



Consolidated Financial Results
for the Fiscal Year Ended March 31, 2019
[Based on Japanese GAAP]

May 13, 2019

Name of Listed Company: Meiji Holdings Co., Ltd. Listed exchange: 1st Section, Tokyo Stock Exchange
Code Number: 2269 URL: www.meiji.com
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Annual shareholders meeting: June 27, 2019

Submission of the securities report: June 27, 2019

Dividend payment commencement: June 6, 2019

Preparation of explanatory materials for full-term financial results: Yes

Holding of a briefing on full-term financial results: Yes (a briefing for analysts and institutional investors)

(Amounts are rounded down to the nearest million yen.)

1. Consolidated Financial Results for the Fiscal Year Ended March 31, 2019
(April 1, 2018 to March 31, 2019)

(1) Consolidated operating results (% of change from the previous fiscal year)

	Net Sales		Operating Income		Ordinary Income		Net income attributable to shareholders of parent company	
For the fiscal year ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
March 31, 2019	1,254,380	1.1	98,383	3.9	99,709	4.0	61,868	1.0
March 31, 2018	1,240,860	-0.1	94,673	7.1	95,877	7.9	61,278	0.8

(Note) Comprehensive income: Fiscal year ended March 31, 2019: JPY 61,512 million (-13.1%)
Fiscal year ended March 31, 2018: JPY 70,800 million (14.6%)

	Net Income per Share	Diluted Net Income per Share	Return on Equity	Ordinary Income/Total Assets	Operating Income/Net Sales
For the fiscal year ended	Yen	Yen	%	%	%
March 31, 2019	426.61	—	12.2	10.3	7.8
March 31, 2018	422.15	—	13.1	10.6	7.6

(Reference) Equity in income of affiliates: Fiscal year ended March 31, 2019: JPY -390 million
Fiscal year ended March 31, 2018: JPY -209 million

(Note)

We apply the Partial Revisions to Accounting Standards for Tax Effect Accounting (Corporate Accounting Standards No. 28, February 16, 2018) as of the first nine months of the current consolidated accounting period. As such, major management benchmarks for the previous consolidated accounting period have been adjusted to retroactively apply said accounting standards.

(2) Consolidated financial position

	Total Assets	Net Assets	Equity Ratio	Net Assets per Share
	Millions of yen	Millions of yen	%	Yen
As of March 31, 2019	1,004,143	560,630	52.5	3,635.79
As of March 31, 2018	925,237	495,177	52.7	3,360.70

Disclaimer: These financial statements have been prepared in accordance with generally accepted accounting principles in Japan.
This English translation is prepared for the reader's convenience. When there are any discrepancies between the original Japanese version and English translation version, the original Japanese version always prevails.

(Reference) Shareholders' equity: As of March 31, 2019: JPY 527,310 million
As of March 31, 2018: JPY 487,310 million

(Note)

We apply the Partial Revisions to Accounting Standards for Tax Effect Accounting (Corporate Accounting Standards No. 28, February 16, 2018) as of the first nine months of the current consolidated accounting period. As such, major management benchmarks for the previous consolidated accounting period have been adjusted to retroactively apply said accounting standards.

(3) Consolidated cash flows

	Cash Flows from Operating Activities	Cash Flows from Investing Activities	Cash Flows from Financing Activities	Cash and Cash Equivalents at Year-End
For the fiscal year ended	Millions of yen	Millions of yen	Millions of yen	Millions of yen
March 31, 2019	112,100	-100,202	-13,980	24,481
March 31, 2018	108,775	-64,394	-40,121	26,913

2. Dividends

	Cash Dividends Per Share					Total Cash Dividends (Annual)	Payout Ratio (Consolidated)	Dividends to Net Assets Ratio (Consolidated)
	1Q	2Q	3Q	Financial year end	Annual			
For the fiscal year ended	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
March 31, 2018	–	57.50	–	72.50	130.00	18,850	30.8	4.0
March 31, 2019	–	65.00	–	75.00	140.00	20,304	32.8	4.0
March 31, 2020 (Projected)	–	70.00	–	70.00	140.00		30.1	

3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2020

(April 1, 2019 to March 31, 2020)

(% of change from the previous fiscal year)

	Net Sales		Operating Income		Ordinary Income		Net Income attributable to shareholders of parent company		Net Income per Share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
1st half	625,000	2.1	44,000	0.4	45,000	2.6	28,500	-25.6	196.52
Full year	1,309,000	4.4	108,000	9.8	109,000	9.3	67,500	9.1	465.44

Notes

(1) Changes in significant subsidiaries during the current fiscal year under review

(Changes in subsidiaries affecting the scope of consolidation): Yes

Added to scope of consolidation (3 companies): KMB Co., Ltd., KM Biologics Co., Ltd., Meiji China Investment Co., Ltd.

Removed from scope of consolidation (1 company): KMB Co., Ltd.

(2) 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: Yes

3. Changes in accounting estimates: Yes

4. Restatements: None

(3) Number of shares outstanding (common stock)

1. Number of shares outstanding at end of period (including treasury stock)

As of Mar. 31, 2019	152,683,400 shares	As of Mar. 31, 2018	152,683,400 shares
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2. Number of treasury stock at end of period	As of Mar. 31, 2019	7,650,137 shares	As of Mar. 31, 2018	7,680,613 shares
3. Average number of shares during period	As of Mar. 31, 2019	145,023,475 shares	As of Mar. 31, 2018	145,156,424 shares

(Reference) Non-Consolidated Financial Results for Fiscal Year Ended March 31, 2019

(April 1, 2018 to March 31, 2019)

(1) Non-consolidated operating results (% of change from the previous fiscal year)

	Net Sales		Operating Income		Ordinary Income		Net Income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
For the fiscal year ended								
March 31, 2019	21,581	10.3	19,300	10.3	19,876	10.4	19,826	10.2
March 31, 2018	19,568	13.2	17,496	14.1	17,999	11.1	17,999	12.4

	Net Income per Share	Diluted Net Income per Share
For the fiscal year ended	Yen	Yen
March 31, 2019	136.71	—
March 31, 2018	124.00	—

(2) Non-consolidated financial position

	Total Assets	Net Assets	Equity Ratio	Net Assets per Share
	Millions of yen	Millions of yen	%	Yen
As of March 31, 2019	385,652	265,862	68.9	1,833.11
As of March 31, 2018	386,758	266,261	68.8	1,836.25

(Reference) Shareholders' equity: As of March 31, 2019: JPY 265,862 million
As of March 31, 2018: JPY 266,261 million

(Note)

We apply the Partial Revisions to Accounting Standards for Tax Effect Accounting (Corporate Accounting Standards No. 28, February 16, 2018) as of the first nine months of the current consolidated accounting period. As such, major management benchmarks for the previous consolidated accounting period have been adjusted to retroactively apply said accounting standards.

* The earnings summary 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 9 of "1. Qualitative Information (3) Forecasts for the Fiscal Year ending March 31, 2020"

(Explanatory material for financial results)

Explanatory materials for 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

Meiji group entered the inaugural year of Medium-Term Business Plan for FYE March 2019-2021. Based on our basic concept of *Address strategic issues continuously* and *Challenge for the further growth*, we began to promote our growth strategy for *Expand share and achieve high revenues in core businesses, Expand aggressively in overseas markets and establish growth platform, Propose new value in health care domain, Continue structural reforms and resolve specific business issues in each business, and Enhance Meiji Group management platform and promote CSR.*

During the FYE March 2019, we expand sales by focusing management resources on core areas and growth areas both in the food and pharmaceutical segments as we work towards the goals of our 2020 Medium-Term Business Plan. Meanwhile, we aggressively expanded business in overseas markets. Market conditions were difficult in both segments. The food segment faced rising logistics and personnel expenses while the pharmaceutical segment was severely impacted by NHI pricing revisions. Amid such environments, we managed expenditure effectively and improve productivity.

These factors resulted in net sales of JPY 1,254.380 billion (up 1.1%, year on year), operating income of JPY 98.383 billion (up 3.9%, year on year), and ordinary income of JPY 99.709 billion (up 4.0%, year on year) during the fiscal year ended March 2019. Net income attributable to shareholders of parent company was JPY 61.868 billion (up 1.0%, year on year). ROE was 12.2%, EPS was 426.61 yen.

On July 2, 2018, Meiji Holdings and Meiji Seika Pharma Co., Ltd., our business subsidiary, acquired 49% of the shares of KM Biologics Co., Ltd. to make KM Biologics a consolidated subsidiary. KM Biologics took over the main business operations of The Chemo-Sero-Therapeutic Research Institute.

(Billions of yen)

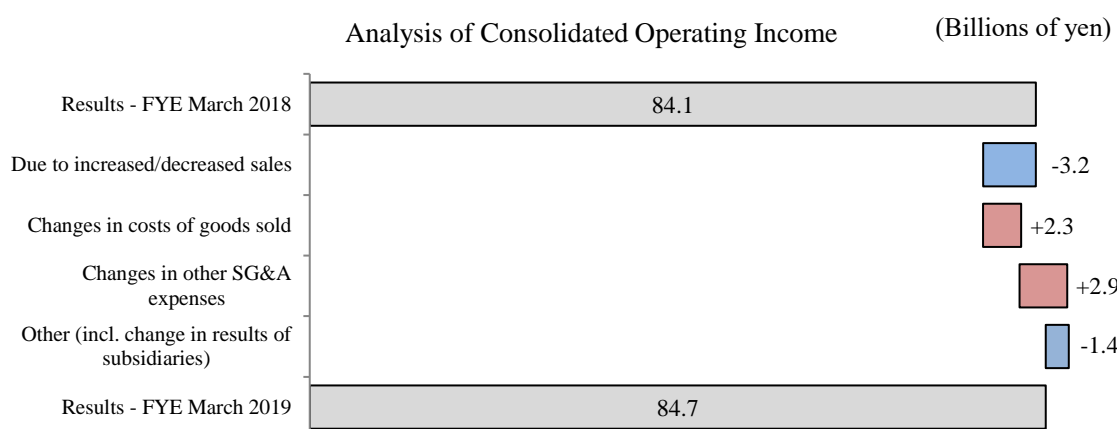
For the fiscal year ended March 31	2018	2019	Change	Main factors for Change
Net sales	1,240.8	1,254.3	13.5	Details indicated on segment-specific overview
Operating income	94.6	98.3	3.7	Details indicated on segment-specific overview
Non-operating income	3.5	3.8	0.2	—
Non-operating expenses	2.3	2.5	0.1	-Foreign exchange losses (+0.3)
Ordinary income	95.8	99.7	3.8	—
Extraordinary income	7.5	13.4	5.8	-Gain on bargain purchase (+6.5)
Extraordinary losses	12.3	18.5	6.2	-Impairment loss (+8.0) -Loss on disposal of property, plants and equipment (-2.7)
Income before income taxes	91.0	94.5	3.5	—
Income taxes-total	29.1	30.9	1.8	-Increase in income taxes -current (+2.7) -Decrease in income taxes -deferred (-0.8)
Net income attributable to non-controlling shareholders	0.6	1.7	1.0	—
Net income attributable to shareholders of parent company	61.2	61.8	0.5	—

Below is an overview by segment.

1) Food segment

- Net sales decreased year on year. Net sales of processed food business, nutrition business, and overseas business increased year on year. Net sales of fresh and fermented dairy business decreased year on year due to decrease in sales of functional yogurt. Net sales of the confectionery business decreased year on year due to the change in our commercial transaction system and the cut its sales area for the savory snack.
- Overall operating income were largely unchanged year on year. Sales of functional yogurt decreased, but this was compensated for by reducing net content of products and various expenses.

For the fiscal year ended March 31	2018	2019	% Change
Net sales	1,073.6	1,056.6	-1.6%
Operating income	84.1	84.7	0.7%



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

For the fiscal year ended March 31		2018	2019	% Change
Fresh and Fermented Dairy	Net sales	338.5	330.1	-2.5%
	Operating income	52.0	47.8	-8.1%
Processed Food	Net sales	174.1	176.5	1.4%
	Operating income	7.4	8.2	10.9%
Confectionery	Net sales	135.5	122.2	-9.8%
	Operating income	19.7	20.4	3.7%
Nutrition	Net sales	84.1	85.1	1.3%
	Operating income	12.4	12.9	4.6%
Overseas	Net sales	43.4	47.1	8.5%
	Operating income	0.7	1.2	76.2%
Other Domestic Subsidiaries	Net sales	297.8	295.3	-0.8%
	Operating income	4.3	3.8	-11.5%
Corporate Expenses	Net sales	—	—	—
	Operating income	-12.4	-9.8	—

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

- Net sales decreased year on year. Net sales of *Meiji Bulgaria Yogurt* increased year on year thanks to contributions from revamped plain yogurt, but net sales of functional yogurt decreased year on year. *SAVAS Milk Protein* series grew favorably thanks to contributions from new flavors.
- Operating income decreased year on year due to decreased revenues and increased logistics expenses.

- Processed Food business (Cheese, butter and margarine, cream, ice cream, frozen food, etc.)
 - Overall net sales increased year on year. Net sales of *Meiji Hokkaido Tokachi Camembert Cheese* and fresh cream for professional use were favorable. Net sales of ice cream increased year on year thanks to contributions from *Meiji Essel Super Cup* series.
 - Operating income increased significantly year on year due to increase in sales of our mainstay products.

- Confectionery business (Chocolate, gummy, chewing gum, etc.)
 - Net sales decreased year on year due to the sales price reduction because of commercial transaction system revised in April 2018, and cut its sales area for the savory snack.
 - Operating income increased year on year due to reducing various expenses despite the impact of decline in sales.

- Nutrition business (Sports nutrition, infant formula, enteral formula, beauty supplement, OTC drugs, etc.)
 - Net sales increased year on year thanks to the favorable growth of sport nutrition *SAVAS* and *VAAM*. Also, *Meiji Mei Balance* series increased year on year.
 - Operating income increased year on year thanks to the higher revenues from mainstay products despite increase in promotion expenses.

- Overseas (Overseas subsidiaries, exports)
 - Net sales increased year on year. Net sales of infant formula in Taiwan were favorable. Also, net sales of businesses in China increased year on year thanks to favorable growth of dairy products.
 - Operating income increased significantly year on year thanks to subsidiaries in China.

- Other domestic subsidiaries (Feedstuffs, livestock products, sugar and corn sweeteners, logistics, etc.)
 - Sales were largely unchanged year on year. Sales of our sugar trade subsidiary and our livestock products subsidiary decreased, but this was compensated for by increased revenues from our logistics subsidiary and our feed subsidiary.
 - Operating income decreased significantly year on year due to lower revenues from our sugar trade subsidiary and livestock subsidiary.

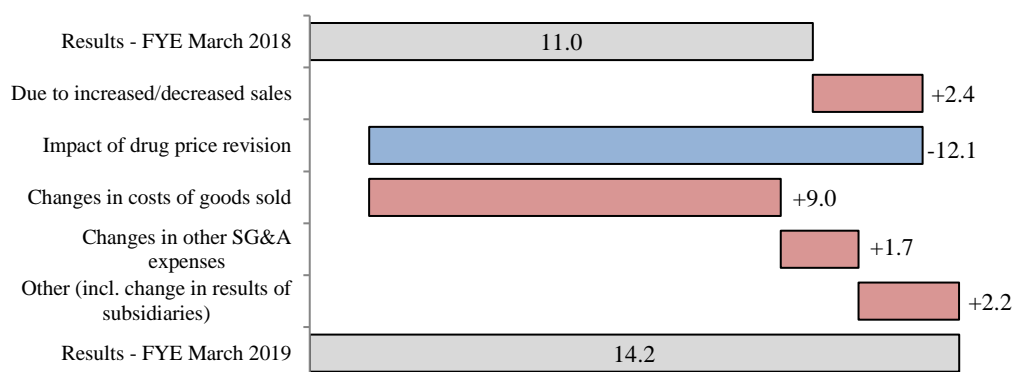
- 2) Pharmaceutical segment
 - Net sales increased significantly year on year. Although sales were impacted by NHI pricing revisions enacted in April 2018, sales volume for mainstay products grew in Japan. Also, KM Biologics consolidated in July 2018 contributed.
 - Operating income increased significantly year on year. Sales growth of our mainstay products, procurement cost savings and cost reduction in promotion expenses offset the impact of NHI pricing revisions. Sales of KM Biologics also contributed.

(Billions of yen)

For the fiscal year ended March 31	2018	2019	% Change
Net sales	168.4	198.6	17.9%
Operating income	11.0	14.2	29.2%

(Billions of yen)

Analysis of Consolidated Operating Income



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

(Billions of yen)

For the fiscal year ended March 31		2018	2019	% Change
Japan	Net sales	129.0	130.6	1.3%
	Operating income	6.6	9.9	50.0%
Overseas	Net sales	39.4	41.0	4.1%
	Operating income	4.4	2.1	-51.5%
KM Biologics	Net sales	—	31.2	—
	Operating income	—	3.4	—
Net Sales	Eliminations	—	-4.2	—
Operating income	Adjustments and Eliminations	—	-1.2	—

■ Japan

- Net sales in Japan increased year on year. Sales were impacted by NHI pricing revisions, but sales of the schizophrenia drug *SYCREST* and the anti-allergy drug *BILANOVA* grew significantly. Sales of the influenza vaccine launched in September 2018 also contributed.
- Operating income increased significantly year on year. Income was impacted by NHI pricing revisions, but we strived to increase revenues from mainstay products and to review procurement costs.

■ Overseas

- Net sales increased year on year thanks to the favorable growth of subsidiaries in Indonesia.
- Operating income decreased significantly year on year due to increased costs for export products.

■ KM Biologics

- Net sales were favorable for the mainstay influenza vaccine and the 4-way vaccine *Quattrovac*.
- Operating income was on par with forecasts due to favorable sales of mainstay products.

(2) Financial status

1) Assets, Liabilities, and Net Assets

(Billions of yen)

As of March 31	2018	2019	Change	Main Factors for Change
Current assets	383.0	421.4	38.4	-Goods and products (+18.8) -Raw materials and supplies (+9.3) -Notes and accounts receivable (+6.4)
Fixed assets	542.2	582.6	40.4	-Buildings and structures (net) (+19.5) -Machinery and equipment (net) (+19.3) -Construction in progress (+9.6) -Goodwill (-10.5)
Total assets	925.2	1004.1	78.9	—
Current liabilities	294.4	291.5	-2.9	-Short-term loans payable (-16.1) -Notes and accounts payable (+5.3) -Income taxes payable (+2.7) -Accrued expenses (+2.3) -Accrued bonuses for employees (+1.0)
Long-term liabilities	135.6	152.0	16.3	-Long-term loans payable (+13.4) -Retirement benefit liabilities (+3.5)
Total liabilities	430.0	443.5	13.4	—
Shareholders' equity	465.5	507.5	41.9	-Retained earnings (+41.6)
Accumulated other comprehensive income	21.7	19.7	-1.9	-Foreign currency translation adjustment(-2.0)
Minority interests	7.8	33.3	25.4	—
Total net assets	495.1	560.6	65.4	—
Total liabilities and net assets	925.2	1004.1	78.9	—

Interest bearing debt	119.1	116.3	-2.7	-Short-term loans payable (-16.1) -Long-term loans payable (+13.4)
Equity Ratio (%)	52.7	52.5	-0.2pt	—

2) Status of cash flows

(Billions of yen)

For the fiscal year ended March 31	2018	2019	Change	Main factors for Change
Net cash flow from operating activities	108.7	112.1	3.3	-Decrease in notes and accounts receivable - trade (+11.9) -Decrease in notes and accounts payable - trade (-7.0)
Net cash flow from investing activities	-64.3	-100.2	-35.8	-Purchase of shares of subsidiaries resulting in change in scope of consolidation (-33.8)
Net cash flow from financing activities	-40.1	-13.9	26.1	-Redemption of bonds (+30.0)
Cash and cash equivalents at end of period	26.9	24.4	-2.4	—

Free cash flow	44.3	11.8	-32.4	—
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3) Status of capital expenditures

Capital expenditures on a cash basis (includes intangible assets) for the current term were JPY 71.2 billion, with main transactions as indicated below.

- Manufacturing building and chocolate production facilities (Sakado Plant)
- Protein production facility (Kurashiki Plant)
- Manufacturing building and infant formula production facilities (Saitama Plant)

4) Transitions in financial benchmarks (consolidated)

For the fiscal year ended March 31	2015	2016	2017	2018	2019
ROE (%)	8.9	16.1	14.2	13.1	12.2
ROA (%)	6.5	9.4	10.2	10.6	10.3
EPS (JPY)	209.79	425.06	413.11	422.15	426.61
D/E ratio (Times)	0.59	0.36	0.28	0.24	0.22

Calculation Method:

ROE= Net income/Average shareholders' equity

ROA= Ordinary income/Average net assets

EPS= Net income/ (Number of shares outstanding-Number of treasury stock)

D/E ratio= Interest-bearing/Shareholder's equity

Note: The company conducted a two-for-one split on October 1, 2015. EPS reflect this stock split.

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. Actual performance may differ greatly due to a variety of factors.

(3) Forecasts for the Fiscal Year ending March 31, 2020

The Meiji Group entered the second year of 2020 Medium-Term Business Plan. In Japan, we recover business performance in the core areas and strengthen our revenue base. Also, we develop future growth drivers, and promote structural reform of low profit businesses. In overseas, we expand our businesses by increasing production capacity and selling performance.

Segment-specific plans are as follows.

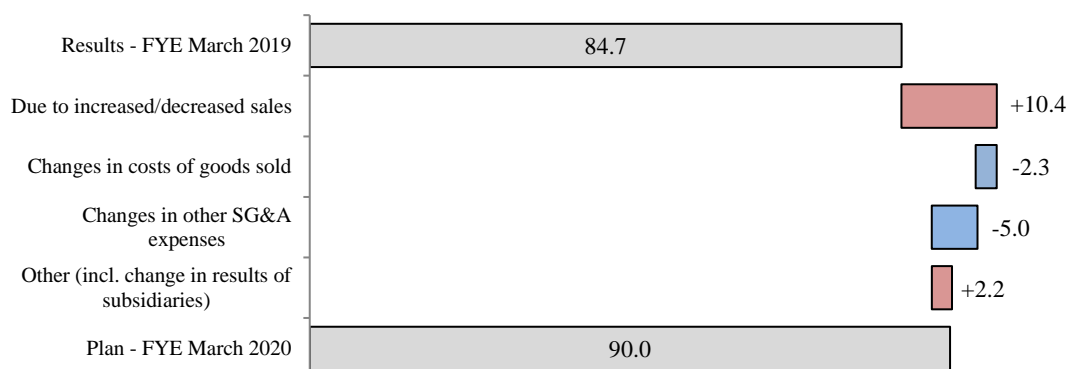
■ Food segment

(Billions of yen)

	For the fiscal year ended March 31, 2019	For the fiscal year ending March 31, 2020 (Plan)	% Change
Net sales	1,056.6	1,090.0	3.2%
Operating income	84.7	90.0	6.2%

Analysis of Consolidated Operating Income

(Billions of yen)

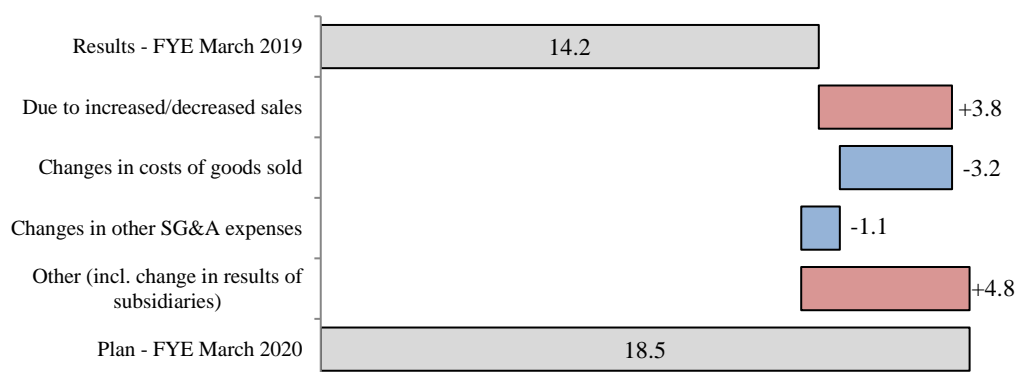


■ Pharmaceutical segment

(Billions of yen)

	For the fiscal year ended March 31, 2019	For the fiscal year ending March 31, 2020 (Plan)	% Change
Net sales	198.6	220.5	11.0%
Operating income	14.2	18.5	29.9%

Analysis of Consolidated Operating Income (Billions of yen)



(4) Basic policy concerning income dividends

The Meiji Group considers stable return to shareholders is important issue. Our basic policy concerning profit dividends shall be consolidated dividend payout ratio of around 30%.

The dividend as of the end of the fiscal period is 75.00 yen per share. The full-year dividend amount, which includes the dividend paid at the end of the second quarter, will be 140.00 yen per share, representing a consolidated dividend payout ratio of 32.8%.

For the annual dividend for the upcoming fiscal period, we are planning a dividend of 140.00 yen (70.00 yen at end of second quarter and 70.00 yen at end of fiscal period), and forecasting a dividend payout ratio of 30.1%.

2. Fundamental approach to the selection of accounting practices

Many of the Meiji Group stakeholders are stockholders, creditors, and business partners located in Japan and the Group has only minimal need for capital procurement from overseas sources. Thus, at present we believe the application of Japanese standards is appropriate. For the foreseeable future, consolidated financial standards are created based on Japanese standards.

2. Consolidated Financial Statements

(1) Consolidated Balance Sheets

(Millions of yen)

	As of March 31, 2018	As of March 31, 2019
ASSETS		
Current assets		
Cash and deposits	27,613	25,356
Notes and accounts receivable	195,760	202,193
Goods and products	86,929	105,757
Work in process	3,344	4,578
Raw materials and supplies	46,194	55,589
Others	23,364	28,149
Allowance for doubtful accounts	-202	-176
Total current assets	383,004	421,447
Fixed assets		
Property, plants and equipment		
Buildings and structures	319,894	334,729
Less accumulated depreciation	-173,777	-169,035
Buildings and structures (net)	146,116	165,693
Machinery and equipment	504,589	533,595
Less accumulated depreciation	-372,142	-381,789
Machinery and equipment (net)	132,447	151,806
Tools and furniture	53,736	54,826
Less accumulated depreciation	-42,763	-42,237
Tools and furniture (net)	10,972	12,589
Land	71,454	70,765
Lease assets	2,710	2,891
Less accumulated depreciation	-2,063	-2,243
Lease assets (net)	647	648
Construction in progress	22,323	31,988
Total property, plants and equipment	383,962	433,491
Intangible assets		
Goodwill	10,590	73
Other	11,964	13,480
Total intangible assets	22,555	13,553
Investments and other fixed assets		
Investment securities	90,874	93,504
Net defined benefit asset	20,777	20,274
Deferred tax assets	15,729	14,409
Other	8,427	7,557
Allowance for doubtful accounts	-93	-94
Total investments and other fixed assets	135,715	135,651
Total fixed assets	542,232	582,696
Total assets	925,237	1,004,143

(Millions of yen)

	As of March 31, 2018	As of March 31, 2019
LIABILITIES		
Current liabilities		
Notes and accounts payable	120,107	125,479
Short-term loans payable	49,749	33,597
Accrued expenses	43,919	46,286
Income taxes payable	18,253	21,023
Accrued bonuses for employees	10,857	11,895
Allowance for sales returns	72	757
Allowance for sales rebates	1,943	2,443
Other current liabilities	49,525	50,021
Total current liabilities	294,429	291,504
Long-term liabilities		
Bonds	20,000	20,000
Long-term loans payable	49,353	62,788
Deferred tax liabilities	10,371	10,650
Retirement benefit liabilities	50,330	53,830
Reserve for directors' retirement benefits	148	106
Other long-term liabilities	5,426	4,632
Total long-term liabilities	135,629	152,008
Total liabilities	430,059	443,512
NET ASSETS		
Shareholders' equity		
Common stock	30,000	30,000
Capital surplus	99,841	100,061
Retained earnings	366,276	407,943
Treasury stock, at cost	-30,521	-30,422
Total shareholders' equity	465,595	507,582
Accumulated other comprehensive income		
Net unrealized holding gains or losses on securities	33,188	33,261
Deferred gains or losses on hedges	-53	3
Foreign currency translation adjustments	268	-1,751
Adjusted cumulative of retirement benefits	-11,689	-11,785
Total accumulated other comprehensive income	21,714	19,728
Minority interests	7,866	33,320
Total net assets	495,177	560,630
Total liabilities and net assets	925,237	1,004,143

(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income
(Consolidated Statements of Income)

(Millions of yen)

	For the fiscal year ended March 31, 2018	For the fiscal year ended March 31, 2019
Net sales	1,240,860	1,254,380
Cost of sales	785,978	797,811
Gross profit	454,882	456,569
Selling, general and administrative expenses	360,208	358,185
Operating income	94,673	98,383
Non-operating income		
Interest income	142	130
Dividend income	1,199	1,286
Foreign exchange gains	497	—
Royalty income	400	331
Other	1,349	2,096
Total non-operating income	3,589	3,844
Non-operating expenses		
Interest expenses	755	778
Foreign exchange losses	—	356
Share of loss of entities accounted for using equity method	209	390
Other	1,419	992
Total non-operating expenses	2,385	2,518
Ordinary income	95,877	99,709
Extraordinary income		
Gain on sale of property, plants and equipment	6,459	6,516
Gain on bargain purchase	—	6,584
Other	1,101	338
Total extraordinary income	7,561	13,439
Extraordinary losses		
Loss on disposal of property, plants and equipment	4,753	2,020
Impairment loss	4,214	12,242
Other	3,390	4,299
Total extraordinary losses	12,358	18,563
Income before income taxes	91,079	94,586
Income taxes-current	31,647	34,358
Income taxes-deferred	-2,529	-3,383
Income taxes-total	29,117	30,975
Net income	61,962	63,610
Net income or net losses attributable to non-controlling shareholders	683	1,742
Net income attributable to shareholders of parent company	61,278	61,868

(Consolidated Statements of Comprehensive Income)

(Millions of yen)

	For the fiscal year ended March 31, 2018	For the fiscal year ended March 31, 2019
Net income	61,962	63,610
Other comprehensive income		
Net unrealized holding gains or losses on securities	8,071	66
Deferred gains or losses on hedges	-50	58
Foreign currency translation adjustments	-1,686	-1,615
Adjustments related to retirement benefits	1,715	-84
Equity in affiliates accounted for by equity method	788	-523
Total other comprehensive income	8,838	-2,097
Comprehensive income	70,800	61,512
(Breakdown)		
Comprehensive income attributable to shareholders of parent company	70,102	59,881
Comprehensive income attributable to minority shareholders	698	1,631

(3) Consolidated Statements of Changes in Net Assets

(Millions of yen)

	For the fiscal year ended March 31, 2018	For the fiscal year ended March 31, 2019
Shareholders' equity		
Common stock		
Balance at the end of previous period	30,000	30,000
Changes during the period		
Total changes during the period	—	—
Balance at the end of current period	30,000	30,000
Additional paid-in capital		
Balance at the end of previous period	99,762	99,841
Changes during the period		
Disposal of treasury stock	170	177
Purchase of shares of consolidated subsidiaries		42
Change in treasury shares of parent arising from transactions with non-controlling shareholders	-91	
Total changes during the period	78	220
Balance at the end of current period	99,841	100,061
Retained earnings		
Balance at the end of previous period	322,856	366,276
Changes during the period		
Cash dividends	-17,858	-19,940
Net income attributable to shareholders of parent company	61,278	61,868
Change of scope of consolidation		-261
Total changes during the period	43,420	41,667
Balance at the end of current period	366,276	407,943
Treasury stock		
Balance at the end of previous period	-16,607	-30,521
Changes during the period		
Acquisition of treasury stock	-14,058	-49
Disposal of treasury stock	144	148
Total changes during the period	-13,913	99
Balance at the end of current period	-30,521	-30,422
Total shareholders' equity		
Balance at the end of previous period	436,011	465,595
Changes during the period		
Cash dividends	-17,858	-19,940
Net income attributable to shareholders of parent company	61,278	61,868
Acquisition of treasury stock	-14,058	-49
Disposal of treasury stock	314	326
Purchase of shares of consolidated subsidiaries		42
Change of scope of consolidation		-261
Change in treasury shares of parent arising from transactions with non-controlling shareholders	-91	
Total changes during the period	29,584	41,986
Balance at the end of current period	465,595	507,582

(Millions of yen)

	For the fiscal year ended March 31, 2018	For the fiscal year ended March 31, 2019
Accumulated other comprehensive income		
Net unrealized holding gains or losses on securities		
Balance at the end of previous period	25,120	33,188
Changes during the period		
Net changes in items other than those in shareholders' equity	8,068	72
Total changes during the period	8,068	72
Balance at the end of current period	33,188	33,261
Deferred gains or losses on hedges		
Balance at the end of previous period	-5	-53
Changes during the period		
Net changes in items other than those in shareholders' equity	-48	56
Total changes during the period	-48	56
Balance at the end of current period	-53	3
Foreign currency translation adjustments		
Balance at the end of previous period	1,181	268
Changes during the period		
Net changes in items other than those in shareholders' equity	-912	-2,019
Total changes during the period	-912	-2,019
Balance at the end of current period	268	-1,751
Total adjusted cumulative of retirement benefits		
Balance at the end of previous period	-13,406	-11,689
Changes during the period		
Net changes in items other than those in shareholders' equity	1,716	-96
Total changes during the period	1,716	-96
Balance at the end of current period	-11,689	-11,785
Total accumulated other comprehensive income		
Balance at the end of previous period	12,890	21,714
Changes during the period		
Net changes in items other than those in shareholders' equity	8,824	-1,986
Total changes during the period	8,824	-1,986
Balance at the end of current period	21,714	19,728
Minority interests		
Balance at the end of previous period	8,289	7,866
Changes during the period		
Net changes in items other than those in shareholders' equity	-422	25,453
Total changes during the period	-422	25,453
Balance at the end of current period	7,866	33,320

(Millions of yen)

	For the fiscal year ended March 31, 2018	For the fiscal year ended March 31, 2019
Total net assets		
Balance at the end of previous period	457,190	495,177
Changes during the period		
Cash dividends	-17,858	-19,940
Net income attributable to shareholders of parent company	61,278	61,868
Acquisition of treasury stock	-14,058	-49
Disposal of treasury stock	314	326
Purchase of shares of consolidated subsidiaries		42
Change of scope of consolidation		-261
Change in treasury shares of parent arising from transactions with non-controlling shareholders	-91	
Net changes in items other than those in shareholders' equity	8,401	23,466
Total changes during the period	37,986	65,453
Balance at the end of current period	495,177	560,630

(4) Consolidated Statements of Cash Flow

(Millions of yen)

	For the fiscal year ended March 31, 2018	For the fiscal year ended March 31, 2019
Cash flows from operating activities		
Income before income taxes	91,079	94,586
Depreciation and amortization	46,511	43,033
Impairment loss	4,214	12,242
Amortization of goodwill	1,641	1,641
Gain on bargain purchase	—	-6,584
Loss on disposal of property, plants and equipment	4,726	1,981
Loss (gain) on valuation of investment securities	8	473
Increase (decrease) in allowance for doubtful accounts	-177	-83
Increase (decrease) in accrued bonuses to employees	356	654
Increase (decrease) in retirement benefit liabilities	3,944	3,987
Interest and dividends received	-1,341	-1,416
Interest expenses	755	778
Equity in loss (income) of equity-method affiliates	209	390
Loss (gain) on sale of property, plants or equipment	-6,403	-6,171
Loss (gain) on sale of investment securities	597	-138
Decrease (increase) in trade receivables	-12,724	-773
Decrease (increase) in inventories	-3,313	-4,307
Increase (decrease) in trade payables	9,170	2,142
Others	-497	1,522
Subtotal	138,758	143,959
Interest and dividends received	1,354	1,426
Interest expenses paid	-775	-782
Income taxes paid	-30,562	-32,502
Net cash provided by operating activities	108,775	112,100
Cash flows from financing activities		
Payments for purchases of property, plants or equipment	-69,833	-67,246
Payments for purchases of intangible fixed assets	-1,943	-3,996
Proceeds from sales of property, plants or equipment and intangible fixed assets	9,269	9,850
Proceeds from sales of investment securities	-1,059	-4,153
Payments for purchases of investment securities	746	322
Purchase of shares of subsidiaries resulting in change in scope of consolidation	—	-33,879
Proceeds from sale of subsidiaries due to change in consolidated scope	126	—
Others	-1,702	-1,098
Net cash used in investing activities	-64,394	-100,202

(Millions of yen)

	For the fiscal year ended March 31, 2018	For the fiscal year ended March 31, 2019
Cash flows from financing activities		
Increase (decrease) in short-term bank loans	8,720	-8,886
Proceeds from long-term loans payable	13,802	19,782
Repayment of long-term loans payable	-22,557	-13,904
Proceeds from issuance of bonds	19,909	—
Redemption of bonds	-30,000	—
Decrease (increase) in treasury stock	-10,208	263
Cash dividends paid	-17,835	-19,891
Cash dividends paid to non-controlling shareholders	-95	-499
Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation	-833	-7
Proceeds from share issuance to non-controlling shareholders	—	10,200
Others	-1,023	-1,036
Net cash used in financing activities	-40,121	-13,980
Translation adjustment on cash and cash equivalents	1	-393
Net increase (decrease) in cash and cash equivalents	4,260	-2,475
Cash and cash equivalents at beginning of year	22,624	26,913
Increase in cash and cash equivalents from newly consolidated subsidiary	—	43
Increase in cash and cash equivalents resulting from merger	28	—
Cash and cash equivalents at end of period	26,913	24,481

(5) Notes Concerning Quarterly Financial Statements

(Notes Concerning the Premise of a Going Concern)

Not applicable.

(Changes in Significant Matters That Constitute the Basis for Preparation of Consolidated Financial Statements)

(Changes in scope of consolidation)

We added the following companies to the scope of consolidation. Taiwan Meiji Food Co., Ltd. and Me Pharma Co., Ltd. were added due to their increased importance; KMB Co., Ltd. and KM Biologics Co., Ltd. were added due to having acquired a portion of stock in both companies; we also added the newly established Meiji China Investment Co., Ltd. to the scope consolidation.

KMB Co., Ltd. and KM Biologics Co., Ltd. conducted a merger with KM Biologics Co., Ltd. as the surviving company. As such, KMB Co., Ltd. was removed from the scope of consolidation.

(Change in accounting policies with unclear distinction from change in accounting estimates)

As of the first quarter of the current consolidated fiscal year, we changed to the use of the straight-line method as the method of depreciation for the tangible fixed assets of the manufacturing plants of confectionery products, etc. in the food segment and its domestic consolidated subsidiaries. In the past, the declining balance method was adopted except buildings acquired on or after April 1, 1998 and building accessories and structures acquired on or after April 1, 2016.

During the 2020 Medium-Term Business Plan for FYE March 2019-2021, the first stage of our 2026 vision, we expand our market share and increase profit in our core business. For example, market for health conscious chocolate is expanding and we have high competitive advantage in the market. Therefore we concentrate management resources on core business and set up the plan for capital investment. After we examined the operation status of production facilities, we estimated we can operate our facilities stably for longer period. Accordingly we believe applying straight-line method is appropriate for our future business.

As a result of this change, compared to the previous method, operating income, ordinary income, and net income before income taxes for the current fiscal year increased by JPY 4,920 million, respectively.

(Changes in method of indication)

(Consolidated statements of income)

“Gain on liquidation of subsidiaries” and “Gain on sales of shares of subsidiaries and associates,” recorded separately during the previous consolidated fiscal year as extraordinary income, and “Loss on sales of shares of subsidiaries and associates,” recorded separately during the previous consolidating accounting period as extraordinary losses, were monetarily insignificant. As such, for the current consolidated fiscal year, these amounts are indicated in “Other” under “Extraordinary Income” and “Extraordinary Losses”.

As a result, “Gain on liquidation of subsidiaries” JPY 464 million, “Gain on sales of shares of subsidiaries and associates” JPY 226 million, and “Other” JPY 410 million included in “Extraordinary income” during the previous consolidated accounting period is indicated as “Other” JPY 1,101 million. “Loss on sales of shares of subsidiaries and associates” JPY 1,224 million, “Office transfer cost” JPY 1,662 million, and “Other” JPY 503 million is indicated as “Other” JPY 3,390 million.

(Additional information)

(Application of the Partial Revisions to Accounting Standards for Tax Effect Accounting)

We applied the Partial Revisions to Accounting Standards for Tax Effect Accounting (Corporate Accounting Standards No. 28, February 16, 2018) as of the first quarter of the current consolidated accounting period. As such, deferred tax assets are indicated under Investments and other assets, and deferred tax liabilities are indicated under fixed liabilities.

(Segment Information, etc.)

1. Outline of Reporting Segments

The reporting segments of the Meiji Group are the Group's constituent units for which separate financial information is available and for which the Board of Directors regularly conducts examinations to determine the allocation of management resources and evaluate business performance.

The Meiji Group has operating subsidiaries organized based on products/services. Operating subsidiaries develop their business activities by formulating comprehensive strategies for Japan and overseas with respect to their products and services.

Consequently, the Meiji Group consists of segments based on operating subsidiaries, with two reporting segments: "Food" and "Pharmaceuticals."

The "Food" business is handled by Meiji Co., Ltd., and the "Pharmaceuticals" business is handled by Meiji Seika Pharma Co., Ltd. and KM Biologics Co., Ltd.

Each company's main products are as follows.

Segment	Main Products
Food	Yogurt, drinking milk, beverages, cheese, butter, margarine, cream, ice cream, frozen food, chocolate, gummy, chewing gum, sports nutrition, infant formula, enteral formula, beauty supplement, OTC drugs, sugar and corn sweeteners, etc.
Pharmaceuticals	Ethical pharmaceuticals, agricultural chemicals, veterinary drugs

2. Methods of Calculating Net Sales, Income (Loss), Assets, Liabilities and Other Items for Each Reporting Segment

The accounting treatments for reporting segments are the same as those indicated in Significant Matters That Constitute the Basis for Preparation of Consolidated Financial Statements.

The profit of a reporting segment is the figure for operating income.

Inter-segment sales and transfers are mainly based on the price of third-party transactions, or on manufacturing costs.

From the current consolidated fiscal year, we are applying "Partial Revisions to Tax Effect Accounting Standards" (Corporate Accounting Standard No. 28; February 16, 2018). As such, segment assets from the previous consolidated fiscal year indicate figures that have been retroactively revised to reflect changes in recording methods.

(Change to depreciation method for tangible fixed assets)

As indicated under Changes in Accounting Policy, as of the first quarter of the current consolidated fiscal year, we changed to the straight-line method of depreciation for tangible fixed assets belonging to the food segment for Meiji Co., Ltd. and its domestic consolidated subsidiaries. In the past, the declining balance method was adopted except buildings acquired on or after April 1, 1998 and building accessories and structures acquired on or after April 1, 2016. As a result of this change, compared to the previous method, food segment income for the current fiscal year increased by JPY 4,920 million.

3. Information on Net Sales, Income (Loss), Assets, Liabilities and Other Items for Each Reporting Segment
The Previous Consolidated Fiscal Year (April 1, 2017 to March 31, 2018)

(Millions of yen)

	Reporting Segments		Total	Adjustments (Note 1)	Amount Presented in Consolidated Statements of Income (Note 2)
	Food	Pharmaceuticals			
Net Sales					
(1) Sales to Outside Customers	1,073,077	167,783	1,240,860	—	1,240,860
(2) Inter-segment Sales and Transfers	577	683	1,261	-1,261	—
Total	1,073,655	168,466	1,242,121	-1,261	1,240,860
Income by Segment	84,189	11,025	95,214	-541	94,673
Segment Assets	659,169	212,676	871,845	53,391	925,237
Other Items					
Depreciation	40,188	6,006	46,195	315	46,511
Investment in equity-method affiliates	6,029	6,028	12,057	—	12,057
Increase in property, plants and equipment/intangible assets	66,234	8,400	74,635	37	74,673

(Notes)

1. Details of Adjustments are as follows:

The segment income adjustment of a negative JPY 541 million includes inter-segment eliminations of a negative JPY 7 million and a negative JPY 533 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).

The segment assets adjustment of JPY 53,391 million includes inter-segment elimination of a negative JPY 77,163 million and corporate assets of JPY 130,555 million not assigned to respective reporting segments. Major corporate assets include Company (the holding company) surplus investment assets (cash deposits), long-term investment capital (investment securities), and Company-held assets, etc.

2. Segment income is adjusted to the operating income recorded in the quarterly consolidated statements of income.

The Current Consolidated Fiscal Year under Review (April 1, 2018 to March 31, 2019)

(Millions of yen)

	Reporting Segments		Total	Adjustments (Note 1)	Amount Presented in Consolidated Statements of Income(Note 2)
	Food	Pharmaceuticals			
Net Sales					
(1) Sales to Outside Customers	1,056,107	198,273	1,254,380	–	1,254,380
(2) Inter-segment Sales and Transfers	530	415	946	-946	–
Total	1,056,637	198,688	1,255,326	-946	1,254,380
Income by Segment	84,763	14,243	99,007	-624	98,383
Segment Assets	690,914	282,855	973,770	30,373	1,004,143
Other Items					
Depreciation	34,517	8,212	42,730	302	43,033
Investment in equity-method affiliates	6,493	6,175	12,668	–	12,668
Increase in property, plants and equipment/intangible assets	60,127	10,865	70,993	175	71,169

(Notes)

1. Details of Adjustments are as follows:

The segment income adjustment of a negative JPY 624 million includes inter-segment eliminations of JPY 14 million and a negative JPY 638 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).

The segment assets adjustment of JPY 30,373 million includes inter-segment elimination of a negative JPY 85,387 million and corporate assets of JPY 115,760 million not assigned to respective reporting segments. Major corporate assets include Company (the holding company) surplus investment assets (cash deposits), long-term investment capital (investment securities), and Company-held assets, etc.

2. Segment income is adjusted to the operating income recorded in the quarterly consolidated statements of income.

4. Information on impairment loss on fixed assets or goodwill, etc., for each reporting segment

(Significant impairment loss on fixed assets)

The impairment losses on fixed assets were recorded because the profitability of certain fixed assets decreased during the current consolidated fiscal year. As a result, we recorded impairment loss of JPY 1,024 million in food segment, and JPY 11,218 million in pharmaceutical segment.

(Significant changes in the amount of goodwill)

The amount of goodwill decreased during the current consolidated fiscal year because we recorded the impairment losses of goodwill. As a result, the amount of goodwill in pharmaceutical segment decreased JPY 9,379 million.

(Significant gain on negative goodwill)

During the current consolidated fiscal year, we acquired shares of KM Biologics and added the company to the scope of consolidation. As a result, we recorded negative goodwill of JPY 6,584 million for the pharmaceutical segment.

(Per Share Data)

	Previous Fiscal Year (ended March 31, 2018)	Fiscal Year under Review (ended March 31, 2019)
Net assets per share	3,360.70 yen	3,635.79 yen
Net income per share	422.15 yen	426.61 yen

(Notes)

1. Diluted net income per share is not given because there are no dilutive shares.
2. The basis for calculation of net income per share is as follows.

	Previous Fiscal Year (ended March 31, 2018)	Fiscal Year under Review (ended March 31, 2019)
Basis for calculating net income per share		
Net income attributable to shareholders of parent company	61,278 million yen	61,868 million yen
Amount not attributed to common shareholders	—	—
Net income attributable to shareholders of parent company of common shareholders	61,278 million yen	61,868 million yen
Average number of common stock outstanding during the year	145,156 thousands	145,023 thousands

Consolidated Financial Results for Fiscal Year Ended March 31, 2019 - Supplementary Explanatory Data -

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Meiji Holdings Co., Ltd.

*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.

(Amounts appearing in the tables below have been rounded down to nearest 100 million yen)

1. Consolidated Financial Results

1. Consolidated Operating Results

(Billions of yen)

FYE March 2020	Q1		Q1-Q2		Q1-Q3		Full-year	
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan
	%	%	%	%	%	%	%	%
Net sales								
Cost of sales								
Gross profit								
Selling, general and administrative expenses								
Carriage and storage charges								
Sales promotion expenses								
Labor cost								
Operating income								
Ordinary income								
Net income attributable to owners of parent								

Plan -- FYE March 2020					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
	%		%		%
625.0	+2.1	684.0	+6.5	1,309.0	+4.4
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
44.0	+0.4	64.0	+17.3	108.0	+9.8
45.0	+2.6	64.0	+14.6	109.0	+9.3
28.5	-25.6	39.0	+65.6	67.5	+9.1

FYE March 2019	Q1		Q1-Q2		Q1-Q3		Full-year					
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan				
	%	%	%	%	%	%	%	%				
Net sales	296.3	-1.6	48.8	611.9	+0.1	+0.8	950.6	+1.5	75.1	1,254.3	+1.1	-0.9
Cost of sales	191.8	+0.1	—	393.7	+0.5	—	605.1	+1.5	—	797.8	+1.5	—
Gross profit	104.5	-4.6	—	218.2	-0.6	—	345.5	+1.5	—	456.5	+0.4	—
Selling, general and administrative expenses	84.8	-0.5	—	174.4	-0.0	—	265.8	-0.8	—	358.1	-0.6	—
Carriage and storage charges	11.8	-5.3	—	24.0	-0.7	—	36.2	+2.7	—	48.1	+4.2	—
Sales promotion expenses	29.1	-3.6	—	58.4	-6.3	—	91.1	-7.8	—	122.0	-8.7	—
Labor cost	19.8	+1.4	—	40.3	+2.8	—	60.9	+3.5	—	81.8	+3.8	—
Operating income	19.7	-19.0	48.2	43.8	-2.9	+6.9	79.6	+10.3	78.8	98.3	+3.9	-2.6
Ordinary income	20.3	-19.3	48.9	43.8	-4.9	+5.7	80.9	+8.9	80.1	99.7	+4.0	-1.3
Net income attributable to owners of parent	17.0	+0.5	53.4	38.3	+21.9	+19.7	61.8	+22.0	87.2	61.8	+1.0	-12.9

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
	%		%		%
611.9	+0.1	642.4	+2.1	1,254.3	+1.1
393.7	+0.5	404.1	+2.5	797.8	+1.5
218.2	-0.6	238.3	+1.3	456.5	+0.4
174.4	-0.0	183.7	-1.1	358.1	-0.6
24.0	-0.7	24.0	+9.5	48.1	+4.2
58.4	-6.3	63.5	-10.7	122.0	-8.7
40.3	+2.8	41.5	+4.8	81.8	+3.8
43.8	-2.9	54.5	+10.1	98.3	+3.9
43.8	-4.9	55.8	+12.2	99.7	+4.0
38.3	+21.9	23.5	-21.1	61.8	+1.0

FYE March 2018	Q1		Q1-Q2		Q1-Q3		Full-year					
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan				
	%	%	%	%	%	%	%	%				
Net sales	301.3	+0.1	49.5	611.4	+0.8	+0.4	936.8	+0.3	74.2	1,240.8	-0.1	-1.7
Cost of sales	191.6	+0.2	—	391.8	+1.3	—	596.5	+1.2	—	785.9	+0.6	—
Gross profit	109.6	-0.1	—	219.6	-0.2	—	340.3	-1.3	—	454.8	-1.4	—
Selling, general and administrative expenses	85.2	-2.9	—	174.4	-4.5	—	268.1	-3.1	—	360.2	-3.4	—
Carriage and storage charges	12.4	+4.0	—	24.2	-0.4	—	35.2	-4.0	—	46.2	-5.4	—
Sales promotion expenses	30.2	-6.6	—	62.4	-7.2	—	98.7	-5.4	—	133.5	-5.8	—
Labor cost	19.6	+0.4	—	39.2	+0.7	—	58.9	+1.0	—	78.8	+1.1	—
Operating income	24.4	+10.8	59.0	45.1	+20.9	+9.0	72.1	+6.2	74.8	94.6	+7.1	-1.9
Ordinary income	25.1	+15.2	60.9	46.1	+27.8	+11.7	74.3	+10.4	76.2	95.8	+7.9	-1.7
Net income attributable to owners of parent	17.0	+1.9	65.4	31.4	+29.2	+20.9	50.7	+9.6	78.6	61.2	+0.8	-5.1

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
	%		%		%
611.4	+0.8	629.3	-1.0	1,240.8	-0.1
391.8	+1.3	394.0	-0.1	785.9	+0.6
219.6	-0.2	235.2	-2.5	454.8	-1.4
174.4	-4.5	185.7	-2.4	360.2	-3.4
24.2	-0.4	21.9	-10.3	46.2	-5.4
62.4	-7.2	71.1	-4.6	133.5	-5.8
39.2	+0.7	39.6	+1.6	78.8	+1.1
45.1	+20.9	49.5	-3.0	94.6	+7.1
46.1	+27.8	49.7	-5.7	95.8	+7.9
31.4	+29.2	29.8	-18.2	61.2	+0.8

Note: KM Biologics earnings included beginning from the second quarter of FYE March 2019.

2. Operating Results of Food Segment

(Billions of yen)

FYE March 2020	Q1		Q1-Q2		Q1-Q3		Full-year	
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan
Net sales	%	%	%	%	%	%	%	%
Cost of sales								
Gross profit								
Selling, general and administrative expenses								
Carriage and storage charges								
Sales promotion expenses								
Labor cost								
Operating income								
Ordinary income								
Net income attributable to owners of parent								

Plan -- FYE March 2020					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
534.0	+1.7	556.0	+4.5	1,090.0	+3.2
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
39.0	+0.0	50.9	+11.2	90.0	+6.2
39.7	+0.0	51.6	+10.1	91.4	+5.5
26.4	-13.6	33.6	+7.1	60.0	-3.1

FYE March 2019	Q1		Q1-Q2		Q1-Q3		Full-year					
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan				
Net sales	258.6	-2.6	48.8	524.8	-1.8	-1.0	803.1	-1.5	75.3	1,056.6	-1.6	-1.0
Cost of sales	172.6	-0.8	—	351.0	-0.7	—	532.4	-0.7	—	698.9	-0.6	—
Gross profit	85.9	-6.0	—	173.7	-3.8	—	270.7	-3.0	—	357.7	-3.4	—
Selling, general and administrative expenses	67.5	-2.2	—	134.7	-3.6	—	205.7	-3.9	—	272.9	-4.6	—
Carriage and storage charges	11.2	-5.6	—	22.9	-0.6	—	34.5	+2.7	—	45.7	+4.1	—
Sales promotion expenses	25.8	-4.7	—	51.4	-7.3	—	80.2	-8.6	—	105.6	-10.1	—
Labor cost	14.2	+2.1	—	28.2	+2.0	—	42.7	+1.8	—	57.0	+1.5	—
Operating income	18.4	-17.8	47.5	39.0	-4.6	+0.3	64.9	-0.0	73.7	84.7	+0.7	-3.8
Ordinary income	18.9	-17.3	48.0	39.7	-4.3	+1.1	66.5	+0.1	74.6	86.6	+0.7	-2.9
Net income attributable to owners of parent	16.6	+6.6	52.8	30.5	+4.0	-3.2	48.9	+5.1	79.9	61.9	+6.7	+1.0

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
524.8	-1.8	531.8	-1.4	1,056.6	-1.6
351.0	-0.7	347.8	-0.5	698.9	-0.6
173.7	-3.8	183.9	-3.0	357.7	-3.4
134.7	-3.6	138.1	-5.6	272.9	-4.6
22.9	-0.6	22.8	+9.4	45.7	+4.1
51.4	-7.3	54.1	-12.6	105.6	-10.1
28.2	+2.0	28.7	+1.1	57.0	+1.5
39.0	-4.6	45.7	+5.7	84.7	+0.7
39.7	-4.3	46.8	+5.3	86.6	+0.7
30.5	+4.0	31.3	+9.4	61.9	+6.7

FYE March 2018	Q1		Q1-Q2		Q1-Q3		Full-year					
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan				
Net sales	265.6	-0.8	50.0	534.2	-0.2	+0.6	815.5	-0.5	74.8	1,073.6	-0.8	-1.5
Cost of sales	174.1	-0.5	—	353.5	+0.5	—	536.4	+0.7	—	703.3	+0.3	—
Gross profit	91.5	-1.3	—	180.6	-1.6	—	279.0	-2.6	—	370.3	-2.7	—
Selling, general and administrative expenses	69.0	-2.3	—	139.7	-3.5	—	214.0	-2.8	—	286.1	-3.9	—
Carriage and storage charges	11.9	+3.4	—	23.1	-1.2	—	33.6	-4.9	—	43.9	-6.3	—
Sales promotion expenses	27.1	-5.5	—	55.5	-6.5	—	87.8	-4.8	—	117.4	-5.8	—
Labor cost	13.9	+0.6	—	27.7	+0.4	—	41.9	+1.3	—	56.1	+1.2	—
Operating income	22.4	+2.1	57.9	40.9	+5.4	+5.4	64.9	-1.9	75.4	84.1	+1.5	-2.2
Ordinary income	22.8	+4.8	58.3	41.5	+8.6	+6.0	66.4	+0.4	76.1	86.0	+3.1	-1.5
Net income attributable to owners of parent	15.6	-6.4	61.1	29.3	+9.3	+14.8	46.5	+3.7	77.2	58.0	+2.7	-3.7

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
534.2	-0.2	539.3	-1.4	1,073.6	-0.8
353.5	+0.5	349.7	+0.0	703.3	+0.3
180.6	-1.6	189.6	-3.8	370.3	-2.7
139.7	-3.5	146.3	-4.3	286.1	-3.9
23.1	-1.2	20.8	-11.3	43.9	-6.3
55.5	-6.5	61.9	-5.2	117.4	-5.8
27.7	+0.4	28.4	+2.1	56.1	+1.2
40.9	+5.4	43.2	-1.9	84.1	+1.5
41.5	+8.6	44.5	-1.5	86.0	+3.1
29.3	+9.3	28.6	-3.3	58.0	+2.7

3. Operating Results of Pharmaceutical Segment

(Billions of yen)

FYE March 2020	Q1		Q1-Q2		Q1-Q3		Full-year	
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan
	%	%	%	%	%	%	%	%
Net sales								
Cost of sales								
Gross profit								
Selling, general and administrative expenses								
Operating income								
Ordinary income								
Net income attributable to owners of parent								

Plan -- FYE March 2020					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
	%		%		%
92.1	+5.1	128.4	+15.6	220.5	+11.0
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
5.1	+0.0	13.4	+46.8	18.5	+29.9
5.0	+23.6	12.4	+36.6	17.4	+32.6
2.1	-73.2	5.6	—	7.7	+5,607.3

FYE March 2019	Q1		Q1-Q2		Q1-Q3		Full-year					
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan				
	%	%	%	%	%	%	%	%				
Net sales	37.8	+5.4	48.6	87.6	+12.6	+12.4	148.2	+21.2	74.1	198.6	+17.9	-0.7
Cost of sales	19.2	+8.7	—	43.0	+11.1	—	73.2	+20.5	—	99.5	+19.1	—
Gross profit	18.5	+2.3	—	44.5	+14.2	—	75.0	+21.9	—	99.1	+16.8	—
Selling, general and administrative expenses	17.1	+5.4	—	39.4	+13.8	—	59.8	+11.0	—	84.8	+14.9	—
Operating income	1.4	-23.6	57.0	5.1	+17.5	+96.2	15.1	+100.2	112.3	14.2	+29.2	+5.5
Ordinary income	1.2	-36.7	48.4	4.0	-8.3	+58.8	14.2	+86.4	118.6	13.1	+33.2	+9.4
Net income attributable to owners of parent	0.3	-72.5	45.0	7.8	+302.3	+1,064.4	13.0	+222.3	134.1	0.1	-95.9	-98.6

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
	%		%		%
87.6	+12.6	111.0	+22.5	198.6	+17.9
43.0	+11.1	56.5	+26.1	99.5	+19.1
44.5	+14.2	54.5	+19.0	99.1	+16.8
39.4	+13.8	45.4	+16.0	84.8	+14.9
5.1	+17.5	9.1	+36.8	14.2	+29.2
4.0	-8.3	9.0	+66.8	13.1	+33.2
7.8	+302.3	-7.7	—	0.1	-95.9

FYE March 2018	Q1		Q1-Q2		Q1-Q3		Full-year					
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan				
	%	%	%	%	%	%	%	%				
Net sales	35.9	+6.5	45.4	77.7	+7.8	-1.5	122.3	+5.8	70.6	168.4	+4.2	-2.7
Cost of sales	17.7	+6.8	—	38.7	+8.8	—	60.8	+6.2	—	83.6	+3.6	—
Gross profit	18.1	+6.2	—	38.9	+6.9	—	61.5	+5.3	—	84.8	+4.8	—
Selling, general and administrative expenses	16.2	-5.1	—	34.6	-8.4	—	53.9	-4.2	—	73.8	-1.8	—
Operating income	1.9	+11,900.3	72.1	4.3	—	+61.3	7.5	+260.3	68.8	11.0	+90.7	0.2
Ordinary income	1.9	—	88.5	4.4	—	+100.6	7.6	+841.5	76.4	9.8	+105.5	-1.4
Net income attributable to owners of parent	1.1	—	275.4	1.9	—	+386.9	4.0	+228.6	89.7	3.2	-16.2	-27.4

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
	%		%		%
77.7	+7.8	90.6	+1.3	168.4	+4.2
38.7	+8.8	44.8	-0.5	83.6	+3.6
38.9	+6.9	45.8	+3.2	84.8	+4.8
34.6	-8.4	39.2	+4.9	73.8	-1.8
4.3	—	6.6	-6.0	11.0	+90.7
4.4	—	5.4	-24.2	9.8	+105.5
1.9	—	1.3	-79.8	3.2	-16.2

Note: KM Biologics earnings included beginning from the second quarter of FYE March 2019.

2. Segment Information

1. Food Segment

A. Net Sales

(Billions of yen)

FYE March 2020	Q1		Q1-Q2		Q1-Q3		Full-year	
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan
	%	%	%	%	%	%	%	%
Fresh and Fermented Dairy								
Processed Food								
Confectionery								
Nutrition								
Overseas								
Other Domestic Subsidiaries								

Plan -- FYE March 2020					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
	%		%		%
166.2	+0.4	165.5	+0.6	331.8	+0.5
90.8	-0.6	87.2	+2.4	178.0	+0.9
52.1	+3.4	79.1	+10.1	131.2	+7.3
45.7	+2.7	42.6	+4.9	88.3	+3.8
24.6	+13.5	28.7	+13.0	53.4	+13.2
154.3	+2.1	152.7	+6.0	307.0	+4.0

FYE March 2019	Q1		Q1-Q2		Q1-Q3		Full-year					
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan				
	%	%	%	%	%	%	%	%				
Fresh and Fermented Dairy	83.0	-3.1	49.7	165.5	-3.0	-1.0	248.0	-2.5	74.6	330.1	-2.5	-0.7
Processed Food	44.0	+2.1	48.5	91.4	+2.8	+0.7	137.5	+1.9	78.0	176.5	+1.4	+0.1
Confectionery	24.8	-19.6	48.8	50.4	-15.1	-1.1	87.6	-12.1	70.4	122.2	-9.8	-1.8
Nutrition	21.6	+1.8	48.7	44.5	+2.4	+0.1	67.6	+1.3	78.9	85.1	+1.3	-0.6
Overseas	9.9	+7.4	39.6	21.7	+5.8	-13.1	35.4	+11.1	72.2	47.1	+8.5	-3.8
Other Domestic Subsidiaries	75.0	-0.2	49.6	151.1	-0.1	-0.2	226.7	-0.4	75.9	295.3	-0.8	-1.2

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
	%		%		%
165.5	-3.0	164.6	-1.9	330.1	-2.5
91.4	+2.8	85.1	-0.2	176.5	+1.4
50.4	-15.1	71.8	-5.7	122.2	-9.8
44.5	+2.4	40.6	+0.1	85.1	+1.3
21.7	+5.8	25.4	+11.0	47.1	+8.5
151.1	-0.1	144.1	-1.6	295.3	-0.8

FYE March 2018	Q1		Q1-Q2		Q1-Q3		Full-year					
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan				
	%	%	%	%	%	%	%	%				
Fresh and Fermented Dairy	85.7	—	—	170.6	—	—	254.5	—	—	338.5	—	—
Processed Food	43.1	—	—	88.9	—	—	134.9	—	—	174.1	—	—
Confectionery	30.9	—	—	59.3	—	—	99.6	—	—	135.5	—	—
Nutrition	21.3	—	—	43.5	—	—	66.7	—	—	84.1	—	—
Overseas	9.2	—	—	20.5	—	—	31.8	—	—	43.4	—	—
Other Domestic Subsidiaries	75.2	—	—	151.2	—	—	227.6	—	—	297.8	—	—

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
	%		%		%
170.6	—	167.9	—	338.5	—
88.9	—	85.2	—	174.1	—
59.3	—	76.1	—	135.5	—
43.5	—	40.5	—	84.1	—
20.5	—	22.9	—	43.4	—
151.2	—	146.5	—	297.8	—

Note: Under this current classification, the post-elimination figure is indicated.

2. Segment Information

1. Food Segment

B. Operating Income

(Billions of yen)

FYE March 2020	Q1		Q1-Q2		Q1-Q3		Full-year		Plan -- FYE March 2020						
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan	H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change	
	%	%	%	%	%	%	%	%	%	%	%	%	%	%	
Fresh and Fermented Dairy															
Processed Food															
Confectionery															
Nutrition															
Overseas															
Other Domestic Subsidiaries															
Corporate expenses															

FYE March 2019	Q1		Q1-Q2		Q1-Q3		Full-year		Plan -- FYE March 2020									
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan	H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change				
	%	%	%	%	%	%	%	%	%	%	%	%	%	%				
Fresh and Fermented Dairy	11.3	-14.1	49.3	22.4	-9.0	-2.9	34.1	-6.5	69.8	47.8	-8.1	-2.2	22.4	-9.0	25.4	-7.3	47.8	-8.1
Processed Food	1.6	-7.8	40.9	4.3	+9.1	+5.7	7.0	+13.1	84.7	8.2	+10.9	-1.5	4.3	+9.1	3.8	+13.1	8.2	+10.9
Confectionery	3.1	-29.7	49.3	6.2	-13.7	-2.8	14.8	-2.2	68.7	20.4	+3.7	-5.5	6.2	-13.7	14.1	+13.9	20.4	+3.7
Nutrition	3.1	-18.2	47.4	7.2	+0.3	+10.1	11.3	+0.3	85.1	12.9	+4.6	-2.5	7.2	+0.3	5.7	+10.6	12.9	+4.6
Overseas	-0.0	—	—	0.5	+48.3	+40.2	1.0	+60.3	102.9	1.2	+76.2	+21.7	0.5	+48.3	0.7	+102.5	1.2	+76.2
Other Domestic Subsidiaries	1.2	-3.8	50.0	2.3	-10.5	-7.7	3.4	-14.5	82.3	3.8	-11.5	-8.2	2.3	-10.5	1.4	-12.9	3.8	-11.5
Corporate expenses	-2.1	—	—	-4.1	—	—	-6.9	—	—	-9.8	—	—	-4.1	—	-5.6	—	-9.8	—

FYE March 2018	Q1		Q1-Q2		Q1-Q3		Full-year		Plan -- FYE March 2020									
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan	H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change				
	%	%	%	%	%	%	%	%	%	%	%	%	%	%				
Fresh and Fermented Dairy	13.2	—	—	24.6	—	—	36.5	—	—	52.0	—	—	24.6	—	27.4	—	52.0	—
Processed Food	1.8	—	—	4.0	—	—	6.2	—	—	7.4	—	—	4.0	—	3.3	—	7.4	—
Confectionery	4.5	—	—	7.2	—	—	15.2	—	—	19.7	—	—	7.2	—	12.4	—	19.7	—
Nutrition	3.8	—	—	7.2	—	—	11.3	—	—	12.4	—	—	7.2	—	5.2	—	12.4	—
Overseas	-0.1	—	—	0.3	—	—	0.6	—	—	0.7	—	—	0.3	—	0.3	—	0.7	—
Other Domestic Subsidiaries	1.3	—	—	2.6	—	—	4.0	—	—	4.3	—	—	2.6	—	1.6	—	4.3	—
Corporate expenses	-2.1	—	—	-5.2	—	—	-8.9	—	—	-12.4	—	—	-5.2	—	-7.2	—	-12.4	—

Note: Under this current classification, the post-elimination figure is indicated. Corporate expenses are not allocated to each business.

2. Segment Information
2. Pharmaceutical Segment
A. Net Sales

(Billions of yen)

FYE March 2020	Q1		Q1-Q2		Q1-Q3		Full-year	
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan
	%	%	%	%	%	%	%	%
Japan								
Overseas								
KM Biologics								
Eliminations								

Plan -- FYE March 2020					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
	%		%		%
64.1	+10.2	93.2	+28.7	157.3	+20.4
21.2	+3.3	23.2	+14.1	44.5	+8.7
14.6	+46.3	24.9	+17.0	39.5	+26.4
-7.8	—	-13.1	—	-20.9	—

FYE March 2019	Q1		Q1-Q2		Q1-Q3		Full-year					
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan				
	%	%	%	%	%	%	%	%				
Japan	27.6	+2.3	47.4	58.2	+0.0	+0.0	96.4	+3.5	74.5	130.6	+1.3	+1.0
Overseas	10.2	+15.0	52.5	20.6	+6.0	+6.0	30.5	+4.9	71.5	41.0	+4.1	-3.9
KM Biologics	—	—	—	9.9	—	—	24.0	—	80.2	31.2	—	+4.2
Eliminations	—	—	—	-1.3	—	—	-2.7	—	—	-4.2	—	—

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
	%		%		%
58.2	+0.0	72.4	+2.4	130.6	+1.3
20.6	+6.0	20.4	+2.6	41.0	+4.1
9.9	—	21.2	—	31.2	—
-1.3	—	-2.9	—	-4.2	—

FYE March 2018	Q1		Q1-Q2		Q1-Q3		Full-year					
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan				
	%	%	%	%	%	%	%	%				
Japan	27.0	—	—	58.2	—	—	93.2	—	—	129.0	—	—
Overseas	8.9	—	—	19.5	—	—	29.1	—	—	39.4	—	—

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
	%		%		%
58.2	—	70.7	—	129.0	—
19.5	—	19.9	—	39.4	—

Note: Eliminations indicates the amount eliminated in relation to transactions within the pharmaceutical segment.

Note: As of second quarter FYE March 2019, domestic business net sales includes sales of human vaccines purchased from KM Biologics.

2. Segment Information

2. Pharmaceutical Segment

B. Operating Income

(Billions of yen)

FYE March 2020	Q1		Q1-Q2		Q1-Q3		Full-year	
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan
	%	%	%	%	%	%	%	%
Japan								
Overseas								
KM Biologics								
Adjustments and Eliminations								

Plan -- FYE March 2020					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
%	%	%	%	%	%
4.4	+7.3	6.8	+18.8	11.3	+13.9
0.5	-33.2	1.6	+21.7	2.1	+2.3
-0.4	—	3.9	+113.2	3.5	+1.2
0.5	—	0.9	—	1.5	—

FYE March 2019	Q1		Q1-Q2		Q1-Q3		Full-year					
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan				
	%	%	%	%	%	%	%	%				
Japan	1.2	-11.1	55.8	4.1	+78.0	+81.7	10.0	+141.4	107.1	9.9	+50.0	+5.7
Overseas	0.2	-60.0	66.7	0.7	-62.3	+151.5	1.5	-53.5	143.9	2.1	-51.5	+94.0
KM Biologics	—	—	—	1.6	—	—	4.3	—	123.4	3.4	—	-1.2
Adjustments and Eliminations	—	—	—	-1.4	—	—	-0.8	—	—	-1.2	—	—

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
%	%	%	%	%	%
4.1	+78.0	5.7	+34.5	9.9	+50.0
0.7	-62.3	1.3	-42.5	2.1	-51.5
1.6	—	1.8	—	3.4	—
-1.4	—	0.1	—	-1.2	—

FYE March 2018	Q1		Q1-Q2		Q1-Q3		Full-year					
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan				
	%	%	%	%	%	%	%	%				
Japan	1.4	—	—	2.3	—	—	4.1	—	—	6.6	—	—
Overseas	0.5	—	—	2.0	—	—	3.4	—	—	4.4	—	—

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
%	%	%	%	%	%
2.3	—	4.2	—	6.6	—
2.0	—	2.4	—	4.4	—

Note: Adjustments and eliminations indicates amounts adjusted and eliminated in relation to transactions within the pharmaceutical segment.

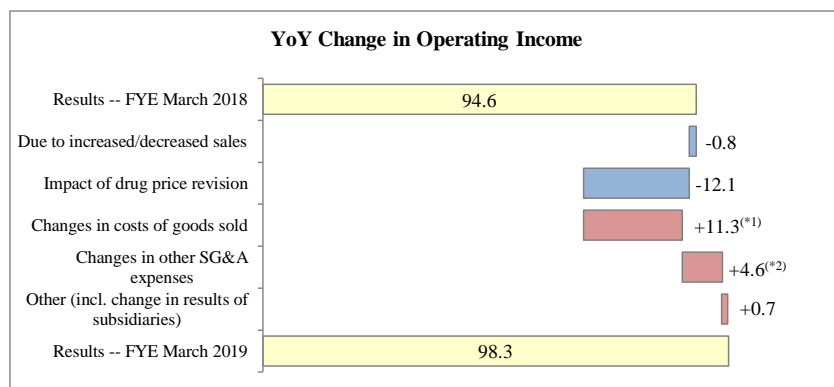
Note: As of second quarter FYE March 2019, domestic business operating income includes operating income incidental to sales of human vaccines purchased from KM Biologics.

3. Analysis of Operating Income

1. Results-- FYE March 2019

(Billions of yen)

	Q1				Q1-Q2				Q1-Q3				Full-year			
	Consolidated Total	Food	Pharma	Other	Consolidated Total	Food	Pharma	Other	Consolidated Total	Food	Pharma	Other	Consolidated Total	Food	Pharma	Other
Results -- FYE March 2018	24.4	22.4	1.9	0.0	45.1	40.9	4.3	-0.1	72.1	64.9	+7.5	-0.3	94.6	84.1	+11.0	-0.5
Due to increased/decreased sales	-1.1	-2.3	+1.2	—	-0.5	-2.8	+2.3	—	-0.1	-3.4	+3.3	—	-0.8	-3.2	+2.4	—
Impact of drug price revision	-2.9	—	-2.9	—	-6.0	—	-6.0	—	-9.2	—	-9.2	—	-12.1	—	-12.1	—
Changes in costs of goods sold	+2.8	+0.6	+2.2	—	+5.3	+1.5	+3.8	—	+8.6	+2.1	+6.5	—	+11.3	+2.3	+9.0	—
Changes in other SG&A expenses	-2.4	-1.3	-1.1	—	+1.5	+1.0	+0.5	—	+5.4	+2.8	+2.6	—	+4.6	+2.9	+1.7	—
Other (incl. change in results of subsidiaries)	-1.1	-1.0	+0.1	-0.2	-1.6	-1.6	+0.2	-0.2	+2.8	-1.5	+4.4	-0.1	+0.7	-1.4	+2.2	-0.1
Total change	-4.7	-4.0	-0.5	-0.2	-1.3	-1.9	+0.8	-0.2	+7.5	-0.0	+7.6	-0.1	+3.7	+0.6	+3.2	-0.1
Results -- FYE March 2019	19.7	18.4	1.4	-0.1	43.8	39.0	5.1	-0.3	79.6	64.9	15.1	-0.4	98.3	84.7	14.2	-0.6



(Breakdown)

*1: [Food] Decrease in raw material costs: +1.3, Other: +1.0

[Pharma] Cost reductions and difference due to inventory reevaluation following a production structure review

*2: [Food] Increase in distribution cost: -1.1, Other: +4.0

[Pharma] Decrease in R&D expenses : +1.1, Decrease in promotion expenses: +2.5, Other: -1.9

2. Plan -- FYE March 2020

(Billions of yen)

	H1 (Q1-Q2)				H2 (Q3-Q4)				Full-year			
	Consolidated Total	Food	Pharma	Other	Consolidated Total	Food	Pharma	Other	Consolidated Total	Food	Pharma	Other
Results -- FYE March 2019	43.8	39.0	5.1	-0.3	54.5	45.7	9.1	-0.3	98.3	84.7	14.2	-0.6
Due to increased/decreased sales	+4.1	+3.9	+0.2	—	+10.1	+6.5	+3.6	—	+14.2	+10.4	+3.8	—
Changes in costs of goods sold	-0.5	-1.2	+0.7	—	-5.0	-1.1	-3.9	—	-5.5	-2.3	-3.2	—
Changes in other SG&A expenses	-4.6	-3.4	-1.2	—	-1.5	-1.6	+0.1	—	-6.1	-5.0	-1.1	—
Other (incl. change in results of subsidiaries)	+1.2	+0.7	+0.3	+0.2	+5.9	+1.5	+4.5	-0.1	+7.1	+2.2	+4.8	+1.0
Total change	+0.2	0.0	0.0	+0.2	+9.5	+5.3	+4.3	-0.1	+9.7	+5.3	+4.3	+1.0
Plan -- FYE March 2020	44.0	39.0	5.1	-0.1	64.0	50.9	13.4	-0.4	108.0	90.0	18.5	-0.5

Note: KM Biologics earnings included in "Other (incl. change in results of subsidiaries)" of Pharma.

4. Consolidated Financial Positions

(Billions of yen)

FYE March 2019	As of Jun. 30		As of Sep. 30		As of Dec. 31		As of Mar. 31		
		Change from the previous fiscal year end		Change from the previous fiscal year end		Change from the previous fiscal year end		Change from the previous fiscal year end	
		%		%		%		%	
Total assets	943.1	+1.9	1,003.9	+8.5	1,025.0	+10.8	1,004.1	+8.5	
Current assets	393.9	+2.9	415.8	+8.6	438.7	+14.6	421.4	+10.0	
Fixed assets	549.1	+1.3	588.0	+8.4	586.2	+8.1	582.6	+7.5	
Total liabilities	440.4	+2.4	451.0	+4.9	462.3	+7.5	443.5	+3.1	
Current liabilities	303.3	+3.0	293.4	-0.3	307.1	+4.3	291.5	-1.0	
Long-term liabilities	137.0	+1.1	157.5	+16.2	155.1	+14.4	152.0	+12.1	
Total net assets	502.7	+1.5	552.8	+11.6	562.7	+13.6	560.6	+13.2	
Shareholders' equity	471.8	+1.4	493.4	+6.0	507.6	+9.0	507.5	+9.0	
Reference	Consolidated interest bearing debt	147.1	+23.5	136.7	+14.8	147.6	+24.0	116.3	-2.3
	Food segment assets	658.2	-0.1	664.2	+0.8	674.4	+2.3	690.9	+4.8
	Pharmaceuticals segment assets	206.4	-2.9	277.9	+30.7	293.3	+37.9	282.8	+33.0

Note: Incidental to the Partial Revisions to Accounting Standards for Tax Effect Accounting, the change indicated above is calculated relative to full-year figures for the previous fiscal year after the retroactive application of these revisions.

Note: KM Biologics earnings included beginning from the second quarter of FYE March 2019.

FYE March 2018	As of Jun. 30		As of Sep. 30		As of Dec. 31		As of Mar. 31		
		Change from the previous fiscal year end		Change from the previous fiscal year end		Change from the previous fiscal year end		Change from the previous fiscal year end	
		%		%		%		%	
Total assets	891.7	+0.9	918.9	+4.0	950.3	+7.5	927.5	+4.9	
Current assets	373.1	-1.2	387.7	+2.7	407.3	+7.9	392.6	+4.0	
Fixed assets	518.5	+2.4	531.2	+4.9	543.0	+7.3	534.8	+5.7	
Total liabilities	437.1	+2.4	449.3	+5.3	461.9	+8.3	432.3	+1.3	
Current liabilities	321.9	+2.5	332.5	+5.8	342.2	+8.9	294.4	-6.3	
Long-term liabilities	115.1	+2.3	116.7	+3.8	119.6	+6.4	137.9	+22.6	
Total net assets	454.6	-0.6	469.6	+2.7	488.4	+6.8	495.1	+8.3	
Shareholders' equity	431.3	-1.1	444.0	+1.8	455.0	+4.4	465.5	+6.8	
Reference	Consolidated interest bearing debt	155.5	+20.1	139.6	+7.8	153.4	+18.5	119.1	-8.0
	Food segment assets	624.7	-0.9	659.3	+4.6	669.4	+6.2	661.3	+5.0
	Pharmaceuticals segment assets	212.0	-1.7	210.5	-2.5	217.1	+0.6	212.7	-1.4

5. Capital Expenditures, Depreciation, R&D Expenses

(Billions of yen)

	FYE March 2017		FYE March 2018		FYE March 2019		FYE March 2020	
	H1 (Q1-Q2)	Full-year	H1 (Q1-Q2)	Full-year	H1 (Q1-Q2)	Full-year	H1 (Q1-Q2)	Full-year
Capital expenditures	23.3	50.4	34.8	71.7	34.3	71.2	47.0	99.1
Food segment	20.3	44.3	30.6	63.8	30.5	61.3	40.4	86.1
Pharmaceutical segment	2.9	6.0	4.1	7.8	3.7	9.7	6.6	12.8
Corporate or elimination	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.1
Depreciation and amortization	22.1	45.8	22.3	46.5	20.6	43.0	22.8	48.8
Food segment	19.2	39.9	19.3	40.1	16.7	34.5	18.2	39.5
Pharmaceutical segment	2.8	5.7	2.9	6.0	3.6	9.0	5.1	10.2
Corporate or elimination	0.1	0.2	0.1	0.3	0.2	-0.5	-0.4	-0.9
R&D expenses	12.5	26.1	12.5	26.5	13.2	29.1	15.4	33.1
Food segment	6.1	12.4	5.9	13.2	6.1	12.7	6.5	13.8
Pharmaceutical segment	6.4	13.7	6.5	13.2	7.0	16.4	8.7	18.9
Corporate or elimination	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.3

Note: The figures of "Capital expenditures" and "Depreciation and amortization" include "Intangible assets."

Note: KM Biologics earnings included in the results of first half and full year plan of FYE March 2019.

6. Financial Indicators, consolidated

	FYE March 2016	FYE March 2017	FYE March 2018	FYE March 2019	
	Full-year	Full-year	Full-year	Full-year	
Net sales	1,223.7 billion yen	1,242.4 billion yen	1,240.8 billion yen	1,254.3 billion yen	
Operating income	77.7 billion yen	88.3 billion yen	94.6 billion yen	98.3 billion yen	
Operating income ratio	6.4 %	7.1 %	7.6 %	7.8 %	
EBITDA	121.6 billion yen	135.8 billion yen	142.8 billion yen	143.0 billion yen	(Note) Op. income + Depreciation and amortization
EBITDA margin	9.9 %	10.9 %	11.5 %	11.4 %	
Net income attributable to shareholders of parent company	62.5 billion yen	60.7 billion yen	61.2 billion yen	61.8 billion yen	
Net income ratio	5.1 %	4.9 %	4.9 %	4.9 %	
Total assets	856.1 billion yen	883.8 billion yen	927.5 billion yen	1,004.1 billion yen	
Interest bearing debt	147.8 billion yen	129.4 billion yen	119.1 billion yen	116.3 billion yen	
Shareholders' equity	408.8 billion yen	448.9 billion yen	487.3 billion yen	527.3 billion yen	
Shareholders' equity ratio	47.8 %	50.8 %	52.7 %	52.5 %	
Debt/Equity ratio	0.36 %	0.28 %	0.24 %	0.22 %	
ROA	9.4 %	10.2 %	10.6 %	10.3 %	(Note) Ordinary income/Average net assets
ROE	16.1 %	14.2 %	13.1 %	12.2 %	(Note) Net income attributable to shareholders of parent company/Average shareholders' equity
Cash flows from operating activities	105.1 billion yen	81.8 billion yen	108.7 billion yen	112.1 billion yen	
Cash flows from investing activities	-9.8 billion yen	-44.2 billion yen	-64.3 billion yen	-100.2 billion yen	
Free cash flows	95.3 billion yen	37.5 billion yen	44.3 billion yen	11.8 billion yen	(Note) Cash flows from operating activities + Cash flows from investing activities
Net income per share	425.06 yen	413.11 yen	422.15 yen	426.61 yen	(Note) Net income attributable to shareholders of parent company / (Number of shares outstanding - Number of treasury stock)
Net assets per share	2,777.28 yen	3,064.91 yen	3,360.70 yen	3,635.79 yen	(Note) (Total net assets - Noncontrolling interests) / (Number of shares outstanding - Number of treasury stock)
Cash flow per share	710.89 yen	728.21 yen	743.35 yen	723.29 yen	(Note) (Net income attributable to shareholders of parent company + Depreciation and Amortization) / (Number of shares outstanding - Number of treasury stock)
Cash dividends per share	90.00 yen	110.00 yen	130.00 yen	140.00 yen	
Dividend payout ratio	21.2 %	26.6 %	30.8 %	32.8 %	
Price/Earnings ratio--PER	21.3 times	22.4 times	19.1 times	21.2 times	(Note) Year-end stock price/Net income per share
Price/Book value ratio--PBR	3.3 times	3.0 times	2.4 times	2.4 times	(Note) Year-end stock price/Net assets per share
Price/Cash flow ratio--PCFR	12.7 times	12.7 times	10.8 times	12.4 times	(Note) Year-end stock price/Cash flow per share

Note: The above figures per share are calculated by retroactively applying the number of shares resulting from the stock split conducted on October 1, 2015.

7. Sales by Main Products

1. Food Segment (Non-consolidated)

(Billions of yen)

FYE March 2020	Q1		Q1-Q2		Q1-Q3		Full-year	
	YoY Change	H1 Plan Achievement Rate	YoY Change	vs. H1 Plan	YoY Change	Full-year Plan Achievement Rate	YoY Change	vs. Full-year Plan
	%	%	%	%	%	%	%	%
Yogurt								
Meiji Bulgaria Yogurt								
Probiotic yogurts								
Drinking milk								
Meiji Oishii Gyunyu								
Cheese								
Meiji Hokkaido Tokachi series								
Ice cream								
Chocolate								
Nutritional products								
Sports nutrition								

Plan -- FYE March 2020					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
	%		%		%
47.4	+5.5	43.1	+8.1	90.6	+6.7
41.5	-1.0	37.3	+1.1	78.8	-0.0
52.1	-0.1	62.1	+2.3	114.2	+1.2
54.4	-1.5	50.3	-5.1	104.8	-3.2
29.7	+0.1	27.7	+4.7	57.4	+2.3
17.9	-0.3	19.3	+4.0	37.3	+1.8
7.1	+7.6	8.1	+14.9	15.3	+11.3
28.3	-0.1	16.6	-0.6	44.9	-0.3
38.4	+4.7	65.7	+11.8	104.1	+9.1
28.4	+0.6	27.4	+1.5	55.8	+1.1
11.7	+3.3	9.2	+10.6	21.0	+6.4

FYE March 2019	Q1		Q1-Q2		Q1-Q3		Full-year					
	YoY Change	H1 Plan Achievement Rate	YoY Change	vs. H1 Plan	YoY Change	Full-year Plan Achievement Rate	YoY Change	vs. Full-year Plan				
	%	%	%	%	%	%	%	%				
Yogurt	22.5	+1.9	49.8	45.0	+2.0	-0.7	65.1	+1.5	74.0	84.9	+0.9	-3.5
Meiji Bulgaria Yogurt	21.0	+2.5	49.9	41.9	+2.3	-0.5	60.6	+1.8	74.6	78.8	+1.1	-2.9
Probiotic yogurts	27.1	-4.4	51.1	52.1	-4.7	-1.6	81.0	-5.2	69.1	112.9	-5.5	-3.8
Drinking milk	26.9	-2.2	48.4	55.2	-1.7	-0.6	82.9	+0.3	77.8	108.3	+1.1	+1.6
Meiji Oishii Gyunyu	14.2	-3.3	47.8	29.7	-3.8	-0.3	43.5	-3.1	76.3	56.2	-2.7	-1.5
Cheese	9.2	+4.4	52.7	18.0	+5.0	+3.2	28.1	+4.9	77.1	36.6	+4.1	+0.4
Meiji Hokkaido Tokachi series	3.4	+1.7	53.5	6.6	+4.5	+3.9	10.5	+5.4	74.3	13.7	+5.6	-2.8
Ice cream	12.2	+5.6	43.5	28.3	+6.9	+0.6	37.2	+4.2	82.6	45.1	+4.7	-0.1
Chocolate	17.9	-17.5	48.3	36.6	-12.8	-1.2	67.2	-10.6	67.9	95.4	-8.3	-3.6
Nutritional products	13.8	+8.2	50.2	28.2	+7.6	+2.5	44.0	+5.6	78.6	55.2	+4.4	-1.3
Sports nutrition	5.4	-2.0	47.9	11.3	+3.6	-0.8	16.0	+5.0	75.8	19.7	+3.4	-6.5

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
	%		%		%
45.0	+2.0	39.9	-0.2	84.9	+0.9
41.9	+2.3	36.9	-0.2	78.8	+1.1
52.1	-4.7	60.7	-6.1	112.9	-5.5
55.2	-1.7	53.0	+4.2	108.3	+1.1
29.7	-3.8	26.4	-1.4	56.2	-2.7
18.0	+5.0	18.5	+3.2	36.6	+4.1
6.6	+4.5	7.0	+6.8	13.7	+5.6
28.3	+6.9	16.7	+1.1	45.1	+4.7
36.6	-12.8	58.7	-5.2	95.4	-8.3
28.2	+7.6	26.9	+1.4	55.2	+4.4
11.3	+3.6	8.3	+3.3	19.7	+3.4

FYE March 2018	Q1		Q1-Q2		Q1-Q3		Full-year					
	YoY Change	H1 Plan Achievement Rate	YoY Change	vs. H1 Plan	YoY Change	Full-year Plan Achievement Rate	YoY Change	vs. Full-year Plan				
	%	%	%	%	%	%	%	%				
Yogurt	22.1	-5.1	48.2	44.1	-2.5	-4.1	64.2	-3.2	73.2	84.1	-2.8	-4.1
Meiji Bulgaria Yogurt	20.4	-5.9	48.3	40.9	-2.8	-3.4	59.5	-3.4	74.2	77.9	-3.0	-2.8
Probiotic yogurts	28.3	+0.2	52.1	54.7	+2.2	+0.6	85.5	-0.2	69.6	119.4	-0.2	-2.7
Drinking milk	27.5	+1.7	50.2	56.2	+2.4	+2.4	82.7	+1.4	77.3	107.1	-0.2	0.1
Meiji Oishii Gyunyu	14.7	+1.4	48.1	30.9	+2.4	+0.6	44.9	+1.4	76.2	57.7	-0.3	-2.1
Cheese	8.8	-1.5	53.5	17.2	-0.6	+4.3	26.7	-0.8	77.1	35.2	-0.8	+1.3
Meiji Hokkaido Tokachi series	3.3	+3.9	54.3	6.4	+2.5	+2.6	9.9	+0.4	75.6	13.0	-1.3	-1.2
Ice cream	11.6	-12.0	43.1	26.5	-12.1	-1.4	35.7	-10.8	80.0	43.0	-10.8	-3.6
Chocolate	21.7	+5.0	51.4	42.0	+3.6	-0.5	75.1	+3.2	71.4	104.0	+1.4	-1.1
Nutritional products	12.7	-3.4	48.8	26.2	-0.5	+0.3	41.6	+2.0	78.4	52.8	+1.1	-0.5
Sports nutrition	5.6	+14.4	51.0	10.9	+11.4	+0.1	15.2	+10.0	75.3	19.1	+10.4	-5.7

H1 (Q1-Q2)	YoY Change	H2 (Q3-Q4)	YoY Change	Full-year	YoY Change
	%		%		%
44.1	-2.5	39.9	-3.2	84.1	-2.8
40.9	-2.8	37.0	-3.2	77.9	-3.0
54.7	+2.2	64.6	-2.1	119.4	-0.2
56.2	+2.4	50.9	-3.0	107.1	-0.2
30.9	+2.4	26.8	-3.2	57.7	-0.3
17.2	-0.6	18.0	-1.0	35.2	-0.8
6.4	+2.5	6.6	-4.7	13.0	-1.3
26.5	-12.1	16.5	-8.5	43.0	-10.8
42.0	+3.6	61.9	-0.1	104.0	+1.4
26.2	-0.5	26.6	+2.8	52.8	+1.1
10.9	+11.4	8.1	+9.1	19.1	+10.4

Note: Nutritional products includes infant formula and enteral formula.

2. Pharmaceutical Segment (Non-consolidated)

(Billions of yen)

FYE March 2020	Q1		Q1-Q2			Q1-Q3		Full-year	
	YoY Change	H1 Plan Achievement Rate	YoY Change	vs. H1 Plan	YoY Change	Full-year Plan Achievement Rate	YoY Change	vs. Full-year Plan	
	%	%	%	%	%	%	%	%	
Ethical pharmaceuticals (Japan)									
SYCREST									
BILANOA									
REFLEX (includes Mirtazapine "meiji")									
MEIACT (includes Cefditoren "OK")									
TAZOPIPE									
Influenza HA Vaccine									
(By field) Total brand name drugs									
Total generic drugs									
KM Biologics									
Total human vaccine									
Total blood plasma products									

Plan -- FYE March 2020					
H1 (Q1-Q2)	YoY Change	H2 (Q3-Q4)	YoY Change	Full-year	YoY Change
%	%	%	%	%	%
3.2	+77.3	4.5	+138.0	7.7	+108.1
2.4	+36.4	6.6	+15.0	9.0	+20.0
6.4	-34.9	5.8	-16.0	12.3	-27.1
2.6	-6.9	3.0	-11.0	5.7	-9.2
3.1	+17.4	2.7	+3.3	5.8	+10.4
0.6	-35.3	13.7	+356.6	14.3	+264.3
26.3	-1.4	49.3	+67.4	75.7	+34.6
26.1	+14.5	24.0	-0.2	50.2	+7.0
9.0	+25.9	19.2	+30.2	28.2	+28.8
3.3	+91.9	3.4	-8.8	6.8	+22.7

FYE March 2019	Q1		Q1-Q2			Q1-Q3		Full-year				
	YoY Change	H1 Plan Achievement Rate	YoY Change	vs. H1 Plan	YoY Change	Full-year Plan Achievement Rate	YoY Change	vs. Full-year Plan				
	%	%	%	%	%	%	%	%				
Ethical pharmaceuticals (Japan)												
Total brand name drugs	12.5	+6.3	48.0	26.7	+3.5	+2.1	43.9	+7.2	78.0	56.2	+2.6	-0.2
MEIACT	1.1	-27.9	43.7	2.1	-36.4	-16.2	3.6	-38.2	75.5	4.6	-37.9	-3.0
REFLEX	4.4	+5.7	44.3	9.9	+1.2	-1.8	14.7	-2.2	81.0	16.1	-18.3	-11.5
SYCREST	0.8	+45.8	41.3	1.8	+36.6	-12.7	2.8	+33.8	64.7	3.7	+32.3	-14.1
BILANOA	1.1	+426.5	75.1	1.7	+285.1	+15.7	2.8	+133.5	54.0	7.4	+132.1	+40.7
Total generic drugs	10.9	+2.1	47.9	22.8	-0.9	-0.3	35.4	-0.7	75.1	46.9	+0.4	-0.7
AMLODIPINE	1.0	+1.0	48.7	2.2	-2.8	+1.0	3.3	-5.5	73.8	4.4	-5.1	-2.7
TAZOPIPE	1.1	+19.8	44.3	2.6	+21.7	+0.3	4.0	+15.9	70.4	5.2	+11.8	-8.4
(By field) Total infectious diseases	8.2	+0.9	47.6	18.0	+2.0	+4.2	31.4	+10.3	80.7	39.0	+5.4	+0.4
Total CNS disorders	8.4	+7.5	45.7	18.1	+3.1	-2.0	27.5	+0.6	77.6	33.1	-7.0	-6.6
KM Total human vaccine	—	—	—	7.1	—	—	17.8	—	85.4	21.9	—	+4.7
Biologics Total blood plasma products	—	—	—	1.7	—	—	3.6	—	67.9	5.5	—	+3.1

H1 (Q1-Q2)	YoY Change	H2 (Q3-Q4)	YoY Change	Full-year	YoY Change
%	%	%	%	%	%
26.7	+3.5	29.5	+1.7	56.2	+2.6
2.1	-36.4	2.4	-39.1	4.6	-37.9
9.9	+1.2	6.2	-37.5	16.1	-18.3
1.8	+36.6	1.8	+28.3	3.7	+32.3
1.7	+285.1	5.7	+106.9	7.4	+132.1
22.8	-0.9	24.1	+1.7	46.9	+0.4
2.2	-2.8	2.1	-7.2	4.4	-5.1
2.6	+21.7	2.6	+3.2	5.2	+11.8
18.0	+2.0	21.0	+8.5	39.0	+5.4
18.1	+3.1	14.9	-16.9	33.1	-7.0
7.1	—	14.8	—	21.9	—
1.7	—	3.8	—	5.5	—

FYE March 2018	Q1		Q1-Q2			Q1-Q3		Full-year				
	YoY Change	H1 Plan Achievement Rate	YoY Change	vs. H1 Plan	YoY Change	Full-year Plan Achievement Rate	YoY Change	vs. Full-year Plan				
	%	%	%	%	%	%	%	%				
Ethical pharmaceuticals (Japan)												
Total brand name drugs	11.8	+4.2	41.1	25.8	+4.7	-10.2	41.0	+0.7	69.2	54.8	+2.4	-7.5
MEIACT	1.5	-21.8	41.2	3.4	-20.9	-10.4	5.8	-22.2	77.6	7.4	-23.8	-0.8
REFLEX	4.2	-8.2	40.3	9.7	+1.4	-6.7	15.0	+1.9	73.5	19.7	+1.5	-3.7
SYCREST	0.5	+60.4	39.6	1.3	+140.2	-10.5	2.0	+131.0	55.8	2.8	+113.2	-25.1
BILANOA	0.2	—	17.5	0.4	—	-63.2	1.2	+77.0	36.0	3.2	+307.9	-5.7
Total generic drugs	10.7	+10.7	45.9	23.0	+13.2	-1.6	35.7	+11.7	74.5	46.7	+10.0	-2.5
AMLODIPINE	1.0	-1.3	44.0	2.2	+1.4	-5.1	3.5	+1.3	75.2	4.6	+0.0	-1.2
TAZOPIPE	0.9	+177.3	52.7	2.1	+153.8	+17.4	3.4	+133.4	75.9	4.7	+111.3	+2.4
(By field) Total infectious diseases	8.1	+1.4	45.4	17.6	+3.3	-1.7	28.4	+0.4	75.8	37.0	+0.3	-1.4
Total CNS disorders	7.8	-3.9	42.0	17.6	+5.5	-6.1	27.3	+6.6	73.1	35.6	+5.6	-4.7

H1 (Q1-Q2)	YoY Change	H2 (Q3-Q4)	YoY Change	Full-year	YoY Change
%	%	%	%	%	%
25.8	+4.7	28.9	+0.5	54.8	+2.4
3.4	-20.9	4.0	-26.1	7.4	-23.8
9.7	+1.4	9.9	+1.5	19.7	+1.5
1.3	+140.2	1.4	+93.3	2.8	+113.2
0.4	—	2.7	+250.3	3.2	+307.9
23.0	+13.2	23.7	+7.1	46.7	+10.0
2.2	+1.4	2.3	-1.3	4.6	+0.0
2.1	+153.8	2.5	+84.6	4.7	+111.3
17.6	+3.3	19.3	-2.4	37.0	+0.3
17.6	+5.5	18.0	+5.7	35.6	+5.6

Note: Domestic ethical pharmaceuticals indicates non-consolidated information for Meiji Seika Pharma (excluding sales from contracted manufacturing).

Note: From the second quarter of FYE March 2019, we will indicate non-consolidated information for KM Biologics biological agents business.

Note: As of the plan for FYE March 2020, we changed the method of indicating domestic ethical pharmaceuticals.

Note: "Total brand name drugs" under domestic ethical pharmaceuticals includes net sales from human vaccines sold by Meiji Seika Pharma.

8. Other

1. List of New Products Under Development

Infectious disease

Stage	Name	Type	Efficacy Classification	Notes
Phase II	ME1111	Topical	Antionychomycosis	Discovered in-house
Phase I (Overseas)	ME1100 (Arbekacin)	Inhalation	Hospital Acquired Bacterial Pneumonia/ Ventilator Associated Bacterial Pneumonia treatment (HABP/VABP)	Discovered in-house
Phase I	OP0595 (Nacubactam)	Injection	β -lactamase inhibitor	Discovered in-house

CNS disorders

Stage	Name	Type	Efficacy Classification	Notes
Filed	ME2125 (Safinamide)	Oral	Anti-Parkinson's Disease	In-license: Newron Pharmaceutical S.p.A. (Italy) Licensed out to Eisai Co., Ltd. (Japan)
Phase III	ME2112 (Ziprasidone)	Oral	Antipsychotic	In-license: RaQualia Pharma Inc.

New fields

Stage	Name	Type	Efficacy Classification	Notes
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 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)

Vaccines

Stage	Name	Target Disease	Notes
Phase III	KD-370	Pentavalent vaccine against diphtheria, tetanus, pertussis, polio, and haemophilus influenza type b	KM Biologics Co., Ltd.
Phase I (Overseas)	KD-382	Quadrivalent vaccine against dengue fever	KM Biologics Co., Ltd.
Phase I / II	KD-404	Egg-derived inactivated whole virus influenza vaccine	Co-development: Hokkaido University

Blood Plasma Products

Stage	Name	Target Disease	Notes
Filed	KD6-71	Application for indication expansion is under preparation for chronic inflammatory demyelinating polyneuropathy (CIDP) and multifocal motor neuropathy (MMN)	Co-development: Teijin Pharma Limited
Preparing for regulatory filing	KD5-71	Indication expansion for optic neuritis (ON) (orphan drug)	Co-development: Teijin Pharma Limited
Phase III	KD-371	Indication expansion for microscopic polyangiitis (MPA) (orphan drug)	Co-development: Teijin Pharma Limited

2. Category Changes Within Segments

From FYE March 2019, we have implemented the following changes to business categories within segments. Targets and actual figures for Fiscal Year ending March 2020 are disclosed as a new classification. Also, KM Biologics earnings included beginning from the second quarter of FYE March 2019.

