# Consolidated Financial Results for the Second Quarter of the Fiscal Year Ending March 31, 2018 [Based on Japanese GAAP] 

Name of Listed Company: Meiji Holdings Co., Ltd.
Code Number: Representative:
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Submission of quarterly report: November 10, 2017
Dividend payment commencement: December 6, 2017
Preparation of explanatory materials for quarterly financial results: Yes
Holding of a briefing on quarterly financial results: Yes
(Amounts are rounded down to the nearest million yen.)

1. Consolidated Financial Results for the First Six Months of the Fiscal Year Ending March 31, 2018 (April 1, 2017 to September 30, 2017)
(1) Consolidated operating results
(\% of change from the previous fiscal year)

|  |  |  |  |  | $\begin{array}{c}\text { Net income } \\ \text { attributable to }\end{array}$ |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| shareholders of |  |  |  |  |  |  |$\}$

(Note) Comprehensive income: First six months ended September 30, 2017: JPY 36,673 million (206.1\%)
First six months ended September 30, 2016: JPY 11,979 million (-62.1\%)

|  | Net Income per Share | Diluted Net Income per Share |
| :--- | ---: | ---: |
| First six months ended | Yen | Yen |
| September 30, 2017 | 216.33 | - |
| September 30, 2016 | 165.20 | - |

(2) Consolidated financial position

|  | Total Assets | Net Assets | Equity Ratio | Net Assets per Share |
| :--- | ---: | ---: | ---: | ---: |
|  | Millions of yen | Millions of yen | $\%$ | Yen |
| As of September 30, 2017 | 918,967 | 469,651 | 50.2 | $3,183.71$ |
| As of March 31, 2017 | 883,895 | 457,190 | 50.8 | $3,064.91$ |

(Reference) Shareholders' equity: As of September 30, 2017: JPY 461,658 million
As of March 31, 2017: JPY 448,901 million

## 2. Dividends

|  | Cash Dividends Per Share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | Financial year end | Annual |
| Fiscal year ended (or ending) | Yen | Yen | Yen | Yen | Yen |
| March 31, 2017 | - | 45.00 | - | 65.00 | 110.00 |
| March 31, 2018 | - | 57.50 |  |  |  |
| March 31, 2018 <br> (Projected) |  |  | - | 57.50 | 115.00 |

(Note) Amendment to projected dividends recently announced: None

* Breakdown of FYE March 2017 year-end dividend: Ordinary dividend JPY 45.00 and commemorative dividend JPY 20.00.


## 3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2018

(April 1, 2017 to March 31, 2018)
(\% of change from the previous fiscal year)

|  | Net Sales |  | Operating Income | Ordinary Income | Net Income <br> attributable to <br> shareholders of <br> parent company |  | Net Income <br> per Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Full year | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen |$\%$| Yen |
| ---: |

(Note) Amendment to forecasts of consolidated financial results recently announced: Yes
For details, refer to page 5 of "1. Qualitative Information, (3) Explanation Concerning Forecasts for Consolidated Earnings."

## *Notes

(1) Changes in significant subsidiaries during the current fiscal year 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 12 of " 2 . Quarterly Consolidated Financial Statements (4) Notes Concerning Quarterly Financial Statements (Adoption of Special Accounting Methods for Preparation of Quarterly Consolidated Financial)"
(3) Changes in accounting policy, changes in accounting estimates, restatements

1. Changes in accounting policy due to revisions of accounting standards: None
2. Other changes in accounting policy: None
3. Changes in accounting estimates: None
4. Restatements: None
(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 Sep. 30, 2017 | $152,683,400$ shares | As of Mar. 31, 2017 | $152,683,400$ shares |
| :--- | ---: | :--- | ---: |
| As of Sep. 30, 2017 | $7,676,981$ shares | As of Mar. 31, 2017 | $6,218,500$ shares |
| As of Sep. 30, 2017 | $145,308,427$ shares | As of Sep. 30, 2016 | $147,219,782$ shares |

* The financial results report is not subject to audit.
* 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 5 of " 1 . Qualitative Information, (3) Explanation Concerning Forecasts for Consolidated Earnings
(Explanatory material for financial results)
Explanatory materials for financial results are disclosed through TDnet together with these financial statements. This information is also posted on our website on the same day.


## 1. Qualitative Information

(1) Explanation Concerning Operating Results

|  | (Millions of yen) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| First Six Months <br> Ended | Net Sales | Operating <br> Income | Ordinary Income | Net Income <br> attributable to <br> shareholders of <br> parent company | Net Share <br> (Yen) |
| September 30, 2017 | 611,494 | 45,127 | 46,116 | 31,433 | 216.33 |
| September 30, 2016 | 606,789 | 37,322 | 36,072 | 24,321 | 165.20 |
| $\%$ of YoY Change | 0.8 | 20.9 | 27.8 | 29.2 | - |

The Japanese economy during the first six months of FYE March 2018 transitioned on a mild recovery trend. We saw continued improvement in the corporate earnings and the hiring environment as well as improved consumer spending and capital expenditures. Although economic growth is expected to continue, we should pay attention to overseas economic trends and their impact on the Japanese economy.

Amid such conditions, the Meiji Group entered the final 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 promote 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 will grow our core products while working to optimize production, distribution, and sales as well as cost reductions towards steady growth.
In the pharmaceutical business, ongoing discussion about fundamental reforms to the NHI pricing system makes us difficult to forecast the future of pharmaceutical industry. We are concentrating business resources on the core domains of anti-infective drugs and CNS agents to maximize sales and profits.

These factors resulted in net sales of JPY 611,494 million (up $0.8 \%$, year on year), operating income of JPY 45,127 million (up $20.9 \%$, year on year), ordinary income of JPY 46,116 million (up $27.8 \%$, year on year) during the first six month of FYE March 2018. Net income attributable to shareholders of parent company was JPY 31,433 million (up $29.2 \%$, year on year).

Below is an overview by segment.

|  | (Millions of yen) |  |  |  | Amount <br> Presented in <br> Consolidated <br> Statements of <br> Income |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Food | Pharmaceuticals | Total | Adjustments |  |
| Net Sales | 534,274 | 77,780 | 612,055 | -560 | 611,494 |
| Operating Income | 40,907 | 4,354 | 45,261 | -133 | 45,127 |

(i) Food segment

|  | First six months <br> of FYE March 2017 <br> (from Apr. 1, 2016 to Sep. 30, 2016) | First six months <br> of FYE March 2018 <br> (from Apr. 1, 2017 to Sep. 30, 2017) | \% of YoY Change |
| :--- | :---: | ---: | ---: |
| Net Sales | 535,298 | 534,274 | -0.2 |
| Operating Income | 38,819 | 40,907 | 5.4 |

Overall net sales were largely unchanged year on year. Net sales of international business increased significantly, and net sales of nutrition business increased year on year. Net sales of fresh and fermented dairy business and confectionery business were largely unchanged year on year. Net sales of processed food business declined year on year due to decrease in sales of ice cream.
Operating income increased year on year. Operating income of confectionery business increased significantly year on year due to an improved product mix thanks to the growth of mainstay products. Operating income of international business increased significantly, and operating income of fresh and fermented dairy business and nutrition business increased year on year. Operating income of processed food business declined year on year due to decrease in sales and increase in raw material procurement costs.

Below is an overview of businesses in this segment.

■ Fresh and Fermented Dairy business (Yogurt, drinking milk, beverages, etc.)

- Net sales of functional yogurt increased year on year. Net sales of Meiji Probio Yogurt R-1 increased significantly thanks to aggressive advertising campaigns and efforts to create attractive visual store displays. Net sales of Meiji Probio Yogurt LG21 decreased significantly year on year due to falling back in sales following a sales increase after package renewal in March 2016.
- Net sales of Meiji Bulgaria Yogurt declined year on year due to a temporary market shrink following major market expansion during the previous fiscal year.
- Net sales of drinking milk increased year on year. Our mainstay product Meiji Oishii Gyunyu grew thanks to expanded demand. Sales of Meiji Oishii Gyunyu ( 900 ml ), expanding its sales area, were firm.
$■$ Processed Food business (Cheese, butter and margarine, cream, ice cream, frozen food, etc.)
- Net sales of cheese increased year on year due to the favorable sales of Meiji Hokkaido Tokachi Camembert Cheese and Meiji Hokkaido Tokachi Smart Cheese.
- Net sales of margarine increased year on year thanks to the favorable growth of mainstay product Meiji Cornsoft.
- Net sales of ice cream declined significantly year on year due to the unseasonable weather during summer and the impact of change in our transaction system implemented in April 2017.
■ Confectionery business (Chocolate, gummy, chewing gum, etc.)
- Net sales of chocolate increased year on year. Net sales of the Chocolate Kouka series and other health-conscious chocolates significantly increased year on year. This was the result of increased interest in the health benefits of the high cocoa content chocolates (dark chocolate). Net sales of premium chocolate meiji THE Chocolate increased significantly year on year.
- Net sales of gummy products increased year on year. Our mainstay brand Kaju Gummy and Poifull increased year on year.
- Net sales of chewing gum decreased significantly year on year due to the market decline.

■ Nutrition business (Sports nutrition, infant formula, enteral formula, beauty supplement, OTC drugs, etc.)

- Net sales of sports nutrition increased significantly year on year. Net sales of SAVAS increased significantly year on year thanks to increased consumption among competitive athletes and new consumers taking up light to moderate exercise. VAAM also increased year on year thanks to contributions from new products and increased new consumer.
- Net sales of infant formula decreased year on year due to market contraction as a result of declining birth rates.
- Net sales of enteral formula increased year on year. The market shifting from tube to oral feeding in hospitals and new products contributed to the growth. Net sales of Meiji Mei Balance Mini-cup for the consumer market increased thanks to contributions from new products and enhanced promotional activities.
- In the beauty supplement, net sales of Amino Collagen decreased significantly year on year.
- Other business (International, food stuffs, livestock products, sugar and corn sweeteners, transportation, etc.) International
- Among exports, net sales of infant formula to Taiwan and Vietnam grew. Net sales of Amino Collagen to Taiwan and Hong Kong were firm.
- Net sales of all businesses in China increased significantly year on year. In the confectionery business, sales of chocolate in Shanghai and Guangzhou were firm. The drinking milk and yogurt business expanded the sales area of drinking milk for the consumer market and lactobacillus beverage. The ice cream business created attractive visual store displays, and launched new products.
- Net sales in the U.S.A. increased significantly year on year thanks to the favorable growth of Stauffer products and Meiji brand products, Hello Panda and Chocorooms.
Others
- Net sales at domestic subsidiaries increased year on year due to expansion of the distribution business and feed business.
(ii) Pharmaceutical segment

|  | (Millions of yen) |  |  |
| :--- | :---: | :---: | ---: |
| Net Sales | First six months <br> of FYE March 2017 <br> (from Apr. 1, 2016 to Sep. 30, 2016) | First six months <br> of FYE March 2018 <br> (from Apr. 1, 2017 to Sep. 30, 2017) | \% of YoY Change |
| Operating Income | 72,128 | 77,780 | 7.8 |

Net sales increased year on year. In the domestic ethical pharmaceutical business, sales of both brand name drugs and generics increased year on year. Net sales in the agricultural chemicals and veterinary drugs business decreased year on year.
Operating income increased significantly year on year thanks to increased sales of ethical pharmaceuticals in Japan. Drug marketing costs incurred during the same period of the previous year. Milestone revenues also contributed.

Below is an overview of businesses in this segment.

- Ethical Pharmaceuticals

Japan

- Net sales of the antibacterial drug MEIACT decline significantly year on year due to the replacement by the generic Cefditoren Pivoxil, and promotion of proper use of antibiotics in the systemic antibacterial drug market.
- Net sales of the antidepressant drug REFLEX increased year on year thanks to enhanced promotional activities using new evidence obtained for patients in Japan. Net sales of the schizophrenia drug SYCREST increased significantly year on year thanks to approval for long term prescription in June 2017.
- Net sales of generic drugs increased significantly year on year. The antibacterial drug TAZOPIPE

Combination for I.V. Infusion Meiji increased significantly year on year due to approval for additional indication and the acceleration of the market's shift to generics.

- We recorded milestone revenue from Eisai Co., Ltd. and F. Hoffmann-La Roche, Ltd.


## International

- Net sales of MEIACT, our mainstay product in the export business, decreased significantly year on year due to significant decrease in sales.
- Net sales of MEDREICH in India and Meiji Pharma (Shandong) Co., Ltd. in China increased significantly year on year.
- Agricultural chemicals and veterinary drugs
- Net sales of agricultural chemicals business decreased year on year. Net sales of herbicide ZAXA increased significantly year on year. Net sales of rice blast preventative ORYZEMATE decreased significantly year on year.
- Net sales of veterinary drugs business decreased year on year. Net sales of livestock drugs were largely unchanged year on year. Net sales of companion animal drugs decreased significantly year on year.
(2) Explanation Concerning Financial Status
(i) Assets, Liabilities, and Net Assets
[Assets]
For the six months of FYE March 2018, total assets increased year by year by JPY 35,072 million to JPY 918,967 million. Although cash and deposits and other current assets decreased by JPY 6,087 million and JPY 3,645 million, respectively, construction in progress, notes and accounts receivable, investment securities, raw materials and supplies, goods and products, and buildings and structures increased by JPY 12,537 million, JPY 10,877 million, JPY 8,135 million, JPY 5,456 million, JPY 3,298 million, and JPY 3,123 million, respectively.
[Liabilities]
For the six months of FYE March 2018, total liabilities increased year by year by JPY 22,611 million to JPY 449,316 million. Although long term debt decreased by JPY 8,464 million, short-term loans payable, notes and accounts payable, commercial paper, and other current liabilities increased by JPY10,614 million, JPY 8,284 million, JPY 8,000 million, and JPY 4,095 million, respectively.


## [Net Assets]

For the six months of FYE March 2018, total net assets increased year by year by JPY 12,460 million to JPY 469,651 million. Although treasury stock increased by JPY 13,880 million (net assets decreased), retained earnings and net unrealized holding gain or losses on securities increased by JPY 21,913 million and JPY 4,729 million, respectively.
Our equity ratio decreased from $50.8 \%$ as of the previous consolidated accounting period to $50.2 \%$.
(ii) Cash Flows

|  | First six months <br> of FYE March 2016 <br> (from Apr. 1, 2016 to Sep.30, 2016) | First six months <br> (from Apr. 1, 2017 to Sep.30, 2017) | Change |
| :--- | :---: | :---: | ---: |
| Net cash flow from operating activities | 23,667 | 38,700 | 15,033 |
| Net cash flow from investing activities | $-19,740$ | $-32,675$ | $-12,935$ |
| Net cash flow from financing activities | $-13,980$ | $-11,026$ | 2,953 |
| Translation adjustment on cash and cash equivalents | $-1,559$ | -284 | 1,275 |
| Net increase (decrease) in cash and cash equivalents | $-11,613$ | $-5,286$ | 6,327 |
| Cash and cash equivalents at beginning of year | 31,516 | 22,624 | $-8,891$ |
| Increase in cash and cash equivalents from newly <br> consolidated subsidiary | 378 | - | -378 |
| Cash and cash equivalents at end of period | 20,281 | 17,338 | $-2,942$ |

Cash flow from business activities increased by 15,033 million yen year-on-year to 38,700 million yen. This was due to a decrease in the payment amount for corporate taxes.
Cash flow from investment activities decreased by 12,935 million yen year-on-year to 32,675 million yen. This was due to an increase in payments for purchases of property, plants, or equipment.
Accordingly, free cash flow (total of cash flow from business activities and cash flow from investment activities) increased by 2,098 million yen year-on-year to income totaling 6,025 million yen.
Cash flows from financing activities resulted in expenditures of 11,026 million yen, a 2,953 million yen decrease in expenditures compared to the previous consolidated fiscal period.
As a result, cash and cash equivalents as of the end of the consolidated fiscal period under review were 17,338 million yen.
(3) Explanation Concerning Forecasts for Consolidated Earnings

Compared to the full-year consolidated earnings forecasts published in our Consolidated Earnings Report of the FYE March 2018 released on May 12, 2017, we conducted an upward revision for net sales, operating income, ordinary income, and net income attributable to shareholders of parent company.
The revision was conducted because cost reduction initiatives in the food segment conducted during the cumulative second quarter progressed ahead of schedule.

■ Revisions to Financial Forecasts for the Fiscal Year Ending March 31, 2018 (April 1, 2017 to March 31, 2018)

|  | Net sales | Operating <br> income | Ordinary <br> income | Net income <br> attributable to <br> shareholders of <br> parent company | Net income <br> per share |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Previous forecasts (A) | millions of yen <br> $1,261,000$ | millions of yen <br> 94,500 | millions of yen <br> 95,000 | millions of yen <br> 61,000 | yen <br> 414.56 |
| Revised forecasts (B) | $1,262,300$ | 96,500 | 97,500 | 64,500 | 443.88 |
| Change (B-A) | 1,300 | 2,000 | 2,500 | 3,500 |  |
| Percentage of change | 0.1 | 2.1 | 2.6 | 5.7 |  |
| (Reference) <br> Actual results for the fiscal year <br> ended March 31,2017 | $1,242,480$ | 88,395 | 88,839 | 60,786 | 413.11 |

2. Quarterly Consolidated Financial Statements
(1) Quarterly Consolidated Balance Sheets
(Millions of yen)

| ASSETS |  |  |
| :---: | :---: | :---: |
| Current assets |  |  |
| Cash and deposits | 24,761 | 18,674 |
| Notes and accounts receivable | 183,807 | 194,684 |
| Goods and products | 88,524 | 91,823 |
| Work in process | 4,114 | 4,074 |
| Raw materials and supplies | 41,596 | 47,052 |
| Others | 35,274 | 31,629 |
| Allowance for doubtful accounts | -370 | -201 |
| Total current assets | 377,707 | 387,737 |
| Fixed assets |  |  |
| Property, plants and equipment |  |  |
| Buildings and structures | 301,158 | 306,803 |
| Less accumulated depreciation | -172,253 | -174,775 |
| Buildings and structures (net) | 128,904 | 132,028 |
| Machinery and equipment | 501,254 | 504,709 |
| Less accumulated depreciation | -372,520 | -375,052 |
| Machinery and equipment (net) | 128,734 | 129,657 |
| Tools and furniture | 52,383 | 53,277 |
| Less accumulated depreciation | -42,204 | -42,818 |
| Tools and furniture (net) | 10,178 | 10,458 |
| Land | 72,603 | 73,835 |
| Lease assets | 3,972 | 3,051 |
| Less accumulated depreciation | -3,140 | -2,295 |
| Lease assets (net) | 832 | 755 |
| Construction in progress | 24,733 | 37,270 |
| Total property, plants and equipment | 365,986 | 384,005 |
| Intangible assets |  |  |
| Goodwill | 12,840 | 12,069 |
| Other | 13,096 | 12,371 |
| Total intangible assets | 25,936 | 24,441 |
| Investments and other fixed assets |  |  |
| Investment securities | 77,862 | 85,997 |
| Net defined benefit asset | 20,418 | 21,258 |
| Other | 16,092 | 15,634 |
| Allowance for doubtful accounts | -107 | -109 |
| Total investments and other fixed assets | 114,264 | 122,782 |
| Total fixed assets | 506,187 | 531,229 |
| Total assets | 883,895 | 918,967 |


|  | As of March 31, 2017 | As of September 30, 2017 |
| :---: | :---: | :---: |
| LIABILITIES |  |  |
| Current liabilities |  |  |
| Notes and accounts payable | 110,730 | 119,014 |
| Short-term bank loans | 50,574 | 61,189 |
| Current portion of bonds | 30,000 | 20,000 |
| Commercial paper | - | 8,000 |
| Income taxes payable | 17,457 | 15,445 |
| Accrued bonuses for employees | 10,512 | 9,957 |
| Allowance for sales returns | 132 | 70 |
| Allowance for sales rebates | 2,061 | 2,048 |
| Other current liabilities | 92,722 | 96,818 |
| Total current liabilities | 314,191 | 332,545 |
| Long-term liabilities |  |  |
| Bonds | - | 10,000 |
| Long-term debt | 48,923 | 40,458 |
| Retirement benefit liabilities | 48,371 | 49,010 |
| Reserve for directors' retirement benefits | 150 | 138 |
| Other long-term liabilities | 15,067 | 17,163 |
| Total long-term liabilities | 112,513 | 116,771 |
| Total liabilities | 426,704 | 449,316 |
| NET ASSETS |  |  |
| Shareholders' equity |  |  |
| Common stock | 30,000 | 30,000 |
| Capital surplus | 99,762 | 99,766 |
| Retained earnings | 322,856 | 344,770 |
| Treasury stock, at cost | -16,607 | -30,488 |
| Total shareholders' equity | 436,011 | 444,047 |
| Accumulated other comprehensive income |  |  |
| Net unrealized holding gains or losses on securities | 25,120 | 29,850 |
| Deferred gains or losses on hedges | -5 | 56 |
| Foreign currency translation adjustments | 1,181 | -119 |
| Adjusted cumulative of retirement benefits | -13,406 | -12,176 |
| Total accumulated other comprehensive income | 12,890 | 17,611 |
| Minority interests | 8,289 | 7,992 |
| Total net assets | 457,190 | 469,651 |
| Total liabilities and net assets | 883,895 | 918,967 |

(2) Quarterly Consolidated Statements of Income and Consolidated Statements of Comprehensive Income (Quarterly Consolidated Statements of Income)
(For the First Six Months Ended September 30, 2017)
(Millions of yen)

|  | First six months of FYE March 2017 (from Apr. 1, 2016 to Sep. 30, 2016) | First six months of FYE March 2018 (from Apr. 1, 2017 to Sep. 30, 2017) |
| :---: | :---: | :---: |
| Net sales | 606,789 | 611,494 |
| Cost of sales | 386,799 | 391,893 |
| Gross profit | 219,989 | 219,601 |
| Selling, general and administrative expenses | 182,666 | 174,473 |
| Operating income | 37,322 | 45,127 |
| Non-operating income |  |  |
| Interest income | 61 | 69 |
| Dividend income | 622 | 664 |
| Equity in income of affiliates | - | 317 |
| Foreign exchange gains | - | 147 |
| Other | 704 | 742 |
| Total non-operating income | 1,389 | 1,942 |
| Non-operating expenses |  |  |
| Interest expenses | 423 | 382 |
| Share of loss of entities accounted for using equity method | 168 | - |
| Foreign exchange losses | 1,617 | - |
| Other | 430 | 571 |
| Total non-operating expenses | 2,639 | 953 |
| Ordinary income | 36,072 | 46,116 |
| Extraordinary income |  |  |
| Gain on sale of property, plants and equipment | 5,142 | 2,672 |
| Gain on liquidation of subsidiaries | - | 464 |
| Other | 228 | 252 |
| Total extraordinary income | 5,370 | 3,390 |
| Extraordinary losses |  |  |
| Loss on disposal of property, plants and equipment | 1,039 | 2,039 |
| Loss on sales of shares of subsidiaries and associates | - | 444 |
| Impairment loss | 51 | 114 |
| Loss on disaster | 1,295 | - |
| Other | 177 | 61 |
| Total extraordinary losses | 2,563 | 2,659 |
| Income before income taxes | 38,878 | 46,847 |
| Income taxes | 14,515 | 14,856 |
| Net income | 24,363 | 31,990 |
| Net income or net losses attributable to non-controlling shareholders | 42 | 557 |
| Net income attributable to shareholders of parent company | 24,321 | 31,433 |

(Quarterly Consolidated Statements of Comprehensive Income)
(For the First Six Months Ended September 30, 2017)
(Millions of yen)

|  | First six months of FYE March 2017 (from Apr. 1, 2016 to Sep. 30, 2016) | First six months of FYE March 2018 (from Apr. 1, 2017 to Sep. 30, 2017) |
| :---: | :---: | :---: |
| Net income | 24,363 | 31,990 |
| Other comprehensive income |  |  |
| Net unrealized holding gains or losses on securities | -3,966 | 4,733 |
| Deferred gains or losses on hedges | -153 | 62 |
| Foreign currency translation adjustments | -8,658 | -1,477 |
| Adjustments related to retirement benefits | 1,472 | 1,230 |
| Equity in affiliates accounted for by equity method | -1,078 | 133 |
| Total other comprehensive income | -12,383 | 4,682 |
| Comprehensive income | 11,979 | 36,673 |
| (Breakdown) |  |  |
| Comprehensive income attributable to shareholders of parent company | 12,238 | 36,154 |
| Comprehensive income attributable to minority shareholders | -258 | 518 |


|  | First six months of FYE March 2017 (from Apr. 1, 2016 to Sep. 30, 2016) | First six months of FYE March 2018 (from Apr. 1, 2017 to Sep. 30, 2017) |
| :---: | :---: | :---: |
| Cash flows from operating activities |  |  |
| Income before income taxes | 38,878 | 46,847 |
| Depreciation and amortization | 22,198 | 22,401 |
| Impairment loss | 51 | 114 |
| Amortization of goodwill | 784 | 823 |
| Loss on disposal of property, plants and equipment | 1,034 | 2,039 |
| Increase (decrease) in allowance for doubtful accounts | 360 | -159 |
| Increase (decrease) in accrued bonuses to employees | -277 | -553 |
| Increase (decrease) in retirement benefit liabilities | 1,447 | 1,578 |
| Interest and dividends received | -684 | -734 |
| Interest expenses | 423 | 382 |
| Equity in loss (income) of equity-method affiliates | 168 | -317 |
| Loss (gain) on sale of property, plants or equipment | -5,128 | -2,647 |
| Loss (gain) on sale of investment securities | 16 | -246 |
| Decrease (increase) in trade receivables | 7,578 | -11,258 |
| Decrease (increase) in inventories | -9,630 | -9,341 |
| Increase (decrease) in trade payables | 533 | 9,518 |
| Others | -7,892 | -4,968 |
| Subtotal | 49,862 | 53,478 |
| Interest and dividends received | 684 | 741 |
| Interest expenses paid | -386 | -414 |
| Income taxes paid | -26,493 | -15,103 |
| Net cash provided by operating activities | 23,667 | 38,700 |
| Cash flows from financing activities |  |  |
| Payments for purchases of property, plants or equipment | -22,610 | -33,929 |
| Payments for purchases of intangible fixed assets | -702 | -906 |
| Proceeds from sales of property, plants or equipment and intangible fixed assets | 5,675 | 3,807 |
| Proceeds from sales of investments in real estate | 118 | 1 |
| Payments for purchases of investment securities | -501 | -1,007 |
| Proceeds from sales of investment securities | 51 | 364 |
| Others | -1,772 | -1,006 |
| Net cash used in investing activities | -19,740 | -32,675 |


|  | First six months of FYE March 2017 (from Apr. 1, 2016 to Sep. 30, 2016) | First six months of FYE March 2018 (from Apr. 1, 2017 to Sep. 30, 2017) |
| :---: | :---: | :---: |
| Cash flows from financing activities |  |  |
| Increase (decrease) in short-term bank loans | 10,349 | 10,410 |
| Increase (decrease) in commercial paper | 8,000 | 8,000 |
| Proceeds from long-term loans payable | 1,207 | 3,157 |
| Repayment of long-term loans payable | -2,221 | -11,581 |
| Proceeds from issuance of bonds | - | 9,955 |
| Redemption of bonds | -20,000 | -10,000 |
| Decrease (increase) in treasury stock | -24 | -10,053 |
| Cash dividends paid | -9,165 | -9,499 |
| Cash dividends paid to minority shareholders | -127 | -92 |
| Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation | -955 | -817 |
| Others | -1,042 | -506 |
| Net cash used in financing activities | -13,980 | -11,026 |
| Translation adjustment on cash and cash equivalents | -1,559 | -284 |
| Net increase (decrease) in cash and cash equivalents | -11,613 | -5,286 |
| Cash and cash equivalents at beginning of year | 31,516 | 22,624 |
| Increase in cash and cash equivalents from newly consolidated subsidiary | 378 | - |
| Cash and cash equivalents at end of period | 20,281 | 17,338 |

(4) 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.
(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.
I. The First Six Months of the Previous Consolidated Fiscal Year (April 1, 2016 to September 30, 2016)

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

|  |  |  |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reporting Segments |  |  |  | Amount |
|  | Food | Pharmaceuticals | Total | Adjustments <br> (Note 1) | Presented in Statements of Income (Note 2) |
| Net Sales |  |  |  |  |  |
| (1) Sales to Outside Customers | 535,105 | 71,683 | 606,789 | - | 606,789 |
| (2) Inter-segment Sales and Transfers | 192 | 444 | 637 | -637 | - |
| Total | 535,298 | 72,128 | 607,426 | -637 | 606,789 |
| Income / loss by Segment | 38,819 | -1,313 | 37,506 | -183 | 37,322 |

(Notes)

1. Details of Adjustments are as follows:

The segment income adjustment of a negative JPY 183 million includes inter-segment eliminations of JPY 38 million and a negative JPY 222 million 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 Six Months of the Consolidated Fiscal Year under Review (April 1, 2017 to September 30, 2017)

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

|  |  |  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reporting Segments |  | Total | Adjustments (Note 1) | Amount Presented in Statements of Income (Note 2) |
|  | Food | Pharmaceuticals |  |  |  |
| Net Sales |  |  |  |  |  |
| (1) Sales to Outside Customers | 534,038 | 77,456 | 611,494 | - | 611,494 |
| (2) Inter-segment Sales and Transfers | 236 | $324$ | 560 | -560 | - |
| Total | 534,274 | 77,780 | 612,055 | -560 | 611,494 |
| Income by Segment | 40,907 | 4,354 | 45,261 | -133 | 45,127 |

(Notes)

1. Details of Adjustments are as follows:

The segment income adjustment of a negative JPY 133 million includes inter-segment eliminations of JPY 6 million and a negative JPY 139 million 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 the Second Quarter Fiscal Year Ending March 31, 2018 - Supplementary Explanatory Data -



## meiji

## Meiji Holdings Co., Ltd.

[^0]
## 1. Consolidated Operating Results



| (Billions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Plan -- FYE March 2018 |  |  |  |  |  |  |
| $\begin{gathered} \text { H1 } \\ \substack{(Q 1-Q 2) \\ \text { Initial Plan }} \end{gathered}$ | $\begin{gathered} \text { H1-(Q1-2) } \\ \substack{\text { Q1-Q2) } \\ \text { Results }} \end{gathered}$ | YoY change | $\begin{gathered} \mathrm{H} 2 \\ \begin{array}{c} (\text { Q3-Q4) } \\ \text { Revised Plan } \end{array} \end{gathered}$ | YoY change | Full-year Revised Plan | YoY change |
|  |  | \% |  | \% |  | \% |
| 609.0 | 611.4 | +0.8 | 650.8 | +2.4 | 1,262.3 | +1.6 |
| - | 391.8 | +1.3 | - | - | - | - |
| - | 219.6 | -0.2 | - | - | - | - |
| - | 174.4 | -4.5 | - | - | - | - |
| - | 24.2 | -0.4 | - | - | - | - |
| - | 62.4 | -7.2 | - | - | - | - |
| - | 39.2 | +0.7 | - | - | - | - |
| 41.4 | 45.1 | +20.9 | 51.3 | +0.4 | 96.5 | +9.2 |
| 41.3 | 46.1 | +27.8 | 51.4 | -2.6 | 97.5 | +9.7 |
| 26.0 | 31.4 | +29.2 | 33.4 | -8.4 | 64.5 | +6.1 |


| FYE March 2017 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change | ${ }_{\text {achiesemenn }}^{\text {Hexute }}$ |  | YoY change | vs. H1 plan |  | YoY change |  |  | YoY change | $\begin{array}{\|l\|l\|} \text { vs. Full-year } \\ \text { plan } \end{array}$ |
|  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
| Net sales | 301.0 | +2.7 | 49.7 | 606.7 | +2.4 | +0.1 | 934.0 | +2.2 | 74.7 | 1,242.4 | +1.5 | -0.7 |
| Cost of sales | 191.2 | +1.5 | - | 386.7 | +1.5 | - | 589.3 | +0.8 | - | 781.1 | +0.4 | - |
| Gross profit | 109.7 | +4.9 | - | 219.9 | +4.1 | - | 344.6 | +4.5 | - | 461.3 | +3.5 | - |
| Selling, general and administrative expenses | 87.7 | -0.0 | - | 182.6 | +2.6 | - | 276.7 | +2.3 | - | 372.9 | +1.4 | - |
| Carriage and storage charges | 11.9 | +0.6 | - | 24.3 | +0.9 | - | 36.7 | +3.0 | - | 48.8 | +4.0 | - |
| Sales promotion expenses | 32.3 | -2.6 | - | 67.2 | -0.5 | - | 104.3 | +0.4 | - | 141.8 | -0.4 | - |
| Labor cost | 19.5 | -0.3 | - | 38.9 | -0.3 | - | 58.3 | -0.8 | - | 77.9 | -0.6 | - |
| Operating income | 22.0 | +30.6 | 67.8 | 37.3 | +11.7 | +14.8 | 67.9 | +14.6 | 80.4 | 88.3 | +13.6 | +4.6 |
| Ordinary income | 21.8 | +25.1 | 67.2 | 36.0 | +1.4 | +11.0 | 67.3 | +7.8 | 79.8 | 88.8 | +8.6 | +5.4 |
| Net income attributable to owners of parent | 16.6 | -25.0 | 71.0 | 24.3 | -26.6 | +3.5 | 46.2 | -9.6 | 81.9 | 60.7 | -2.9 | +7.6 |


| Results -- FYE March 2017 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underset{(\mathrm{Q} 1-\mathrm{Q} 2)}{\mathrm{H} 1}$ | YoY change | $\underset{(\mathrm{Q} 3-\mathrm{Q} 4)}{\mathrm{H} 2}$ | YoY change | Full-year | YoY change |
|  |  | \% |  | \% |  | \% |
|  | 606.7 | +2.4 | 635.6 | +0.7 | 1,242.4 | +1.5 |
|  | 386.7 | +1.5 | 394.3 | -0.7 | 781.1 | +0.4 |
|  | 219.9 | +4.1 | 241.3 | +3.1 | 461.3 | +3.5 |
|  | 182.6 | +2.6 | 190.2 | +0.2 | 372.9 | +1.4 |
|  | 24.3 | +0.9 | 24.5 | +7.2 | 48.8 | +4.0 |
|  | 67.2 | -0.5 | 74.5 | -0.3 | 141.8 | -0.4 |
|  | 38.9 | -0.3 | 39.0 | -0.8 | 77.9 | -0.6 |
|  | 37.3 | +11.7 | 51.0 | +15.1 | 88.3 | +13.6 |
|  | 36.0 | +1.4 | 52.7 | +14.1 | 88.8 | +8.6 |
|  | 24.3 | -26.6 | 36.4 | +23.8 | 60.7 | -2.9 |

2. Operating Results of Food Segment


| (Billions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Plan -- FYE March 2018 |  |  |  |  |  |  |
| $\begin{gathered} \mathrm{c}(\mathrm{Q1-Q2)} \\ \text { (nitial Plan } \end{gathered}$ | $\underset{\substack{\text { (Q1-Q2) } \\ \text { Results }}}{\mathrm{H}}$ | YoY change | $\begin{gathered} \text { H2 } \\ \substack{\text { (Q3-Q4) } \\ \text { Inital Plan }} \end{gathered}$ | YoY change | Full-year Revised Plan | YoY change |
|  |  | \% |  | \% |  | \% |
| 531.0 | 534.2 | -0.2 | 556.0 | +1.7 | 1,090.2 | +0.7 |
| - | 353.5 | +0.5 | - | - | - | - |
| - | 180.6 | -1.6 | - | - | - | - |
| - | 139.7 | -3.5 | - | - | - | - |
| - | 23.1 | -1.2 | - | - | - | - |
| - | 55.5 | -6.5 | - | - | - | - |
| - | 27.7 | +0.4 | - | - | - | - |
| 38.8 | 40.9 | +5.4 | 45.2 | +2.4 | 86.1 | +3.8 |
| 39.2 | 41.5 | +8.6 | 45.8 | +1.3 | 87.3 | +4.6 |
| 25.6 | 29.3 | +9.3 | 30.9 | +4.2 | 60.2 | +6.5 |


| FYE March 2017 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change | ${ }_{\text {achierement rate }}^{\text {Heme }}$ |  | YoY change | vs. HI plan |  | YoY change |  |  | YoY change | $\begin{array}{\|l\|} \text { vs. Full-year } \\ \text { plan } \end{array}$ |
|  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
| Net sales | 267.6 | +4.7 | 50.6 | 535.2 | +3.5 | +1.1 | 819.4 | +3.0 | 75.3 | 1,082.1 | +2.0 | -0.5 |
| Cost of sales | 174.9 | +2.3 | - | 351.6 | +1.8 | - | 532.8 | +0.8 | - | 701.4 | +0.1 | - |
| Gross profit | 92.6 | +9.3 | - | 183.6 | +7.1 | - | 286.5 | +7.1 | - | 380.7 | +5.5 | - |
| Selling, general and administrative expenses | 70.6 | +0.3 | - | 144.7 | +1.4 | - | 220.3 | +1.7 | - | 297.7 | +1.8 | - |
| Carriage and storage charges | 11.5 | +0.9 | - | 23.4 | +0.9 | - | 35.3 | +3.0 | - | 46.9 | +4.0 | - |
| Sales promotion expenses | 28.6 | -2.4 | - | 59.3 | -0.4 | - | 92.2 | +0.6 | - | 124.6 | -0.1 | - |
| Labor cost | 13.8 | -0.6 | - | 27.6 | -0.2 | - | 41.4 | -0.9 | - | 55.5 | -0.5 | - |
| Operating income | 22.0 | +53.4 | 71.0 | 38.8 | +35.1 | +25.2 | 66.2 | +30.0 | 82.8 | 82.9 | +21.5 | +3.7 |
| Ordinary income | 21.7 | +49.6 | 69.6 | 38.2 | +25.0 | +22.3 | 66.2 | +24.9 | 82.6 | 83.4 | +17.2 | +4.1 |
| Net income attributable to owners of parent | 16.7 | +83.7 | 72.7 | 26.8 | +41.0 | +16.9 | 44.9 | +31.5 | 84.0 | 56.5 | +21.7 | +5.7 |


| Results -- FYE March 2017 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underset{(\mathrm{Q} 1-\mathrm{Q} 2)}{\mathrm{H}}$ | YoY change | $\underset{(\mathrm{Q} 3-\mathrm{Q} 4)}{\mathrm{H} 2}$ | YoY change | Full-year | YoY change |
|  |  | \% |  | \% |  | \% |
|  | 535.2 | +3.5 | 546.8 | +0.5 | 1,082.1 | +2.0 |
|  | 351.6 | +1.8 | 349.7 | -1.5 | 701.4 | +0.1 |
|  | 183.6 | +7.1 | 197.0 | +4.1 | 380.7 | +5.5 |
|  | 144.7 | +1.4 | 152.9 | +2.2 | 297.7 | +1.8 |
|  | 23.4 | +0.9 | 23.5 | +7.3 | 46.9 | +4.0 |
|  | 59.3 | -0.4 | 65.3 | +0.2 | 124.6 | -0.1 |
|  | 27.6 | -0.2 | 27.8 | -0.7 | 55.5 | -0.5 |
|  | 38.8 | +35.1 | 44.1 | +11.6 | 82.9 | +21.5 |
|  | 38.2 | +25.0 | 45.1 | +11.4 | 83.4 | +17.2 |
|  | 26.8 | +41.0 | 29.6 | +8.3 | 56.5 | +21.7 |

3. Operating Results of Pharmaceuticals Segment

| FYE March 2018 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change |  |  | YoY change | vs. H1 plan | YoY change |  | YoY change | $\left\lvert\, \begin{gathered} \text { vs. Full-year } \\ \text { plan } \end{gathered}\right.$ |
| Net sales | 35.9 | \% +6.5 | \% 45.4 | 77.7 | $\begin{array}{r} \% \\ +7.8 \\ \hline \end{array}$ | \% | \% | \% | \% | \% |
| Cost of sales | 17.7 | +6.8 | - | 38.7 | +8.8 | - |  |  |  |  |
| Gross profit | 18.1 | +6.2 | - | 38.9 | +6.9 | - |  |  |  |  |
| Selling, general and administrative expenses | 16.2 | -5.1 | - | 34.6 | -8.4 | - |  |  |  |  |
| Operating income | 1.9 | +11,900.3 | 72.1 | 4.3 | - | +61.3 |  |  |  |  |
| Ordinary income | 1.9 | - | 88.5 | 4.4 | - | +100.6 |  |  |  |  |
| Net income attributable to owners of parent | 1.1 | - | 275.4 | 1.9 | - | +386.9 |  |  |  |  |


| (Billions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Plan -- FYE March 2018 |  |  |  |  |  |  |
| $\underset{\substack{(\mathrm{Q1}-\mathrm{Q} 2) \\ \text { Intial Plan }}}{\substack{\text { nen Pa }}}$ | $\underset{\substack{\text { (Q1-Q2) } \\ \text { Results }}}{\mathrm{H}}$ | YoY change | $\begin{gathered} \mathrm{H} 2 \\ \begin{array}{c} (\mathrm{Q} 3 \mathrm{Q}-\mathrm{Q} 4) \\ \text { Revised Plan } \end{array} \end{gathered}$ | YoY change | Full-year Revised Plan | YoY change |
|  |  | \% |  | \% |  | \% |
| 79.0 | 77.7 | +7.8 | 95.4 | +6.6 | 173.2 | +7.2 |
| - | 38.7 | +8.8 | - | - | - | - |
| - | 38.9 | +6.9 | - | - | - | - |
| - | 34.6 | -8.4 | - | - | - | - |
| 2.7 | 4.3 | - | 6.6 | -7.0 | 11.0 | +90.3 |
| 2.2 | 4.4 | - | 5.6 | -22.0 | 10.0 | +108.6 |
| 0.4 | 1.9 | - | 2.5 | -61.6 | 4.5 | +15.5 |


| FYE March 2017 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change |  |  | YoY change | vs. Hl plan |  | YoY change |  |  | YoY change | $\left\lvert\, \begin{array}{\|c\|c\|c\|} \text { vs. Full-year } \\ \text { plan } \end{array}\right.$ |
|  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
| Net sales | 33.7 | -10.5 | 43.6 | 72.1 | -5.3 | -6.7 | 115.6 | -3.7 | 70.1 | 161.6 | -1.8 | -2.0 |
| Cost of sales | 16.5 | -6.5 | - | 35.6 | -1.2 | - | 57.2 | -0.4 | - | 80.6 | +1.7 | - |
| Gross profit | 17.1 | -14.1 | - | 36.4 | -9.0 | - | 58.4 | -6.8 | - | 80.9 | -5.0 | - |
| Selling, general and administrative expenses | 17.1 | -1.4 | - | 37.7 | +7.6 | - | 56.3 | +4.7 | - | 75.1 | +0.1 | - |
| Operating income | 0.0 | -99.4 | 0.9 | -1.3 | - | - | 2.1 | -76.3 | 42.0 | 5.7 | -42.9 | +15.6 |
| Ordinary income | -0.3 | - | - | -2.3 | - | - | 0.8 | -91.5 | 21.9 | 4.7 | -55.3 | +29.6 |
| Net income attributable to owners of parent | -0.3 | - | - | -2.6 | - | - | 1.2 | -78.7 | 42.3 | 3.8 | -24.4 | +34.4 |


| Results -- FYE March 2017 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underset{(\mathrm{Q} 1-\mathrm{Q} 2)}{\mathrm{H} 1}$ | YoY change | $\underset{(\mathrm{Q} 3-\mathrm{Q} 4)}{\mathrm{H} 2}$ | YoY change | Full-year | YoY change |
|  |  | \% |  | \% |  | \% |
|  | 72.1 | -5.3 | 89.4 | +1.2 | 161.6 | -1.8 |
|  | 35.6 | -1.2 | 45.0 | +4.2 | 80.6 | +1.7 |
|  | 36.4 | -9.0 | 44.4 | -1.6 | 80.9 | -5.0 |
|  | 37.7 | +7.6 | 37.3 | -6.6 | 75.1 | +0.1 |
|  | -1.3 | - | 7.0 | +37.3 | 5.7 | -42.9 |
|  | -2.3 | - | 7.1 | +20.2 | 4.7 | -55.3 |
|  | -2.6 | - | 6.5 | +145.9 | 3.8 | -24.4 |


| FYE March 2018 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change | ${ }_{\text {achierementrate }}^{\text {Heme }}$ |  | YoY change | vs. H1 plan | YoY change |  |  | YoY change | $\begin{array}{\|c} \text { vs. Full-year } \\ \text { plan } \end{array}$ |
| Fresh and Fermented Dairy | 136.0 | $\begin{array}{r} \hline \% \\ -0.6 \\ \hline \end{array}$ | $\begin{array}{r} \hline \% \\ 50.0 \\ \hline \end{array}$ | 272.2 | $\%$ +0.9 | $\begin{array}{\|c\|} \hline \% \\ -0.0 \\ \hline \end{array}$ |  | $\overline{\%}$ |  |  |  |
| Processed Food | 44.7 | -0.8 | 50.2 | 91.9 | -2.7 | +3.1 |  |  |  |  |  |
| Confectionery | 36.2 | +0.5 | 52.0 | 69.9 | +0.0 | +0.3 |  |  |  |  |  |
| Nutritionals | 24.0 | +1.0 | 49.4 | 49.0 | +1.2 | +0.7 |  |  | I | \% | ग\% |
| Other | 87.8 | -0.4 | 49.1 | 181.2 | +1.6 | +1.3 |  |  |  |  |  |
| Elimination | -63.3 | - | - | -130.2 | - | - |  |  |  |  |  |


| (Billions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Plan -- FYE March 2018 |  |  |  |  |  |  |
| $\begin{gathered} \mathrm{H} 1 \\ \substack{\text { (Q1-Q2) } \\ \text { Intial Plan }} \end{gathered}$ | $\begin{gathered} \text { (Q1-Q2) } \\ \begin{array}{c} \text { (Q1.-2) } \\ \text { Results } \end{array} \end{gathered}$ | YoY change | $\begin{gathered} \mathrm{H} 2 \\ \substack{(\text { Q3-Q4) } \\ \text { Intial Plan }} \end{gathered}$ | YoY change | Full-year Revised Plan | YoY change |
|  |  | \% |  | \% |  | \% |
| 272.3 | 272.2 | +0.9 | 278.4 | +1.3 | 550.7 | +1.1 |
| 89.2 | 91.9 | -2.7 | 87.2 | -2.6 | 179.1 | -2.7 |
| 69.6 | 69.9 | +0.0 | 92.6 | +2.5 | 162.5 | +1.4 |
| 48.7 | 49.0 | +1.2 | 45.8 | +5.9 | 94.8 | +3.4 |
| 178.9 | 181.2 | +1.6 | 178.9 | -0.9 | 360.2 | +0.3 |
| -127.8 | -130.2 | - | -127.1 | - | -257.3 |  |


| FYE March 2017 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change |  |  | YoY change | vs. H1 plan |  | YoY change |  |  | YoY change | $\begin{aligned} & \text { vs. Full-year } \\ & \text { plan } \end{aligned}$ |
|  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
| Fresh and Fermented Dairy | 136.7 | +9.4 | 53.7 | 269.7 | +8.5 | +6.0 | 408.2 | +8.7 | 74.8 | 544.7 | +6.4 | -0.1 |
| Processed Food | 45.0 | -6.4 | 48.8 | 94.5 | -4.0 | +2.3 | 142.3 | -4.4 | 77.8 | 184.0 | -4.0 | +0.6 |
| Confectionery | 36.0 | +3.0 | 51.2 | 69.8 | -0.4 | -0.7 | 116.8 | +0.3 | 73.4 | 160.2 | -0.1 | +0.7 |
| Nutritionals | 23.8 | +0.0 | 47.7 | 48.4 | -1.6 | -3.0 | 72.6 | -3.3 | 78.1 | 91.7 | -4.1 | -1.4 |
| Other | 88.2 | +5.7 | 49.0 | 178.4 | +4.2 | -0.9 | 271.3 | +2.8 | 76.5 | 359.0 | +2.8 | +1.2 |
| Elimination | -62.3 | 二 | - | -125.8 | 二 | - | -192.0 | - | - | -257.7 | - | - |


| Results -- FYE March 2017 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underset{(\mathrm{Q} 1-\mathrm{Q} 2)}{\mathrm{H} 1}$ | YoY change | $\underset{(\mathrm{Q} 3-\mathrm{Q} 4)}{\mathrm{H} 2}$ | YoY change | Full-year | YoY change |
|  |  | \% |  | \% |  | \% |
|  | 269.7 | +8.5 | 274.9 | +4.5 | 544.7 | +6.4 |
|  | 94.5 | -4.0 | 89.5 | -3.9 | 184.0 | -4.0 |
|  | 69.8 | -0.4 | 90.3 | +0.0 | 160.2 | -0.1 |
|  | 48.4 | -1.6 | 43.2 | -6.8 | 91.7 | -4.1 |
|  | 178.4 | +4.2 | 180.6 | +1.4 | 359.0 | +2.8 |
|  | -125.8 | - | -131.9 | - | -257.7 | - |

## B. Operating Income



| (Billions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Plan -- FYE March 2018 |  |  |  |  |  |  |
| $\underset{\substack{(H 1-(1-2) \\ \text { Intial Plan }}}{\mathrm{H}}$ | $\underset{\substack{\text { (Q1-Q2) } \\ \text { Results }}}{\mathrm{H}}$ | YoY change | $\begin{gathered} \mathrm{H} 2 \\ \begin{array}{c} (13-24) \\ \text { Initial Plan } \end{array} \\ \hline \end{gathered}$ | YoY change | Full-year Revised Plan | YoY change |
|  |  | \% |  | \% |  | \% |
| 23.9 | 24.6 | +2.5 | 28.2 | +1.6 | 52.8 | +2.0 |
| 4.3 | 4.0 | -11.5 | 3.0 | +5.9 | 7.0 | -4.8 |
| 6.3 | 7.2 | +16.1 | 12.0 | -0.7 | 19.3 | +5.0 |
| 6.8 | 7.2 | +3.1 | 5.5 | +21.0 | 12.7 | +10.1 |
| 2.5 | 3.0 | +18.2 | 2.7 | -8.9 | 5.8 | +3.6 |
| -5.1 | -5.3 | - | -6.3 | - | -11.6 |  |


| FYE March 2017 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change |  |  | YoY change | vs. H1 plan |  | YoY change |  |  | YoY change | $\begin{gathered} \text { vs. Full-year } \\ \text { plan } \end{gathered}$ |
|  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
| Fresh and Fermented Dairy | 13.8 | +50.5 | 71.8 | 24.0 | +35.7 | +24.3 | 38.0 | +39.1 | 74.6 | 51.7 | +23.6 | +1.7 |
| Processed Food | 1.7 | +24.5 | 46.3 | 4.5 | +29.4 | +20.4 | 6.6 | +17.4 | 95.0 | 7.4 | +23.0 | +5.4 |
| Confectionery | 3.9 | +124.6 | 126.3 | 6.2 | +136.0 | +100.1 | 14.3 | +51.9 | 87.3 | 18.4 | +44.4 | +12.2 |
| Nutritionals | 3.5 | +44.2 | 55.6 | 7.0 | +26.9 | +9.1 | 10.6 | +16.5 | 90.8 | 11.5 | +19.0 | -2.0 |
| Other | 1.0 | +104.5 | 103.0 | 2.5 | +117.1 | +161.3 | 4.7 | +73.7 | 93.0 | 5.5 | +72.8 | +9.1 |
| Elimination and Corporate expenses | -2.1 | - | - | -5.6 | - | - | -8.2 | - | - | -11.8 | - |  |


| Results -- FYE March 2017 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underset{(\mathrm{Q} 1-\mathrm{Q} 2)}{\mathrm{H} 1}$ | YoY change | $\underset{(\mathrm{Q} 3-\mathrm{Q} 4)}{\mathrm{H} 2}$ | YoY change | Full-year | YoY change |
|  |  | \% |  | \% |  | \% |
|  | 24.0 | +35.7 | 27.7 | +14.7 | 51.7 | +23.6 |
| (\% | 4.5 | +29.4 | 2.8 | +14.0 | 7.4 | +23.0 |
| \% | 6.2 | +136.0 | 12.1 | +20.2 | 18.4 | +44.4 |
|  | 7.0 | +26.9 | 4.5 | +8.6 | 11.5 | +19.0 |
|  | 2.5 | +117.1 | 3.0 | +47.0 | 5.5 | +72.8 |
|  | -5.6 | - | -6.1 | - | -11.8 |  |

[^1]
## Ineiji Meiji Holdings Co.,Ltd.

2. Pharmaceuticals Segment

| FYE March 2018 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change |  |  | YoY change | vs. Hl plan | YoY change |  | YoY change | $\begin{array}{\|c} \text { vs. Full-year } \\ \text { plan } \end{array}$ |
| Ethical Pharmaceuticals | 33.2 | $\begin{array}{r} \% \\ +8.8 \\ \hline \end{array}$ | \% | 72.2 | \% +9.8 | $\begin{array}{\|r\|} \hline \% \\ -0.8 \\ \hline \end{array}$ |  | \% | \% | $\%$ |
| Agricultural Chemicals and Veterinary Drugs | 2.6 | -15.7 | 43.4 | 5.5 | -12.4 | -10.4 |  |  |  |  |


| Plan -- FYE March 2018 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\underset{\substack{\text { (12-- } 2 \text { (2) } \\ \text { Initial Plan }}}{\mathrm{H}}$ | $\underset{\substack{\text { (Q1-Q2) } \\ \text { Results }}}{\mathrm{H}}$ | YoY change | $\underset{\substack{(\mathrm{C} 2 \mathrm{O} 24 \\ \text { Revised Plan }}}{\mathrm{H}}$ | YoY change | Full-year Revised Plan | YoY change |
|  |  | \% |  | \% |  | \% |
| 72.8 | 72.2 | +9.8 | 82.2 | +7.7 | 154.4 | +8.6 |
| 6.2 | 5.5 | -12.4 | 13.3 | +1.3 | 18.8 | -3.2 |


| FYE March 2017 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY change | ${ }_{\text {achieremenan rate }}^{\text {Hl } \text { len }}$ |  | YoY change | vs. H1 plan |  | YoY change |  |  | YoY change | $\begin{array}{\|c\|c\|c\|} \text { vs. Full-year } \\ \text { plan } \end{array}$ |
|  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
| Ethical Pharmaceuticals | 30.5 | -10.4 | 43.6 | 65.7 | -5.0 | -6.1 | 106.0 | -3.1 | 72.9 | 142.1 | -1.1 | -2.2 |
| Agricultural Chemicals and Veterinary Drugs | 3.1 | -11.6 | 43.7 | 6.3 | -8.0 | -13.1 | 9.6 | -9.7 | 49.3 | 19.4 | -6.2 | -0.6 |


| Results -- FYE March 2017 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underset{(\mathrm{Q} 1-\mathrm{Q} 2)}{\mathrm{H} 1}$ | YoY change | $\underset{(\mathrm{Q} 3-\mathrm{Q} 4)}{\mathrm{H} 2}$ | YoY change | Full-year | YoY change |
|  |  | \% |  | \% |  | \% |
|  | 65.7 | -5.0 | 76.3 | +2.5 | 142.1 | -1.1 |
|  | 6.3 | -8.0 | 13.1 | -5.3 | 19.4 | -6.2 |


|  | Q1 |  |  |  | Q1-Q2 |  |  |  | Q1-Q3 |  |  |  | Full-year |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Consolidated <br> Total | Food | Pharma | Other | Consolidated <br> Total | Food | Pharma | Other | Consolidated <br> Total | Food | Pharma | Other | $\begin{gathered} \text { Consolidated } \\ \text { Total } \end{gathered}$ | Food | Pharma | Other |
| Results -- FYE March 2017 | 22.0 | 22.0 | 0.0 | 0.0 | 37.3 | 38.8 | -1.3 | -0.2 |  |  |  |  |  |  |  |  |
| Due to increased/decreased sales | +0.1 | -0.4 | +0.5 | - | +1.7 | -0.0 | +1.7 | - | , | ¢ |  |  |  |  |  |  |
| Costs of goods sold increase | -0.4 | -0.4 | 0.0 | - | -1.3 | -1.3 | 0.0 | - | 【! | ! | Y! | \% | ! |  |  |  |
| Cost reduction | +2.5 | +1.2 | +1.3 | - | +6.8 | +3.0 | +3.8 | - |  |  |  |  |  |  |  |  |
| Other (incl. change in results of subsidiaries) | +0.2 | +0.0 | +0.1 | -0.0 | +0.6 | +0.4 | +0.1 | +0.1 |  |  |  |  |  |  |  |  |
| Total change | +2.4 | +0.4 | +1.9 | -0.0 | +7.8 | +2.1 | +5.6 | +0.1 |  |  |  |  |  |  |  |  |
| Results -- FYE March 2018 | 24.4 | 22.4 | 1.9 | 0.0 | 45.1 | 40.9 | 4.3 | -0.1 |  |  |  |  |  |  |  |  |


| YoY Change in Operating Income |  |  |
| :---: | :---: | :---: |
| Q2 Results -- FYE March 2017 | 37.3 |  |
| Due to increased/decreased sales |  | +1.7 |
| Costs of goods sold increase |  | $-1.3{ }^{(1)}$ |
| Cost reduction |  | $+6.8{ }^{(* 2)}$ |
| Other (incl. change in results of subsidiaries) |  |  |
| Q2 Results -- FYE March 2018 | 45.1 |  |

## (Breakdown)

*1: [Food] Increase in raw material costs: -1.0, Other: -0.3
*2: [Food] Decrease in promotion expenses: +2.6 , Distribution optimization: +0.4 [Pharma] Decrease in promotion expenses: +3.1 , Other cost reduction: +0.7

## 2. Plan -- FYE March 2018

|  | H1 (Q1-Q2) Results |  |  |  | H2 (Q3-Q4) Revised Plan |  |  |  | Full-year Revised Plan |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Food | Pharma | Other |  | Food | Pharma | Other | Consolidated <br> Total | Food | Pharma | Other |
| Results -- FYE March 2017 | 37.3 | 38.8 | -1.3 | -0.2 | 51.0 | 44.1 | 7.0 | -0.1 | 88.3 | 82.9 | 5.7 | -0.3 |
| Due to increased/decreased sales | +1.7 | -0.0 | +1.7 | - | +1.7 | +1.5 | +0.2 | - | +3.4 | +1.5 | +1.9 | - |
| Changes in costs of goods sold | -1.3 | -1.3 | 0.0 | - | -2.0 | -2.0 | 0.0 | - | -3.3 | -3.3 | 0.0 | - |
| Changes in other SG\&A expenses | +6.8 | +3.0 | +3.8 | - | +1.6 | +1.4 | +0.2 | - | +8.4 | +4.4 | +4.0 | - |
| Other (incl. change in results of subsidiaries) | +0.6 | +0.4 | +0.1 | +0.1 | -1.0 | +0.2 | -0.8 | -0.4 | -0.4 | +0.6 | -0.7 | -0.3 |
| Total change | +7.8 | +2.1 | +5.6 | +0.1 | +0.3 | +1.1 | -0.4 | -0.4 | +8.1 | +3.2 | +5.2 | -0.3 |
| Plan -- FYE March 2018 | 45.1 | 40.9 | 4.3 | -0.1 | 51.4 | 45.2 | 6.6 | -0.5 | 96.5 | 86.1 | 11.0 | -0.6 |

4. Consolidated Financial Positions

| FYE March 2018 | As of Jun, 30 |  | As of Sep. 30 |  | As of Dec. 31 |  | As of Mar. 31 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { Change from } \\ & \text { the revevous } \\ & \text { fiscal year end } \end{aligned}$ |  | $\begin{aligned} & \text { Change from } \\ & \text { the previous } \\ & \text { fiscal yearend } \end{aligned}$ |  | $\begin{aligned} & \text { Change from } \\ & \text { the previous } \\ & \text { fiscal year end } \end{aligned}$ |  | $\begin{aligned} & \text { Change from } \\ & \text { Che previous } \\ & \text { fiscal year end } \end{aligned}$ |
| Total assets | 891.7 | \% +0.9 | 918.9 | $\begin{array}{r} \hline \% \\ +4.0 \end{array}$ |  | $\%$ |  | \% |
| Current assets | 373.1 | -1.2 | 387.7 | +2.7 |  |  |  |  |
| Fixed assets | 518.5 | +2.4 | 531.2 | +4.9 |  |  |  |  |
| Total liabilities | 437.1 | +2.4 | 449.3 | +5.3 |  |  |  |  |
| Current liabilities | 321.9 | +2.5 | 332.5 | +5.8 |  |  |  |  |
| Long-term liabilities | 115.1 | +2.3 | 116.7 | +3.8 |  |  |  |  |
| Total net assets | 454.6 | -0.6 | 469.6 | +2.7 |  |  |  |  |
| Shareholders' equity | 431.3 | -1.1 | 444.0 | +1.8 |  |  |  |  |


|  |  |  |  |  | Consolidated interest bearing debt | 155.5 | +20.1 | 139.6 | +7.8 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 枈 |  |  |  |  | Food segment assets | 624.7 | -0.9 | 659.3 | +4.6 |  |  |  |  |
|  |  |  |  |  | Pharmaceuticals segm | 212.0 | -1.7 | 210.5 | -2.5 |  |  |  |  |


| FYE March 2017 | As of Jun, 30 |  | As of Sep. 30 |  | As of Dec. 31 |  | As of Mar. 31 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change from the revious fiscal year end |  | Change from the previous fiscal year en |  | Change from the previous fiscal year end |  | Change from the revious fiscal year end |
|  |  | \% |  | \% |  | \% |  | \% |
| Total assets | 837.5 | -2.2 | 837.1 | -2.2 | 889.2 | +3.9 | 883.8 | +3.2 |
| Current assets | 350.2 | -3.5 | 354.6 | -2.3 | 394.6 | +8.7 | 377.7 | +4.1 |
| Fixed assets | 487.3 | -1.2 | 482.4 | -2.2 | 494.6 | +0.3 | 506.1 | +2.6 |
| Total liabilities | 418.2 | -4.3 | 416.3 | -4.7 | 446.3 | +2.1 | 426.7 | -2.3 |
| Current liabilities | 259.0 | -6.4 | 277.7 | +0.4 | 324.7 | +17.4 | 314.1 | +13.6 |
| Long-term liabilities | 159.2 | -0.6 | 138.5 | -13.6 | 121.5 | -24.1 | 112.5 | -29.8 |
| Total net assets | 419.3 | +0.0 | 420.8 | +0.4 | 442.9 | +5.7 | 457.1 | +9.1 |
| Shareholders' equity | 405.2 | +2.2 | 412.8 | +4.1 | 428.1 | +7.9 | 436.0 | +9.9 |
|  | 157.2 | +6.3 | 144.4 | -2.3 | 147.2 | -0.4 | 129.4 | -12.4 |
|  | 589.3 | -0.5 | 601.6 | +1.6 | 638.2 | +7.8 | 630.1 | +6.4 |
|  | 193.9 | -3.3 | 193.7 | -3.4 | 209.8 | +4.6 | 215.8 | +7.6 |

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

|  | FYE March 2015 |  | FYE March 2016 |  | FYE March 2017 |  | FYE March 2018 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Full-year | $\underset{(\mathrm{Q} 1-\mathrm{Q} 2)}{\mathrm{H} 1}$ | Full-year | $\begin{gathered} \mathrm{H} 1 \\ (\mathrm{Q} 1-\mathrm{Q} 2) \end{gathered}$ | Full-year | $\begin{gathered} \text { H1-(Q2) } \\ \substack{\text { (Q1-Q2) } \\ \text { Results }} \end{gathered}$ | Full-year Revised Plan |
| Capital expenditures | 28.4 | 64.3 | 24.1 | 42.3 | 23.3 | 50.4 | 34.8 | 71.0 |
| Food segment | 24.9 | 55.8 | 21.2 | 36.5 | 20.3 | 44.3 | 30.6 | 59.9 |
| Pharmaceutical segment | 3.5 | 8.5 | 2.8 | 5.7 | 2.9 | 6.0 | 4.1 | 11.1 |
| Corporate or elimination | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Depreciation and amortization | 19.9 | 41.8 | 19.7 | 42.0 | 22.1 | 45.8 | 22.3 | 45.7 |
| Food segment | 16.9 | 35.3 | 17.3 | 36.5 | 19.2 | 39.9 | 19.3 | 39.6 |
| Pharmaceutical segment | 2.4 | 5.4 | 2.2 | 5.3 | 2.8 | 5.7 | 2.9 | 5.9 |
| Corporate or elimination | 0.5 | 1.0 | 0.1 | 0.2 | 0.1 | 0.2 | 0.1 | 0.2 |
| R\&D expenses | 11.9 | 26.1 | 12.9 | 27.3 | 12.5 | 26.1 | 12.5 | 26.4 |
| Food segment | 6.1 | 12.5 | 6.4 | 12.6 | 6.1 | 12.4 | 5.9 | 12.6 |
| Pharmaceutical segment | 5.7 | 13.5 | 6.5 | 14.6 | 6.4 | 13.7 | 6.5 | 13.7 |
| Corporate or elimination | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |


|  | $\begin{gathered} \text { FYE March } 2014 \\ \text { Full-year } \end{gathered}$ | $\begin{gathered} \text { FYE March } 2015 \\ \text { Full-year } \end{gathered}$ | $\begin{gathered} \text { FYE March } 2016 \\ \text { Full-year } \end{gathered}$ | FYE March 2017 <br> Full-year |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 1,148.0 billion yen | 1,161.1 billion yen | 1,223.7 billion yen | 1,242.4 billion yen |
| Operating income | 36.4 billion yen | 51.5 billion yen | 77.7 billion yen | 88.3 billion yen |
| Operating income ratio | 3.2 \% | 4.4 \% | 6.4 \% | 7.1 \% |
| EBITDA | 77.6 billion yen | 94.0 billion yen | 121.6 billion yen | 135.8 billion yen |
| EBITDA margin | 6.8 \% | 8.1 \% | 9.9 \% | 10.9 \% |
| Net income attributable to shareholders of parent company | 19.0 billion yen | 30.8 billion yen | 62.5 billion yen | 60.7 billion yen |
| Net income ratio | 1.7 \% | 2.7 \% | 5.1 \% | 4.9 \% |
| Total assets | 779.4 billion yen | 877.3 billion yen | 856.1 billion yen | 883.8 billion yen |
| Interest bearing debt | 198.3 billion yen | 221.4 billion yen | 147.8 billion yen | 129.4 billion yen |
| Shareholders' equity | 320.4 billion yen | 370.3 billion yen | 408.8 billion yen | 448.9 billion yen |
| Shareholders' equity ratio | 41.1 \% | 42.2 \% | 47.8 \% | 50.8 \% |
| Debt/Equity ratio | 0.6 \% | 0.6 \% | 0.4 \% | 0.3 \% |
| ROA | 5.0 \% | 6.5 \% | 9.4 \% | 10.2 \% |
| ROE | 6.0 \% | 8.9 \% | 16.1 \% | 14.2 \% |
| Cash flows from operating activities | 63.8 billion yen | 86.4 billion yen | 105.1 billion yen | 81.8 billion yen |
| Cash flows from investing activities | -47.2 billion yen | -92.8 billion yen | -9.8 billion yen | -44.2 billion yen |
| Free cash flows | 16.5 billion yen | $\Delta 6.3$ billion yen | 95.3 billion yen | 37.5 billion yen |
| Net income per share | 129.40 yen | 209.79 yen | 425.06 yen | 413.11 yen |
| Net assets per share | 2,175.98 yen | 2,515.26 yen | 2,777.28 yen | 3,064.91 yen |
| Cash flow per share | 407.55 yen | 494.24 yen | 710.89 yen | 728.21 yen |
| Cash dividends per share | 40.00 yen | 50.00 yen | 90.00 yen | 110.00 yen |
| Dividend payout ratio | 30.9 \% | 23.8 \% | 21.2 \% | 26.6 \% |
| Price/Earnings ratio--PER | 25.2 times | 34.9 times | 21.3 times | 22.4 times |
| Price/Book value ratio--PBR | 1.5 times | 2.9 times | 3.3 times | 3.0 times |
| Price/Cash flow ratio--PCFR | 8.0 times | 14.8 times | 12.7 times | 12.7 times |

Op. income + Depreciation and amortization

Ordinary income/Average net assets
Net income attributable to shareholders of parent company/Average shareholders' equity

Cash flows from operating activities + Cash flows from investing activitie
Net income attributable to shareholders of parent company / (Number of shares outstanding - Number of treasury stock)
(Total net assets - Noncontrolling interests) / (Number of shares outstanding - Number of treasury stock)
(Net income attributable to shareholders of parent company + 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
7. Sales by Main Products

1. Food Segment (Non-consolidated)

| FYE March 2018 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY Change |  |  | YoY Change | vs. Hl Plan | YoY Change |  | YoY Change | $\begin{array}{\|l\|l\|} \text { vs. Full-year } \\ \text { Plan } \end{array}$ |
|  |  | \% | \% |  | \% | \% | \% | $\%$ | \% | \% |
| Yogurt | 22.1 | -5.1 | 48.2 | 44.1 | -2.5 | -4.1 |  |  |  |  |
| Meiji Bulgaria Yogurt | 20.4 | -5.9 | 48.3 | 40.9 | -2.8 | -3.4 |  |  |  |  |
| Probiotic yogurts | 28.3 | +0.2 | 52.1 | 54.7 | +2.2 | +0.6 |  |  |  |  |
| Drinking milk | 27.5 | +1.7 | 50.2 | 56.2 | +2.4 | +2.4 |  |  |  |  |
| Meiji Oishii Gyunyu | 14.7 | +1.4 | 48.1 | 30.9 | +2.4 | +0.6 |  |  |  |  |
| Cheese | 8.8 | -1.5 | 53.5 | 17.2 | -0.6 | +4.3 |  |  |  |  |
| Meiji Hokkaido Tokachi series | 3.3 | +3.9 | 54.3 | 6.4 | +2.5 | +2.6 |  |  |  |  |
| Ice cream | 11.6 | -12.0 | 43.1 | 26.5 | -12.1 | -1.4 |  |  |  |  |
| Chocolate | 21.7 | +5.0 | 51.4 | 42.0 | +3.6 | -0.5 |  |  |  |  |
| Nutritional products | 12.7 | -3.4 | 48.8 | 26.2 | -0.5 | +0.3 |  |  |  |  |
| Sports nutrition | 5.6 | +14.4 | 51.0 | 10.9 | +11.4 | +0.1 |  |  |  |  |


| Plan -- FYE March 2018 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\underset{\substack{(\mathrm{Cl}-\mathrm{-} 2) \\ \text { Intial Plan }}}{\mathrm{H}}$ | $\underset{\substack{\text { (Q1-Q2) } \\ \text { Results }}}{\text { Ren }}$ | YoY Change | $\begin{gathered} \text { H2 } \\ \substack{(Q 3-24) \\ \text { Intita Plan }} \end{gathered}$ | YoY Change | Full-year Revised Plan | YoY Change |
|  |  | \% |  | \% |  | \% |
| 46.0 | 44.1 | -2.5 | 43.5 | +5.5 | 87.7 | +1.3 |
| 42.4 | 40.9 | -2.8 | 39.2 | +2.7 | 80.2 | -0.2 |
| 54.4 | 54.7 | +2.2 | 67.9 | +2.9 | 122.7 | +2.6 |
| 54.8 | 56.2 | +2.4 | 50.8 | -3.1 | 107.1 | -0.3 |
| 30.7 | 30.9 | +2.4 | 28.0 | +1.3 | 59.0 | +1.9 |
| 16.5 | 17.2 | -0.6 | 17.5 | -3.6 | 34.7 | -2.1 |
| 6.2 | 6.4 | +2.5 | 6.8 | -2.4 | 13.2 | -0.0 |
| 26.9 | 26.5 | -12.1 | 18.1 | +0.3 | 44.6 | -7.5 |
| 42.3 | 42.0 | +3.6 | 63.2 | +1.9 | 105.2 | +2.5 |
| 26.1 | 26.2 | -0.5 | 26.9 | +3.9 | 53.1 | +1.7 |
| 10.9 | 10.9 | +11.4 | 9.2 | +24.6 | 20.2 | +17.1 |


| FYE March 2017 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY Change |  |  | YoY Change | vs. Hl Plan |  | YoY Change |  |  | YoY Change | $\begin{array}{\|c} \text { vs. Full-year } \\ \text { Plan } \end{array}$ |
|  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
| Yogurt | 23.3 | +8.9 | 54.5 | 45.2 | +5.7 | +5.6 | 66.3 | +5.9 | 75.7 | 86.5 | +4.1 | -1.2 |
| Meiji Bulgaria Yogurt | 21.7 | +11.7 | 54.3 | 42.1 | +8.0 | +5.2 | 61.6 | +7.6 | 75.6 | 80.3 | +5.5 | -1.4 |
| Probiotic yogurts | 28.3 | +20.4 | 58.7 | 53.5 | +17.5 | +11.1 | 85.6 | +20.5 | 70.9 | 119.6 | +12.1 | -1.0 |
| Drinking milk | 27.0 | -1.9 | 49.7 | 54.8 | -2.2 | +0.7 | 81.6 | -2.0 | 76.7 | 107.4 | -1.4 | +0.9 |
| Meiji Oishii Gyunyu | 14.5 | +1.4 | 49.4 | 30.1 | +0.6 | +2.3 | 44.3 | +0.7 | 76.8 | 57.9 | +0.9 | +0.4 |
| Cheese | 8.9 | +8.7 | 53.7 | 17.3 | +5.9 | +3.7 | 26.9 | +2.7 | 76.6 | 35.5 | +2.0 | +0.8 |
| Meiji Hokkaido Tokachi series | 3.2 | +8.4 | 54.5 | 6.2 | +6.2 | +4.3 | 9.9 | +3.0 | 76.7 | 13.2 | +4.4 | +1.9 |
| Ice cream ${ }^{\text {(Notel) }}$ | 13.2 | -0.3 | 45.0 | 30.2 | +4.5 | +3.1 | 40.0 | +4.7 | 83.2 | 48.3 | +3.8 | +0.2 |
| Chocolate | 20.7 | +9.7 | 52.8 | 40.6 | +6.8 | +3.7 | 72.8 | +7.9 | 72.1 | 102.6 | +7.4 | +1.7 |
| Nutritional products ${ }^{\text {(Note2) }}$ | 13.2 | +9.4 | 51.6 | 26.3 | +6.9 | +3.0 | 40.8 | +5.7 | 77.5 | 52.3 | +3.9 | -0.8 |
| Sports nutrition | 4.8 | +12.6 | 48.6 | 9.8 | +12.8 | -2.1 | 13.8 | +8.6 | 78.6 | 17.3 | +6.6 | -1.8 |


| Results -- FYE March 2017 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underset{(\mathrm{Q} 1-\mathrm{Q} 2)}{\mathrm{H} 1}$ | YoY Change | $\underset{(\mathrm{Q} 3-\mathrm{Q} 4)}{\mathrm{H} 2}$ | YoY Change | Full-year | YoY Change |
|  |  | \% |  | \% |  | \% |
|  | 45.2 | +5.7 | 41.2 | +2.3 | 86.5 | +4.1 |
| \% | 42.1 | +8.0 | 38.2 | +2.9 | 80.3 | +5.5 |
|  | 53.5 | +17.5 | 66.0 | +8.1 | 119.6 | +12.1 |
|  | 54.8 | -2.2 | 52.5 | -0.6 | 107.4 | -1.4 |
|  | 30.1 | +0.6 | 27.7 | +1.1 | 57.9 | +0.9 |
|  | 17.3 | +5.9 | 18.1 | -1.5 | 35.5 | +2.0 |
|  | 6.2 | +6.2 | 6.9 | +2.8 | 13.2 | +4.4 |
|  | 30.2 | +4.5 | 18.0 | +2.8 | 48.3 | +3.8 |
|  | 40.6 | +6.8 | 62.0 | +7.8 | 102.6 | +7.4 |
|  | 26.3 | +6.9 | 25.9 | +1.0 | 52.3 | +3.9 |
|  | 9.8 | +12.8 | 7.4 | -0.7 | 17.3 | +6.6 |

[^2]2. Pharmaceuticals Segment (Non-consolidated)

| FYE March 2018 |  | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YoY Change |  |  | YoY Change | vs. H1 Plan |  | YoY Change |  |  | YoY Change | $\begin{gathered} \text { vs. Full-year } \\ \text { Plan } \end{gathered}$ |
|  |  |  | \% | \% |  | \% | \% |  | \% | $\%$ |  | \% | \% |
|  | Total brand name drugs | 11.8 | +4.2 | 41.1 | 25.8 | +4.7 | -10.2 |  |  |  |  |  |  |
|  | MEIACT | 1.5 | -21.8 | 41.2 | 3.4 | -20.9 | -10.4 |  | \% | \% | \% |  |  |
|  | REFLEX | 4.2 | -8.2 | 40.3 | 9.7 | +1.4 | -6.7 | \% | \% | [ | L | \% | \% |
|  | SYCREST | 0.5 | +60.4 | 39.6 | 1.3 | +140.2 | -10.5 |  |  |  |  |  |  |
|  | BILANOA | 0.2 | - | 17.5 | 0.4 | - | -63.2 |  |  |  |  | ( |  |
|  | Total generic drugs | 10.7 | +10.7 | 45.9 | 23.0 | +13.2 | -1.6 |  |  |  |  |  |  |
|  | AMLODIPINE | 1.0 | -1.3 | 44.0 | 2.2 | +1.4 | -5.1 |  |  |  |  |  |  |
|  | TAZOPIPE | 0.9 | +177.3 | 52.7 | 2.1 | +153.8 | +17.4 |  |  |  |  |  |  |
| (By field | Total infectious diseases* | 8.1 | +1.4 | 45.4 | 17.6 | +3.3 | -1.7 |  |  |  |  |  |  |
|  | Total CNS disorders* | 7.8 | -3.9 | 42.0 | 17.6 | +5.5 | -6.1 |  |  |  |  |  |  |


| FYE March 2017 |  | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YoY Change | ${ }_{\text {Achiememen }}^{\text {Hease }}$ |  | YoY Change | vs. H1 Plan |  | YoY Change | $\pm \begin{gathered}\text { Filly sear Plan } \\ \text { Anierement Raue }\end{gathered}$ |  | YoY Change | $\left\|\begin{array}{c} \text { vs. Full-year } \\ \text { Plan } \end{array}\right\|$ |
| Ethical pharma ceuticals |  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
|  | Total brand name drugs | 11.3 | -11.3 | 43.9 | 24.6 | -3.5 | -4.6 | 40.7 | -0.1 | 73.8 | 53.5 | +0.5 | -3.0 |
|  | MEIACT | 1.9 | -36.6 | 41.8 | 4.3 | -30.0 | -10.0 | 7.4 | -28.0 | 74.1 | 9.7 | -27.0 | -3.2 |
|  | ORAPENEM | 0.4 | -12.3 | 48.3 | 0.8 | -7.1 | -7.4 | 1.6 | -7.3 | 77.8 | 2.0 | -10.3 | +0.4 |
|  | REFLEX | 4.6 | +4.1 | 49.1 | 9.6 | +4.6 | +2.8 | 14.8 | +3.3 | 73.8 | 19.4 | +2.4 | -3.0 |
|  | Total generic drugs | 9.7 | -4.4 | 45.3 | 20.3 | -1.8 | -5.0 | 31.9 | -2.7 | 75.5 | 42.5 | -1.3 | +0.4 |
|  | AMLODIPINE | 1.0 | -20.4 | 40.6 | 2.2 | -17.8 | -14.9 | 3.4 | -19.0 | 76.5 | 4.6 | -16.4 | +1.8 |
|  | DONEPEZIL | 0.6 | -20.8 | 38.3 | 1.4 | -20.2 | -20.6 | 2.1 | -21.5 | 80.5 | 2.8 | -19.2 | +5.0 |
| (By field | Total infectious diseases* | 8.0 | -16.7 | 47.6 | 17.1 | -11.3 | +1.0 | 28.1 | -10.3 | 77.2 | 36.6 | -10.1 | +0.4 |
|  | Total CNS disorders* | 8.1 | +4.5 | 51.3 | 16.7 | +3.9 | +4.5 | 25.6 | +2.3 | 74.8 | 33.7 | +2.9 | -1.6 |
| Export | MEIACT | 0.6 | -28.9 | 60.5 | 0.9 | -40.3 | -6.6 | 1.5 | -29.8 | 72.6 | 2.2 | -8.2 | +3.2 |
| Agric. | ORYZEMATE | 0.3 | -2.6 | 79.2 | 0.4 | +2.8 | +2.4 | 1.0 | -15.2 | 16.3 | 6.6 | +0.0 | -0.3 |


| (Billions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Plan -- FYE March 2018 |  |  |  |  |  |  |
| $\underset{\substack{(\mathrm{H} 1-\mathrm{Q} 2) \\ \text { Intial Plan }}}{\mathrm{I}}$ | $\underset{\substack{\text { (O1-Q2) } \\ \text { Results }}}{\substack{\text { Rese }}}$ | YoY Change | $\begin{gathered} \mathrm{H} 2 \\ \substack{\text { (Q33-24) } \\ \text { Revied Plan }} \\ \hline \end{gathered}$ | YoY Change | Full-year Revised Plan | YoY Change |
|  |  | \% |  | \% |  | \% |
| 28.7 | 25.8 | +4.7 | 33.4 | +16.0 | 59.3 | +10.8 |
| 3.8 | 3.4 | -20.9 | 4.1 | -25.0 | 7.5 | -23.2 |
| 10.5 | 9.7 | +1.4 | 10.7 | +9.3 | 20.5 | +5.4 |
| 1.5 | 1.3 | +140.2 | 2.4 | +216.9 | 3.7 | +184.5 |
| 1.2 | 0.4 | - | 2.9 | +274.8 | 3.4 | +332.5 |
| 23.4 | 23.0 | +13.2 | 24.9 | +12.5 | 47.9 | +12.9 |
| 2.4 | 2.2 | +1.4 | 2.4 | +1.0 | 4.6 | +1.2 |
| 1.8 | 2.1 | +153.8 | 2.4 | +76.5 | 4.6 | +106.3 |
| 18.0 | 17.6 | +3.3 | 19.9 | +0.3 | 37.5 | +1.7 |
| 18.7 | 17.6 | +5.5 | 20.3 | +19.6 | 37.3 | +10.8 |


| Results --FYE March 2017 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underset{(\mathrm{Q} 1-\mathrm{Q} 2)}{\mathrm{H} 1}$ | YoY Change | $\underset{(\mathrm{Q} 3-\mathrm{Q} 4)}{\mathrm{H} 2}$ | YoY Change | Full-year | YoY Change |
|  |  | \% |  | \% |  | \% |
|  | 24.6 | -3.5 | 28.8 | +4.3 | 53.5 | +0.5 |
|  | 4.3 | -30.0 | 5.4 | -24.6 | 9.7 | -27.0 |
|  | 0.8 | -7.1 | 1.2 | -12.5 | 2.0 | -10.3 |
|  | 9.6 | +4.6 | 9.8 | +0.4 | 19.4 | +2.4 |
|  | 20.3 | -1.8 | 22.1 | -0.8 | 42.5 | -1.3 |
|  | 2.2 | -17.8 | 2.3 | -15.0 | 4.6 | -16.4 |
|  | 1.4 | -20.2 | 1.4 | -18.0 | 2.8 | -19.2 |
|  | 17.1 | -11.3 | 19.5 | -9.1 | 36.6 | -10.1 |
|  | 16.7 | +3.9 | 17.0 | +2.0 | 33.7 | +2.9 |
|  | 0.9 | -40.3 | 1.2 | +51.8 | 2.2 | -8.2 |
|  | 0.4 | +2.8 | 6.1 | -0.2 | 6.6 | +0.0 |

Note: Total for brand name and generic drugs in the infectious diseases and the CNS disorders fields
Note: Figures of total infectious diseases for the first quarter are revised on November 8, 2017.

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

| FYE March 2018 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY Change |  |  | YoY Change | vs. H1 Plan | YoY Change |  | YoY Change | $\begin{aligned} & \text { vs. Full-year } \\ & \text { Plan } \end{aligned}$ |
| Food segment | 9.2 | \% +4.7 | \% 49.8 | 20.9 | \% +15.5 | $\begin{array}{r} \hline \% \\ +12.9 \end{array}$ | \% | \% | \% | $\%$ |
| Pharmaceuticals segment | 8.9 | -1.8 | 48.5 | 18.8 | -0.8 | +2.6 |  |  |  |  |


| (Billions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Plan -- FYE March 2018 |  |  |  |  |  |  |
|  | $\underset{\substack{\text { (Q1-Q2 } \\ \text { Results }}}{\mathrm{H}}$ | YoY Change | $\underset{\substack{(\mathrm{H} 2-24) \\ \text { Intial Plan }}}{\mathrm{H}}$ | YoY Change | Full-year Revised Plan | YoY Change |
|  |  | \% |  | \% |  | \% |
| 18.5 | 20.9 | +15.5 | 22.1 | +10.4 | 43.0 | +12.9 |
| 18.4 | 18.8 | -0.8 | 21.7 | +10.5 | 40.6 | +4.9 |


| FYE March 2017 | Q1 |  |  | Q1-Q2 |  |  | Q1-Q3 |  |  | Full-year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY Change |  |  | YoY Change | vs. HI Plan |  | YoY Change |  |  | YoY Change | $\begin{array}{\|c\|c\|c\|c\|l\|l\|l\|l\|} \hline \text { vs. Fullyear } \\ \text { Plan } \end{array}$ |
|  |  | \% | \% |  | \% | \% |  | \% | \% |  | \% | \% |
| Food segment | 8.8 | +12.0 | 43.0 | 18.1 | +2.6 | -11.6 | 28.0 | -1.1 | 73.5 | 38.1 | -0.4 | +0.0 |
| Pharmaceuticals segment | 9.0 | -15.8 | 41.4 | 19.0 | -8.8 | -13.3 | 28.0 | -7.6 | 74.1 | 38.7 | -7.7 | +2.5 |


| Results -- FYE March 2017 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underset{(\mathrm{Q} 1-\mathrm{Q} 2)}{\mathrm{H} 1}$ | YoY Change | $\underset{(\mathrm{Q} 3-\mathrm{Q} 4)}{\mathrm{H} 2}$ | YoY Change | Full-year | YoY Change |
|  |  | \% |  | \% |  | \% |
|  | 18.1 | +2.6 | 20.0 | -3.0 | 38.1 | -0.4 |
|  | 19.0 | -8.8 | 19.6 | -6.7 | 38.7 | -7.7 |

Note : Net sales for the parent company export business and net sales (after elimination) from international subsidiaries subject to the scope of consolidation are indicated as above reference information.

| Stage | Name | Type | Efficacy Classification | Notes |
| :---: | :---: | :---: | :---: | :---: |
| Approved | Depromel SME3110 (Fluvoxamine) | Oral | Selective serotonin reuptake inhibitor (SSRI) (Pediatric OCD) (Additional indications) | Co-development: AbbVie G.K. |
| Phase III | ME2112 (Ziprasidone) | Oral | Antipsychotic | In-license: RaQualia Pharma Inc. |
| Phase II/III | ME2125 (Safinamide) | Oral | Anti-Parkinson's Disease | In-license: Newron Pharmaceutical S.p.A. (Italy) Licensed out to Eisai Co., Ltd. (Japan) |
| Phase II (International collaborative clinical trial) | SP-02L (darinaparsin) | Injection | Relapsed or refractory peripheral T-cell lymphoma (PTCL) | In-license: Solasia Pharma K.K. |
| Phase II | REFLEX Org3770 (Mirtazapine) | Oral | Fibromyalgia treatment (Additional indications) | In-license: MSD K.K. |
| Phase II (Overseas) | ME1111 | Topical | Antionychomycosis | Meiji Seika Pharma Co., Ltd. |
| Phase I | DMB-3111 | Injection | Breast cancer/Gastric cancer (Biosimilar) | Co-development: Dong-A Socio Holdings Co., Ltd. (South Korea) Licensed out to Gedeon Richter Plc. (Hungary) |
|  | DMB-3113 | Injection | Rheumatoid Arthritis/TNF $\alpha$ inhibitor (Biosimilar) | Co-development: Dong-A ST (South Korea) |
|  | OP0595 | Injection | $\beta$-lactamase inhibitor | Licensed out to F. Hoffman-La Roche (Switzerland) |
| Phase I <br> (Overseas) | ME1100 (Arbekacin) | Inhalation | Hospital Acquired Bacterial Pneumonia/ Ventilator Associated Bacterial Pneumonia treatment (HABP/VABP) | Meiji Seika Pharma Co., Ltd. |


[^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. The initial plan figures were announced on May 12, 2017 .
    *Figures of total infectious diseases for the first quarter (on page 10) are revised on November 8, 2017.

[^1]:    Note. 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 busines

[^2]:    Note: Nutiritional products includes infant formula and enteral formula

