  |  |  |
| Other | 0.4 | - | 104.1 |  |  |  |  |  |  |
| Elimination and Corporate expenses | -1.0 | - | - |  |  |  |  |  |  |


| (Billions of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Plan -- FYE March 2016 |  |  |  |  |  |
| $\begin{gathered} \mathrm{H} 1 \\ \substack{(\text { (el-Q2) } \\ \text { Revised Plan }} \\ \hline \end{gathered}$ | YoY change | $\underset{(\mathrm{Q} 3-\mathrm{Q} 4)}{\mathrm{H} 2}$ | YoY change | Full-year Revised Plan | YoY change |
|  | \% |  | \% |  | \% |
| 17.4 | +31.8 | 15.3 | +1.2 | 32.7 | +15.4 |
| 3.3 | +106.7 | 2.1 | +9.4 | 5.4 | +54.3 |
| 2.3 | -11.6 | 6.9 | +0.4 | 9.2 | -3.0 |
| 4.0 | +67.1 | 2.3 | +7.1 | 6.3 | +39.0 |
| 0.4 | +1,135.2 | 1.4 | +278.6 | 1.8 | +360.1 |
| -2.9 | - | -2.7 | - | -5.6 |  |


| FYE March 2015 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change |  |  | YoY change | vs. Hl plan |  | YoY change |  |  | YoY change | $\begin{gathered} \text { vs. Full-year } \\ \text { plan } \end{gathered}$ |
| Fresh and Fermented Dairy | 6.7 | $\begin{array}{r} \hline \% \\ -3.1 \end{array}$ | \% | 13.2 | $\begin{array}{r} \% \\ +16.9 \end{array}$ | \% | 20.5 | $\begin{array}{r} \% \\ +24.5 \end{array}$ | \% | 28.3 | \% +25.2 | \% |
| Processed Food | 0.2 | -41.4 | - | 1.6 | -3.1 | - | 3.1 | +14.9 | - | 3.5 | +59.5 | - |
| Confectionery | 3.0 | +1,929.5 | - | 2.6 | +566.8 | - | 7.5 | +48.1 | - | 9.5 | +67.1 | - |
| Nutritionals | 0.9 | +133.2 | - | 2.4 | +89.4 | - | 4.4 | +40.7 | - | 4.6 | +66.4 | - - |
| Other | -0.2 | - | - | 0.0 | -88.1 | - | 0.4 | - | - | 0.4 | - | - |
| Elimination and Corporate expenses | -0.9 | - | - | -2.5 | - | - | -3.8 | - | - | -4.7 |  | - |


| Results -- FYE March 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \mathrm{H} 1 \\ (\mathrm{Q1}-\mathrm{Q} 2) \\ \hline \end{gathered}$ | YoY change | $\begin{gathered} \mathrm{H} 2 \\ (03-04) \\ \hline \end{gathered}$ | YoY change | Full-year | YoY change |
|  | \% |  | \% |  | \% |
| 13.2 | +16.9 | 15.1 | +33.5 | 28.3 | +25.2 |
| 1.6 | -3.1 | 1.9 | +256.2 | 3.5 | +59.5 |
| 2.6 | +566.8 | 6.8 | +29.8 | 9.5 | +67.1 |
| 2.4 | +89.4 | 2.1 | +46.2 | 4.6 | +66.4 |
| 0.0 | -88.1 | 0.3 | - | 0.4 | - |
| -2.5 | - | -2.2 | - | -4.7 | - |


| FYE March 2014 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  | Results -- FYE March 2014 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change |  |  | YoY change | vs. HI plan |  | YoY change | $\begin{aligned} & \text { Full-year plan } \\ & \text { achievement rate } \end{aligned}$ |  | YoY change | $\begin{gathered} \text { vs. Full-year } \\ \text { plan } \\ \hline \end{gathered}$ | $\begin{gathered} \mathrm{H} 1 \\ (\mathrm{Q} 1-\mathrm{Q} 2) \\ \hline \end{gathered}$ | YoY change | $\begin{gathered} \mathrm{H} 2 \\ (03-04) \end{gathered}$ | YoY change | Full-year | YoY change |
| Fresh and Fermented Dairy | 7.0 | $\begin{gathered} \hline \\ \hline \end{gathered}$ | $\begin{array}{\|c\|} \hline \% \\ \hline \end{array}$ | 11.3 | \% | $\begin{gathered} \hline \% \\ - \end{gathered}$ | 16.4 | \% | $\%$ | 22.6 | \% | \% | 11.3 | \% | 11.3 | - | 22.6 | \% |
| Processed Food | 0.5 | - | - | 1.6 | - | - | 2.7 | - | - | 2.2 | - | - | 1.6 | - | 0.5 | - | 2.2 | - |
| Confectionery | 0.1 | - | - | 0.3 | - | - | 5.0 | - | - | 5.6 | - | - | 0.3 | - | 5.3 | - | 5.6 | - - |
| Nutritionals | 0.3 | - | - | 1.2 | - | - | 3.1 | - | - | 2.7 | - | - | 1.2 | - | 1.4 | - | 2.7 | - |
| Other | 0.1 | - | - | 0.3 | - | - | -0.2 | - | - | -2.0 | - | - | 0.3 | - | -2.3 | - | -2.0 | - |
| Elimination and Corporate expenses | -0.6 | - | - | -1.6 | 二 | - | -2.5 | - | - | -3.0 | - | - | -1.6 | - | -1.4 | - | -3.0 | - |

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.

## Ineifi Meiji Holdings Co.,Ltd

(Billions of yen)

|  | Q1 |  |  | Q1-Q2 |  | Q1-Q3 |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FYE March 2016 |  | YoY change |  | YoY change | vs. H1 plan | YoY change |  | YoY change | $\begin{gathered} \text { vs. Full-year } \\ \text { plan } \end{gathered}$ |
| Ethical Pharmaceuticals | 34.0 | \% +38.7 | \% 49.5 | \% | \% | \% | \% | \% | $\%$ |
| Agricultural Chemicals and Veterinary Drugs | 3.6 | +35.8 | 49.2 |  |  |  |  |  |  |


| (Billions of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Plan -- FYE March 2016 |  |  |  |  |  |
| $\begin{gathered} \mathrm{H} 1 \\ (\mathrm{Q} 1-\mathrm{Q} 2) \\ \hline \end{gathered}$ | YoY change | $\underset{(\mathrm{Q} 3-\mathrm{Q} 4)}{\mathrm{H} 2}$ | YoY change | Full-year | YoY change |
|  | \% |  | \% |  | \% |
| 68.8 | +35.1 | 75.5 | +6.6 | 144.4 | +18.5 |
| 7.3 | +27.1 | 14.7 | +7.4 | 22.0 | +13.2 |


| FYE March 2015 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change |  |  | YoY change | vs. H1 plan |  | YoY change | $\begin{aligned} & \text { Full-year plan } \\ & \text { achievement rate } \end{aligned}$ |  | YoY change | $\begin{gathered} \text { vs. Full-year } \\ \text { plan } \end{gathered}$ |
| Ethical Pharmaceuticals | 24.5 | \% -6.4 | \% | 51.0 | \% ${ }^{\text {\% }}$ | $\begin{gathered} \hline \% \\ - \end{gathered}$ | 89.8 | $\%$ +4.1 | \% | 121.8 | $\%$ +7.3 | \% |
| Agricultural Chemicals and Veterinary Drugs | 2.6 | +3.4 | - | 5.7 | -17.6 | - | 9.6 | -11.4 | - | 19.4 | -9.7 | - - |


| Results -- FYE March 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { H1 } \\ (\mathrm{Q} 1-\mathrm{Q} 2) \end{gathered}$ | YoY change | $\begin{gathered} \mathrm{H} 2 \\ (\mathrm{Q} 3-\mathrm{Q} 4) \\ \hline \end{gathered}$ | YoY change | Full-year | YoY change |
| 51.0 | \% ${ }^{\%}$ | 70.8 | $\%$ +16.3 | 121.8 | $\%$ +7.3 |
| 5.7 | -17.6 | 13.7 | -5.9 | 19.4 | -9.7 |

## 3. Analysis of Operating Income

1. Results

|  | Q1 |  |  |  | $\begin{gathered} \begin{array}{c} \text { Consolidated } \\ \text { Total } \end{array} \\ \hline \end{gathered}$ | Q1-Q2 |  |  | $\begin{gathered} \begin{array}{c} \text { Consolidated } \\ \text { Total } \end{array} \\ \hline \end{gathered}$ | Q1-Q3 |  |  | $\begin{gathered} \text { Consolidated } \\ \text { Total } \end{gathered}$ | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Consolidated } \\ \text { Total } \end{gathered}$ | Food | Pharma | Other |  | Food | Pharma | Other |  | Food | Pharma | Other |  | Food | Pharma | Other |
| Q1 Results -- FYE March 2015 | 10.7 | 9.8 | 0.8 | 0.1 |  |  |  |  |  |  |  |  |  |  |  |  |
| Due to increased/decreased sales | +5.6 | +3.7 | +1.9 | - |  |  |  |  |  |  |  |  |  |  |  |  |
| Costs of goods sold increase | -4.1 | -4.1 | 0.0 | - |  |  |  |  |  |  |  |  |  |  |  |  |
| Cost reduction | +3.9 | +3.5 | +0.4 | - |  |  |  |  |  |  |  |  |  |  |  |  |
| Changes in other SG\&A expenses | -0.2 | +0.6 | -0.8 | - |  |  |  |  |  |  |  |  |  |  |  |  |
| Other (incl. change in results of subsidiaries) | +0.9 | +0.8 | +0.2 | -0.1 |  |  |  |  |  |  |  |  |  |  |  |  |
| Total change | +6.1 | +4.5 | +1.7 | -0.1 |  |  |  |  |  |  |  |  |  |  |  |  |
| Q1 Results -- FYE March 2016 | 16.8 | 14.3 | 2.5 | 0.0 |  |  |  |  |  |  |  |  |  |  |  |  |


2. Plan -- FYE March 2016
(Breakdown)
*1: [Food] "Cost reduction" includes price revision of products, net content reduction of products,
decrease in volume of price-revised products, or increase in sales promotion expenses for price-revised produc Fresh and Fermented Dairy business: +1.1
-Processed Food business: +1.9

|  | H1 (Q1-Q2)Revised Plan |  |  |  | H2 (Q3-Q4) |  |  |  | Full-year Revised Plan |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Consolidated <br> Tota | Food | Pharma | Other | Consolidated <br> Total | Food | Pharma | Other | Consolidated <br> Total | Food | Pharma | Other |
| Results -- FYE March 2015 | 18.9 | 17.4 | 1.5 | 0.0 | 32.5 | 24.2 | 8.4 | -0.1 | 51.5 | 41.6 | 10.0 | -0.1 |
| Due to increased/decreased sales | +4.5 | +3.0 | +1.5 | - | +2.4 | +1.1 | +1.3 | - | +6.9 | +4.1 | +2.8 | - |
| Costs of goods sold increase | -6.2 | -6.2 | 0.0 | - | -5.3 | -5.3 | 0.0 | - | -11.5 | -11.5 | 0.0 | - |
| Cost reduction | +9.5 | +8.4 | +1.1 | - | +6.3 | +6.2 | +0.1 | - | +15.8 | +14.6 | +1.2 | - |
| Changes in other SG\&A expenses | -1.8 | +0.9 | -2.7 | - | -0.7 | -1.0 | +0.3 | - | -2.5 | -0.1 | -2.4 | - |
| Other (incl. change in results of subsidiaries) | +2.0 | +1.1 | +0.8 | +0.1 | -2.3 | 0.0 | -2.4 | +0.1 | -0.3 | +1.1 | -1.6 | +0.2 |
| Total change | +8.0 | +7.2 | +0.7 | +0.1 | +0.4 | +1.0 | -0.7 | +0.1 | +8.4 | +8.2 | 0.0 | +0.2 |
| Plan -- FYE March 2016 | 27.0 | 24.7 | 2.2 | 0.1 | 33.0 | 25.3 | 7.7 | 0.0 | 60.0 | 50.0 | 10.0 | 0.0 |


| FYE March 2016 | As of Jun, 30 |  | As of Sep. 30 | As of Dec. 31 | As of Mar. 31 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change from the previous fiscal year en | Change from the previous fiscal year en | Change from the previous fiscal year end | Change from the previous fiscal year end |
|  |  | \% | \% | $\%$ | \% |
| Current assets | 350.3 | -0.5 |  |  |  |
| Fixed assets | 510.2 | -2.9 |  |  |  |
| Total liabilities | 461.1 | -7.2 |  |  |  |
| Current liabilities | 261.2 | -12.5 |  |  |  |
| Long-term liabilities | 199.8 | +0.7 |  |  |  |
| Total net assets | 399.4 | +5.0 |  |  |  |
| Shareholders' equity | 360.2 | +5.2 |  |  |  |
|  | 200.3 | -9.5 |  |  |  |
|  | 601.1 | -0.1 |  |  |  |
|  | 200.3 | -2.5 |  |  |  |


|  | As of Jun, 30 |  | As of Sep. 30 |  | As of Dec. 31 |  | As of Mar. 31 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FYE March 2015 |  | Change from the previous fiscal year end |  | $\begin{array}{c}\text { Change from } \\ \text { the previous } \\ \text { fiscal year end }\end{array}$ |  | Change from the previous the previous fiscal year end |  | Change from the previous fiscal year end |
|  |  | \% |  | \% |  | \% |  | \% |
| Total assets | 782.7 | -1.4 | 793.7 | +1.5 | 849.2 | +3.3 | 877.3 | +12.6 |
| Current assets | 326.6 | -4.4 | 333.5 | +2.7 | 373.3 | +4.8 | 352.0 | +7.0 |
| Fixed assets | 456.0 | +0.8 | 460.2 | +0.7 | 475.8 | +2.1 | 525.3 | +16.6 |
| Total liabilities | 449.4 | -3.5 | 453.1 | +1.1 | 485.9 | +1.1 | 497.0 | +10.1 |
| Current liabilities | 257.3 | -15.7 | 259.8 | -5.7 | 289.7 | -5.3 | 298.5 | +14.2 |
| Long-term liabilities | 192.0 | +19.6 | 193.2 | +12.1 | 196.2 | +12.3 | 198.4 | +4.5 |
| Total net assets | 333.3 | +1.5 | 340.6 | +2.0 | 363.2 | +6.3 | 380.3 | +15.9 |
| Shareholders' equity | 321.9 | +4.2 | 327.1 | +4.8 | 341.1 | +7.1 | 342.4 | +7.6 |
| O Consolidated interest bearing debt | 207.9 | -6.8 | 196.6 | -4.4 | 200.9 | -5.0 | 221.4 | +11.6 |
| 或 Food segment assets | 569.7 | -3.1 | 583.4 | +1.0 | 617.4 | +2.5 | 601.9 | +6.7 |
| $\approx$ Pharmaceuticals segment assets | 149.0 | +3.2 | 147.9 | +2.3 | 167.1 | +7.9 | 205.4 | +33.1 |

(Billions of yen)

| (Billions of yen) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |

## 6. Financial Indicators

|  | $\begin{aligned} & \text { FYE March } 2012 \\ & \text { Full-year } \end{aligned}$ | $\begin{gathered} \text { FYE March } 2013 \\ \text { Full-year } \end{gathered}$ | $\begin{gathered} \text { FYE March } 2014 \\ \text { Full-year } \end{gathered}$ | $\begin{gathered} \text { FYE March } 2015 \\ \text { Full-year } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Consolidated net sales | 1,109.2 billion yern | 1,126.5 billion yen | 1,148.0 billion yen | 1,161.1 billion yen |
| Consolidated operating income | 20.1 billion yen | 25.8 billion yer | 36.4 billion yer | 51.5 billion yeer |
| Operating income ratio | 1.8 \% | 2.3 \% | 3.2 \% | 4.4 \% |
| EBITDA | 61.3 billion yen | 66.8 billion yer | 77.6 billion yer | 94.0 billion yeef |
| EBITDA margin | 5.5 \% | 5.9 \% | 6.8 \% | 8.1 \% |
| Consolidated net income | 6.8 billion yer | 16.6 billion yer | 19.0 billion yer | 30.8 billion yer |
| Net income ratio | 0.6 \% | 1.5 \% | 1.7 \% | 2.7 \% |
| Total assets | 749.9 billion yer | 785.5 billion yer | 779.4 billion yer | 877.3 billion yer |
| Interest bearing debt | 205.2 billion yer | 205.3 billion yer | 198.3 billion yen | 221.4 billion yer |
| Shareholders' equity | 291.5 billion yer | 313.3 billion yer | 320.4 billion yer | 370.3 billion yeer |
| Shareholders' equity ratio | 38.9 \% | 39.9 \% | 41.1 \% | 42.2 \% |
| Debt/Equity ratio | 0.7 \% | 0.7 \% | 0.6 \% | 0.6 \% |
| ROA | 3.0 \% | 3.8 \% | 5.0 \% | 6.5 \% |
| ROE | 2.3 \% | $5.5 \%$ | 6.0 \% | 8.9 \% |
| Cash flows from operating activities | 30.5 billion yen | 50.6 billion yer | 63.8 billion yer | 86.4 billion yen |
| Cash flows from investing activities | -44.3 billion yer | -39.5 billion yer | -47.2 billion yen | -92.8 billion yer |
| Free cash flows | -13.7 billion yer | 11.1 billion yer | 16.5 billion yer | -6.3 billion yeef |
| Net income per share | 92.38 yen | 225.98 yen | 258.79 yen | 419.58 yen |
| Net assets per share | 3,958.24 yen | $4,254.56$ yen | $4,351.96$ yen | 5,030.51 yen |
| Cash flow per share | 647.20 yen | 780.20 yen | 815.27 yen | 988.55 yen |
| Cash dividends per share | 80.00 yen | 80.00 yen | 80.00 yen | 100.00 yen |
| Dividend payout ratio | 86.6 \% | 35.4 \% | 30.9 \% | 23.8 \% |
| Price/Earnings ratio--PER | 39.1 times | 19.3 times | 25.2 times | 34.9 times |
| Price/Book value ratio--PBR | 0.90 times | 1.00 times | 1.50 times | 2.90 times |
| Price/Cash flow ratio--PCFR | 5.60 times | 5.60 times | 8.00 times | 14.80 times |

Op. income + Depreciation and amortization + Good-will

## Ordinary income/Average net assets

Net income/Average shareholders' equity

Cash flows from operating activities + Cash flows from investing activities
Net income / (Number of shares outstanding - Number of treasury stock)
(Total net assets - Minority interests) / (Number of shares outstanding - Number of treasury stock)
(Net income + Depreciation and Amortization) / (Number of shares outstanding - Number of treasury stock)

Year-end stock price/Net income per share
Year-end stock price/Net assets per share
Year-end stock price/Cash flow per share

|  | Q1 |  |  | Q1-Q2 |  | Q1-Q3 |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FYE March 2016 |  | Yoy Change | $\begin{gathered} \text { H1 Plan } \\ \text { Achievement Rate } \end{gathered}$ | YoY Change | vs. Hl Plan | YoY Change | $\begin{aligned} & \text { Full-year Plan } \\ & \text { Achievement Rate } \end{aligned}$ | Yoy Change | $\begin{array}{\|c} \mid \text { vs. Full-year } \\ \text { Plan } \end{array}$ |
|  |  | \% | \% | \% | $\%$ | \% | \% | \% | $\stackrel{9}{8}$ |
| Yogurt | 21.4 | +5.2 | 50.7 |  |  |  |  |  |  |
| Meiji Bulgaria Yogurt | 19.4 | +4.6 | 50.7 |  |  |  |  |  |  |
| Probiotic yogurts | 23.5 | +22.7 | 51.6 |  |  |  |  |  |  |
| Drinking milk | 27.6 | +1.4 | 49.8 |  |  |  |  |  |  |
| Meiji Oishiil Gyunyu | 14.3 | +5.6 | 49.8 |  |  |  |  |  |  |
| Cheese | 8.2 | +1.3 | 50.5 |  |  |  |  |  |  |
| Meiji Hokkaido Tokachi series | 3.0 | +12.8 | 50.5 |  |  |  |  |  |  |
| Ice cream | 13.2 | +6.9 | 44.8 |  |  |  |  |  |  |
| Chocolate | 18.8 | +2.2 | 49.6 |  |  |  |  |  |  |
| Nutritional products | 12.0 | +15.4 | 49.6 |  |  |  |  |  |  |
| Sports nutrition | 4.3 | +48.5 | 51.9 |  |  |  |  |  |  |


| FYE March 2015 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY Change | $\begin{gathered} \text { Hl Plan } \\ \text { Achievement } R \end{gathered}$ |  | Yoy Change | vs. H1 Plan |  | YoY Change | $\begin{aligned} & \text { Full-year Plan } \\ & \text { Achievement Rate } \end{aligned}$ |  | Yoy Change | $\begin{gathered} \text { vs. Full-year } \\ \text { Plan } \end{gathered}$ |
|  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
| Yogurt | 20.3 | $\Delta 6.7$ | 45.1 | 40.2 | $\Delta 5.8$ | $\Delta 11.1$ | 59.0 | $\triangle 3.8$ | 75.3 | 78.2 | $\Delta 2.6$ | $\Delta 0.3$ |
| Meiji Bulgaria Yogurt | 18.6 | $\Delta 6.2$ | 47.0 | 36.8 | $\triangle 5.4$ | $\Delta 7.2$ | 54.0 | $\Delta 3.3$ | 75.7 | 71.6 | $\Delta 2.1$ | +0.3 |
| Probiotic yogurts | 19.1 | +15.2 | 52.1 | 39.0 | +19.3 | +6.0 | 61.5 | +19.6 | 74.1 | 87.2 | +17.4 | +5.1 |
| Drinking milk | 27.2 | +0.3 | 47.8 | 55.4 | $\Delta 0.6$ | $\Delta 2.8$ | 82.3 | $\Delta 0.7$ | 83.6 | 107.3 | $\Delta 0.3$ | +9.0 |
| Meiji Oishii Gyunyu | 13.6 | +5.8 | 50.1 | 28.6 | +4.7 | +5.5 | 42.1 | +5.0 | 80.1 | 55.0 | +5.7 | +4.6 |
| Cheese | 8.1 | +8.7 | 52.2 | 16.1 | +7.4 | +3.8 | 25.6 | +7.6 | 79.0 | 33.7 | +6.3 | +4.2 |
| Meiji Hokkaido Tokachi series | 2.6 | +8.6 | 49.7 | 5.3 | +6.3 | $\Delta 1.3$ | 8.8 | +11.2 | 79.3 | 11.7 | +10.2 | +4.8 |
| Ice cream | 12.3 | +5.1 | - | 27.8 | +0.2 | - | 36.4 | +0.7 | - | 44.1 | +2.2 | - |
| Chocolate | 18.4 | +9.5 | 50.3 | 37.4 | +6.8 | +2.1 | 66.4 | +6.1 | 73.2 | 92.8 | +4.5 | +2.3 |
| Nutritional products | 10.4 | +3.0 | - | 22.2 | +6.5 | - | 35.3 | +6.0 | - | 46.3 | +5.7 | - |
| Sports nutrition | 2.9 | $\triangle 22.6$ | 40.8 | 6.5 | $\Delta 12.5$ | $\Delta 8.2$ | 9.5 | $\Delta 8.7$ | 76.7 | 12.4 | $\Delta 10.5$ | $\Delta 0.4$ |

Note: Beginning with the first three months of FYE March 2016, the ice cream business disclosure method was changed to reflect the total for both consumer and commercial sales.
Results from FYE March 2015 were adjusted retroactively to reflect this method.

| (Billions of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Plan -- FYE March 2016 |  |  |  |  |  |
| $\begin{gathered} \mathrm{H} 1 \\ \begin{array}{c} (\text { Q1-Q2) } \\ \text { Revised Plan } \end{array} \\ \hline \end{gathered}$ | YoY Change | $\begin{gathered} \mathrm{H} 2 \\ (\mathrm{Q} 3-\mathrm{Q} 4) \\ \hline \end{gathered}$ | YoY Change | Full-year Revised Plan $\qquad$ | YoY Change |
|  | \% |  | \% |  | \% |
| 42.2 | +5.0 | 36.6 | -3.4 | 78.9 | +1.0 |
| 38.4 | +4.4 | 32.7 | -6.0 | 71.1 | -0.7 |
| 45.6 | +16.9 | 51.8 | +7.5 | 97.4 | +11.7 |
| 55.4 | -0.0 | 47.8 | -7.9 | 103.2 | -3.9 |
| 28.8 | +0.6 | 25.4 | -3.7 | 54.2 | -1.4 |
| 16.3 | +1.0 | 17.4 | -0.7 | 33.8 | +0.1 |
| 5.9 | +12.3 | 5.9 | -7.3 | 11.8 | +1.6 |
| 29.5 | +6.2 | 16.9 | +3.7 | 46.5 | +5.3 |
| 38.0 | +1.6 | 54.8 | -1.1 | 92.8 | -0.0 |
| 24.3 | +9.6 | 24.7 | +2.9 | 49.1 | +6.1 |
| 8.3 | +26.9 | 6.1 | +4.6 | 14.4 | +16.4 |


| Plan -- FYE March 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \mathrm{H} 1 \\ (\mathrm{Q} 1-(\mathrm{Q}) \\ \hline \end{gathered}$ | YoY Change | $\begin{gathered} \mathrm{H} 2 \\ (\mathrm{Q} 3-04) \\ \hline \end{gathered}$ | YoY Change | Full-year | YoY Change |
|  | \% |  | \% |  | \% |
| 40.2 | -5.8 | 37.9 | +1.1 | 78.2 | -2.6 |
| 36.8 | -5.4 | 34.8 | +1.7 | 71.6 | -2.1 |
| 39.0 | +19.3 | 48.2 | +15.8 | 87.2 | +17.4 |
| 55.4 | -0.6 | 51.9 | +0.0 | 107.3 | -0.3 |
| 28.6 | +4.7 | 26.4 | +6.9 | 55.0 | +5.7 |
| 16.1 | +7.4 | 17.5 | +5.3 | 33.7 | +6.3 |
| 5.3 | +6.3 | 6.3 | +13.7 | 11.7 | +10.2 |
| 27.8 | +0.2 | 16.3 | +5.6 | 44.1 | +2.2 |
| 37.4 | +6.8 | 55.3 | +3.0 | 92.8 | +4.5 |
| 22.2 | +6.5 | 24.1 | +4.9 | 46.3 | +5.7 |
| 6.5 | -12.5 | 5.8 | -8.2 | 12.4 | -10.5 |



| (Billions of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Plan -- FYE March 2016 |  |  |  |  |  |
| $\begin{gathered} \mathrm{H} 1 \\ (\mathrm{Q} 1-(\mathrm{Q}) \end{gathered}$ | YoY Change | $\begin{gathered} \mathrm{H} 2 \\ (\mathrm{Q} 3-\mathrm{Q4}) \\ \hline \end{gathered}$ | YoY Change | Full-year | YoY Change |
|  | \% |  | \% |  | \% |
| 25.7 | +10.3 | 28.4 | +1.8 | 54.1 | +5.7 |
| 6.0 | +0.7 | 6.8 | -12.6 | 12.8 | -6.8 |
| 1.0 | +46.8 | 1.5 | +11.4 | 2.5 | +23.7 |
| 9.2 | +30.2 | 10.3 | +18.3 | 19.5 | +23.6 |
| 21.9 | +23.6 | 23.4 | +17.5 | 45.3 | +20.4 |
| 2.8 | +15.4 | 2.9 | +8.3 | 5.7 | +11.7 |
| 2.2 | +35.1 | 2.5 | +46.0 | 4.7 | +40.7 |
| 18.7 | +5.6 | 20.6 | -3.3 | 39.3 | +0.8 |
| 16.4 | +19.2 | 17.8 | +15.5 | 34.2 | +17.2 |
| 0.6 | -9.7 | 1.2 | +122.2 | 1.9 | +48.1 |
| 0.5 | +66.1 | 7.1 | +20.3 | 7.7 | +22.6 |


| FYE March 2015 |  | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YoY Change | $\begin{gathered} \text { HI Plan } \\ \text { Achievement Rate } \end{gathered}$ |  | YoY Change | s. HI Plan |  | YoY Change | ear Plan |  | YoY Change | $\begin{aligned} & \text { 5. Full-year } \\ & \text { Plan } \end{aligned}$ |
|  |  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
|  | Total brand name drugs | 11.3 | -20.2 | 49.3 | 23.3 | -14.1 | +1.1 | 38.9 | -12.5 | 76.0 | 51.2 | -13.0 | $\Delta 0.1$ |
|  | MEIACT | 3.1 | -22.2 | 52.4 | 5.9 | -19.5 | $\Delta 0.7$ | 10.5 | -17.6 | 78.5 | 13.7 | -15.7 | +2.3 |
|  | ORAPENEM | 0.3 | -34.9 | 27.8 | 0.7 | -21.0 | $\triangle 45.0$ | 1.4 | -9.4 | 65.6 | 2.0 | -10.6 | $\triangle 6.3$ |
|  | REFLEX | 2.9 | -21.5 | 42.2 | 7.0 | -6.8 | +0.9 | 11.8 | -2.3 | 70.8 | 15.7 | -5.6 | $\triangle 5.7$ |
|  | Total generic drugs | 8.7 | +15.4 | 50.6 | 17.7 | +17.1 | +2.1 | 28.3 | +15.5 | 76.2 | 37.6 | +17.1 | +1.2 |
|  | AMLODIPINE | 1.2 | +16.5 | 53.3 | 2.4 | +18.4 | +7.4 | 3.8 | +17.8 | 75.0 | 5.1 | +18.2 | $\triangle 0.2$ |
|  | DONEPEZIL | 0.7 | +38.7 | 39.2 | 1.6 | +37.9 | $\triangle 18.6$ | 2.5 | +28.5 | 65.3 | 3.8 | +27.2 | $\triangle 14.4$ |
| (By field | Total infectious diseases* | 8.9 | -14.7 | 51.2 | 17.7 | -10.7 | +1.0 | 29.9 | -10.1 | 79.2 | 39.0 | -9.3 | +3.5 |
|  | Total CNS disorders* | 6.3 | -13.2 | 46.5 | 13.7 | -5.1 | +1.2 | 22.2 | -3.5 | 73.1 | 29.2 | -4.7 | $\triangle 3.9$ |
| Export | MEIACT | 0.3 | +135.5 | 31.4 | 0.7 | +60.5 | $\triangle 28.3$ | 1.2 | +56.9 | 76.7 | 1.3 | -17.5 | $\triangle 18.8$ |
| Agric. | ORYZEMATE | 0.2 | -54.1 | 56.0 | 0.3 | -63.0 | $\triangle 26.0$ | 0.9 | -51.6 | 13.6 | 6.2 | -17.6 | $\Delta 6.1$ |


| Plan -- FYE March 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \mathrm{H} 1 \\ (\mathrm{Q} 1-\mathrm{Q} 2) \\ \hline \end{gathered}$ | YoY Change | $\begin{gathered} \mathrm{H} 2 \\ (033-04) \\ \hline \end{gathered}$ | YoY Change | Full-year | YoY Change |
|  | \% |  | \% |  | \% |
| 23.3 | -14.1 | 27.9 | -12.2 | 51.2 | -13.0 |
| 5.9 | -19.5 | 7.7 | -12.6 | 13.7 | -15.7 |
| 0.7 | -21.0 | 1.3 | -3.9 | 2.0 | -10.6 |
| 7.0 | -6.8 | 8.7 | -4.6 | 15.7 | -5.6 |
| 17.7 | +17.1 | 19.9 | +17.1 | 37.6 | +17.1 |
| 2.4 | +18.4 | 2.6 | +17.9 | 5.1 | +18.2 |
| 1.6 | +37.9 | 1.7 | +18.4 | 3.8 | +27.2 |
| 17.7 | -10.7 | 21.3 | -8.1 | 39.0 | -9.3 |
| 13.7 | -5.1 | 15.4 | -4.4 | 29.2 | -4.7 |
| 0.7 | +60.5 | 0.5 | -49.1 | 1.3 | -17.5 |
| 0.3 | -63.0 | 5.9 | +11.8 | 6.2 | -17.6 |

Note: Total for brand name and generic drugs in the infectious diseases and the CNS disorders fields
8. Other

1. (Ref.) Net Sales of Exports and Foreign Consolidated Group Companies

| FYE March 2016 | Q1 |  |  | Q1-Q2 |  | Q1-Q3 |  | Full-year |  | Plan -- FYE March 2016 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Yoy Change |  | YoY Change | vs. Hl Plan | YoY Change |  | Yoy Change | $\begin{array}{\|c\|} \hline \text { vs. Full-year } \\ \text { Plan } \end{array}$ | $\underset{\substack{\text { (el-Q2) } \\ \text { Revised Plan }}}{\text { (1) }}$ | YoY Change | $\underset{(\mathrm{Q} 3-\mathrm{Q} 4)}{\mathrm{H} 2}$ | YoY Change | Full-year Revised Plan | YoY Change |
| Food segment | 8.4 | \% +21.4 | \% 44.9 | \% | \% | \% | $\%$ | \% | \% | 18.8 | \% +39.8 | 22.2 | $\%$ +27.7 | 41.0 | $\%$ +32.8 |
| Pharmaceuticals segment | 10.1 | +176.1 | 50.8 |  |  |  |  |  |  | 19.9 | +155.8 | 20.6 | +39.7 | 40.6 | +79.8 |


| FYE March 2015 | Results <br> Full-year <br> YoY Change |  |
| :--- | ---: | ---: |
| Food segment | 30.8 | +12.7 |
| Pharmaceuticals segment | 22.5 | +38.0 |

Note: Net sales for export business and foreign group companies sub

Note: Net sales for export business and foreign group companies subject to consolidation provided as reference (simple total).
2. List of New Products Under Development

| Stage | Name | Type | Efficacy Classification | Notes |
| :---: | :---: | :---: | :---: | :---: |
| Approval | LASERPHYRIN® (Talaporfin) | Injection | Esophageal cancer treatment (Additional indications) | Approved on May 26, 2015. |
| Application | ME2136 (Asenapine) | Sublingual tablet | Antipsychotic | In-license: Merck Sharp\&Dohme B.V. (Netherland) |
| Phase III | 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 | Licensed out to F.Hoffman La Roche (Switzerland) |

## 9. Reference

1. Partial reclassification of the business divisions within the Food segment

The reclassifications occurred due to the re-organization at Meiji Co., Ltd., which was implemented in April 2015, and they are effective from the current fiscal year ending March $31,2016$. Along with these changes, figures to be presented in business plans and actual operating results for the current fiscal period and after are on the basis of the new classification.
Also, in the disclosure materials for the current fiscal year, actual operating results for the fiscal year ended March 31, 2014 and 2015 are presented by applying the new classification Please note that there were no changes in the pharmaceuticals segment.

## Food Segment


Healthcare and Nutritionals business (*3) Sports nutrition, healthcare products, OTC drugs, infant formula, enteral formula, etc.

## Other business

Overseas, food stuffs, livestock products,
sugar and corn sweeteners, transportation, etc.

Nutritionals business
Sports nutrition, infant formula, enteral formula, beauty supplement, OTC drugs, etc

## Other business <br> Overseas, food stuffs, livestock products, <br> sugar and corn sweeteners, transportation, etc.

(*1) "Fresh dairy" under Dairy Business has been changed to "Fresh and Fermented Dairy Business."
(*2) "Processed food" under Dairy Business and "Ice Cream" under Confectionery Business have been integrated into the newly established Processed Food Business.
(*3) "Health and Nutritionals" has been changed to "Nutritionals."

## Pharmaceuticals Segment

Ethical pharmaceuticals, agricultural chemicals,
veterinary drugs, etc.

| FYE March 2015 |  | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YoY change | ${ }_{\text {achiement }}^{\text {Hentate }}$ |  | YoY change | vs. Hi plan |  | YoY change |  |  | YoY change | $\begin{gathered} \text { vs. Full-year } \\ \text { plan } \end{gathered}$ |
| $\left\lvert\, \begin{aligned} & \text { ㅎ } \\ & \vdots \\ & 0 \\ & \hline \end{aligned}\right.$ |  |  | \% | \% |  | \% | \% |  | \% | $\%$ |  | \% | \% |
|  | Dairy | 155.4 | -2.2 | 49.7 | 313.3 | -2.5 | +0.1 | 478.3 | -1.2 | 76.6 | 634.8 | -0.6 | +1.6 |
|  | Confectionery | 46.1 | +7.8 | 47.8 | 95.2 | +2.5 | -1.5 | 148.9 | +2.5 | 75.9 | 198.1 | +1.9 | +0.9 |
|  | Healthcare and Nutritionals | 19.2 | -5.2 | 45.6 | 42.3 | -1.6 | +0.6 | 66.0 | -0.4 | 77.0 | 85.3 | -1.3 | -0.4 |
|  | Other | 83.9 | +3.6 | 51.7 | 168.7 | +3.4 | +3.8 | 255.3 | +3.4 | 76.2 | 340.3 | +3.6 | +1.5 |
|  | Elimination | -58.1 | - | - | -116.3 | 二 | - | -177.7 | - | - | -236.9 | - | $\square-$ |


| FYE March 2014 |  | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YoY change |  |  | YoY change | vs. H1 plan |  | YoY change |  |  | YoY change | $\begin{gathered} \text { vs. Full-year } \\ \text { plan } \end{gathered}$ |
|  |  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
|  | 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 and Corporate expenses | -56.9 | - | - | -116.2 | - | - | -175.7 | - | - | -232.9 | - | - |


| (Billions of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Results -- FYE March 2015 |  |  |  |  |  |
| $\begin{gathered} \mathrm{H} 1 \\ (\mathrm{Q1}-(\mathrm{Q}) \\ \hline \end{gathered}$ | YoY change | $\stackrel{\mathrm{H} 2}{(\mathrm{Q} 3-\mathrm{Q} 4)}$ | YoY change | Full-year | YoY change |
|  | \% |  | \% |  | , |
| 313.3 | -2.5 | 321.4 | +1.3 | 634.8 | -0.6 |
| 95.2 | +2.5 | 102.9 | +1.3 | 198.1 | +1.9 |
| 42.3 | -1.6 | 42.9 | -1.0 | 85.3 | -1.3 |
| 168.7 | +3.4 | 171.6 | +3.9 | 340.3 | +3.6 |
| -116.3 | - | -120.6 | - | -236.9 |  |


| Results -- FYE March 2014 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \mathrm{H} 1 \\ (\mathrm{Q1}-\mathrm{Q2}) \\ \hline \end{gathered}$ | YoY change | $\begin{gathered} \mathrm{H} 2 \\ (\mathrm{Q} 3-(4) \\ \hline \end{gathered}$ | YoY change | Full-year | YoY change |
|  | \% |  | \% |  | \% |
| 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 |  |

B. Operating Incomes

| FYE March 2015 |  | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YoY change |  |  | YoY change | vs. Hl plan |  | YoY change | $\begin{aligned} & \text { Full-year plan } \\ & \text { achievement rate } \end{aligned}$ |  | YoY change | $\begin{gathered} \text { vs. Full-year } \\ \text { plan } \end{gathered}$ |
|  |  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
|  | Dairy | 7.3 | -3.4 | 57.7 | 14.4 | +18.3 | +13.6 | 23.5 | +24.3 | 84.3 | 32.2 | +27.1 | +15.4 |
|  | Confectionery | 2.8 | +2,676.1 | 123.2 | 3.0 | +153.2 | +34.9 | 7.6 | +42.6 | 100.1 | 9.1 | +76.4 | +20.0 |
| E | Healthcare and Nutritionals | 0.9 | +132.6 | 55.2 | 2.4 | +89.2 | +49.2 | 4.4 | +40.7 | 114.0 | 4.6 | +66.3 | +16.8 |
| 4 | Other | -0.2 | - | - | 0.0 | -88.1 | - | 0.4 | - | 180.1 | 0.4 | - | - |
|  | Elimination | -0.9 | - | - | -2.5 | - | - | -3.8 | - | - | -4.7 | - | - |


| (Billions of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Results -- FYE March 2015 |  |  |  |  |  |
| $\begin{gathered} \mathrm{H} 1 \\ \left(01-\mathrm{Q}_{2}\right) \\ \hline \end{gathered}$ | YoY change | $\begin{gathered} \mathrm{H} 2 \\ (\mathrm{Q} 3-\mathrm{P}) \\ \hline \end{gathered}$ | YoY change | Full-year | YoY change |
|  | \% |  | \% |  | \% |
| 14.4 | +18.3 | 17.8 | +35.2 | 32.2 | +27.1 |
| 3.0 | +153.2 | 6.0 | +52.9 | 9.1 | +76.4 |
| 2.4 | +89.2 | 2.1 | +46.2 | 4.6 | +66.3 |
| 0.0 | -88.1 | 0.3 | - | 0.4 | - |
| -2.5 | - | -2.1 | - | -4.7 | - |


| FYE March 2014 |  | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  | Results -- FYE March 2014 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YoY change | $\begin{gathered} \text { Hl plan } \\ \text { achievement rate } \end{gathered}$ |  | YoY change | vs. Hl plan |  | YoY change | $\begin{aligned} & \text { Full-year plan } \\ & \text { achievement rate } \end{aligned}$ |  | YoY change | $\begin{gathered} \text { vs. Full-year } \\ \text { plan } \end{gathered}$ | $\begin{gathered} \text { H1 } \\ (01-(2) \end{gathered}$ | YoY change | $\underset{(\mathrm{Q} 3-\mathrm{C} 4)}{\mathrm{H} 2}$ | YoY change | Full-year | YoY change |
| d |  |  | \% | \% ${ }^{\text {\% }}$ |  | \% | \% +36.8 |  | \% +33.6 | $\begin{array}{r}\text { \% } \\ 87 \\ \hline\end{array}$ |  | \% +37.3 | $\%$ +17.1 |  | \% |  | \% |  | \% +373 |
|  | 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 | 12.1 | +46.6 | 13.1 | +29.4 | 25.3 | +37.3 |
|  | Confectionery | 0.1 | - | 16.0 | 1.2 | +302.1 | +103.3 | 5.3 | +92.6 | 109.5 | 5.2 | +55.8 | +6.1 | 1.2 | +302.1 | 3.9 | +31.3 | 5.2 | +55.8 |
|  | Healthcare and Nutritionals | 0.3 | - | 164.9 | 1.2 | - | +546.6 | 3.1 | - | 196.6 | 2.7 | - | $+70.3$ | 1.2 | - | 1.4 | - | 2.7 | $\bigcirc$ |
|  | Other | 0.1 | -44.9 | 26.1 | 0.3 | +2.2 | -45.5 | -0.2 | - | - | -2.0 | - | - | 0.3 | +2.2 | -2.3 | - | -2.0 | $\square-$ |
|  | Elimination and Corporate expenses | -0.6 | - | - | -1.5 | - | - | -2.5 | - | - | -3.0 | - | - | -1.5 | - | -1.4 | - | -3.0 | - |

$\begin{array}{ll}\text { Note1: } & \text { As reference information for the Food segment, we have included results for each business category (simple calculation figures prior to elimination). } \\ \text { Note2: } & \text { Eliminations within the Food segment include eliminations within each business category and between business categories. Also, general corporate expenses refer to expenses not allocated to any specific business. }\end{array}$


[^0]:    1. Number of shares outstanding at end of period (including treasury stock)
    2. Number of treasury stock at end of period
    3. Average number of shares during period
[^1]:    *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.

