



Consolidated Financial Results
for the First Quarter of the Fiscal Year Ending March 31, 2023
[Based on Japanese GAAP]

August 9, 2022

Name of Listed Company: Meiji Holdings Co., Ltd. Listed exchange: Prime Market, Tokyo Stock Exchange
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Submission of quarterly report: August 10, 2022

Dividend payment commencement: -

Preparation of explanatory materials for quarterly financial results: Yes

Holding of a briefing on quarterly 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 First Three Months of the Fiscal Year Ending March 2023
(April 1, 2022 to June 30, 2022)

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

	Net Sales		Operating Profit		Ordinary Profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
First three months ended								
June 30, 2022	247,131	4.8	18,044	-3.1	18,414	-3.5	16,015	28.2
June 30, 2021	235,921	-16.1	18,621	-19.6	19,091	-18.8	12,491	-6.6

(Note) Comprehensive income: First three months ended June 30, 2022: JPY 26,062 million (45.6%)

First three months ended June 30, 2021: JPY 17,901 million (29.9%)

	Profit per Share	Diluted Profit per Share
	Yen	Yen
First three months ended		
June 30, 2022	113.73	—
June 30, 2021	86.09	—

2) Consolidated financial position

	Total Assets	Net Assets	Equity Ratio	Net Assets per Share
	Millions of yen	Millions of yen	%	Yen
As of June 30, 2022	1,144,335	725,374	60.0	4,874.92
As of March 31, 2022	1,117,459	713,021	60.3	4,781.52

(Reference) Shareholders' equity: As of June 30, 2022: JPY 686,486 million

As of March 31, 2022: JPY 673,336 million

2. Dividends

	Cash Dividends Per Share				
	1Q	2Q	3Q	Financial year end	Annual
For the fiscal year ended	Yen	Yen	Yen	Yen	Yen
March 31, 2022	—	80.00	—	90.00	170.00
March 31, 2023	—				
March 31, 2023 (Projected)		85.00	—	85.00	170.00

(Note) Amendment to projected dividends recently announced: None

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.

3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2023

(April 1, 2022 to March 31, 2023)

(% of change from the previous fiscal year)

	Net Sales		Operating Profit		Ordinary Profit		Profit attributable to owners of parent		Profit per Share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
1st half	507,000	1.3	41,000	-18.5	41,500	-19.9	31,000	-15.4	215.15
Full year	1,035,500	2.2	92,500	-0.5	93,500	-0.5	62,500	-28.6	433.76

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

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
For details, refer to page 17 of 2. *Quarterly Consolidated Financial Statements 4) Notes Concerning Quarterly Financial Statements (Adoption of Special Accounting Methods for Preparation of Quarterly Consolidated Financial Statements)*
- 3) Changes in accounting policy, changes in accounting estimates, restatements
 1. Changes in accounting policy due to revisions of accounting standards: Yes
 2. Other changes in accounting policy: None
 3. Changes in accounting estimates: None
 4. Restatements: None
 For details, refer to page 17 of 2. *Quarterly Consolidated Financial Statements 4) Notes Concerning Quarterly Financial Statements (Changes in Accounting Practices)*

4) Number of shares outstanding (common stock)

1. Number of shares outstanding at end of period (including treasury stock)	As of Jun. 30, 2022	148,369,500 shares	As of Mar. 31, 2022	148,369,500 shares
2. Number of treasury stock at end of period	As of Jun. 30, 2022	7,549,511 shares	As of Mar. 31, 2022	7,548,999 shares
3. Average number of shares during period	As of Jun. 30, 2022	140,820,194 shares	As of Jun. 30, 2021	145,098,054 shares

* 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 11 of 1. *Qualitative Information 3) Forecasts for the Fiscal Year ending March 31, 2023*

(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.

(Presentation material for conference call)

The conference call for analysts and institutional investors is scheduled on August 9, 2022. An audio recording (Japanese only) and presentation materials of the conference will be posted on our website.

1. Qualitative Information

1) Explanation Concerning Operating Results

The Meiji Group is aiming at realizing both profit growth and sustainability activities in line with the basic concept of our 2023 Medium-Term Business Plan “Promote the Meiji ROESG®* Management Effectively”.

Below is the key issues of 2023 Medium-Term Business Plan.

1. Business strategy

Food segment

- Recover from the slump in our core business
- Accelerate growth in our business overseas

Pharmaceutical segment

- Strengthen vaccine business
- Expand CMO/CDMO business

Overall group

- Venture into new domains

2. Improve business management using ROIC effectively

3. Investing to grow business while constructing strong financial base

4. Promote the Meiji Group Sustainability 2026 Vision

*ROESG is a registered trademark for a management indicator developed by Kunio Ito, a professor at Hitotsubashi University.

FYE March 2023 is expected to see the continued impact of COVID-19 pandemic on the global economy and domestic consumer trends as well as the continued increase in raw material prices and energy costs due to the Russian-Ukrainian conflict and yen depreciation.

In the food segment, we will raise prices and reduce product volume to absorb rising raw material and energy costs. We will then work to minimize the impact of price hikes on sales volume by enhancing marketing activities focusing on the value of each product. Overseas, we will continue to expand production and sales capacity in China. We will expand sales areas and our line of high value-added products. Through such efforts, we work to foster overseas businesses that will become new growth pillars.

In the pharmaceutical segment, we will focus management resources in the infectious disease domain, one of the Meiji Group’s strengths, as we work to strengthen our competitive advantage as a top company for vaccines and infectious disease drugs. Additionally, we will fulfill our plan of addressing domestic NHI drug price revisions by cost reduction and expansion of overseas CMO/CDMO business. We will apply our Group’s advanced technology, vast facilities, and solid track record in infectious diseases to enhance the ability to create new drugs.

These factors resulted in net sales of JPY 247.131 billion (up 4.8%, year on year), operating profit of JPY 18.044 billion (down 3.1%, year on year), and ordinary profit of JPY 18.414 billion (down 3.5%, year on year) during the first three months of FYE March 2023. Profit attributable to owners of parent was JPY 16.015 billion (up 28.2%, year on year).

(Billions of yen)

For the first three months ended June 30	2021	2022	Change	Main factors for Change
Net sales	235.9	247.1	11.2	Details indicated on segment-specific overview
Operating profit	18.6	18.0	-0.5	Details indicated on segment-specific overview
Non-operating profit	1.0	1.0	0.0	—
Non-operating expenses	0.5	0.7	0.1	—
Ordinary profit	19.0	18.4	-0.6	—
Extraordinary income	0.6	5.5	4.9	- Gain on sales of non-current assets (+4.2) - Gain on sales of shares of subsidiaries and associates (+1.0)
Extraordinary losses	0.6	0.7	0.1	—
Profit before income taxes	19.0	23.1	4.0	—
Income taxes-total	5.8	7.0	1.1	—
Profit (loss) attributable to non-controlling interests	0.7	0.1	-0.5	—
Profit attributable to owners of parent	12.4	16.0	3.5	—

The Meiji Group is engaged in the following initiatives for development and supply of potential COVID-19 vaccines.

Currently, Group subsidiary KM Biologics is developing an inactivated vaccine for COVID-19. In April 2022, we launched Phase III Clinical Trials (multi-regional), the final stage prior to approval, as well as domestic pediatric Phase II/Phase III Clinical Trials.

In December 2021, we completed a new facility for testing of inactivated vaccine that will enable rapid provision in Japan for the inactivated vaccine. Also, the construction of manufacturing equipment has been completed as planned. We continue working towards beginning provision during the FYE March 2023.

Regarding the COVID-19 vaccine of AstraZeneca PLC, allocated for Japan, Group subsidiary Meiji Seika Pharma is handling product storage, transporting and collecting safety management information of the COVID-19 vaccine.

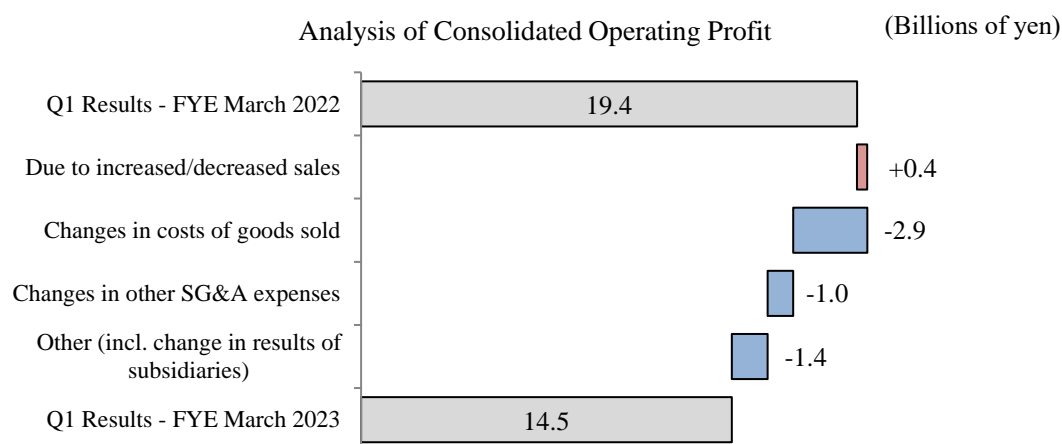
The status of operations by segment and business are as follows.

(1) Food segment

- Net sales increased year on year. Net sales of B to B business and overseas business increased significantly year on year. Net sales of nutrition business, chocolate and gummy business, other and domestic subsidiaries increased year on year. Net sales from frozen dessert and ready meal business were largely unchanged. Net sales of yogurt and cheese business, and drinking milk business decreased year on year.
- Operating profit decreased significantly year on year. In addition to decreased sales in the yogurt and cheese business, raw material costs, energy costs, and depreciation costs all increased.

(Billions of yen)

For the first three months ended June 30	2021	2022	% Change
Net sales	199.8	204.3	2.3%
Operating profit	19.4	14.5	-25.3%



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

(Billions of yen)

Net sales				Operating profit			
For the first three months ended June 30	2021	2022	% Change	For the first three months ended June 30	2021	2022	% Change
Yogurt& cheese	54.3	50.2	-7.5%	Yogurt& cheese	10.0	6.1	-39.0%
Nutrition	27.4	28.9	5.8%	Nutrition	4.8	4.1	-14.4%
Chocolate & gummy	20.8	22.0	5.5%	Chocolate & gummy	2.1	2.6	23.0%
Drinking milk	19.4	17.8	-8.6%	Drinking milk	-0.0	-0.3	—
B to B	14.5	16.0	10.6%	B to B	0.3	0.4	36.0%
Frozen dessert& ready meal	14.4	14.4	0.1%	Frozen dessert& ready meal	0.5	0.7	38.7%
Overseas	11.5	13.9	21.1%	Overseas	0.1	-0.4	—
Other/ domestic subsidiaries	37.2	40.7	9.5%	Other/ domestic subsidiaries	1.4	1.1	-22.5%

■ Yogurt & cheese business (Probiotic yogurt, yogurt, cheese)

- Net sales decreased year on year. For functional yogurt and yogurt, we expanded our product line and strengthened marketing activities but sales decreased due to the impact of various competitor products appealing health value. Additionally, sales of cheese decreased since we reduced the number of items.
- Operating profit decreased significantly year on year due to the decreased sales and the impact of the increase in raw material costs and marketing expenses.

■ Nutrition business (Infant formula, sports nutrition, enteral formula, beauty supplement)

- Net sales increased year on year. Sales of liquid diet *Meiji Mei Balance* and infant formula in which we caught some inbound demand, were favorable. Regarding the sports protein *SAVAS*, for which we raised prices and reduced product volume, the sales for ready-to-drink products were favorable. However, overall net sales of *SAVAS* were largely unchanged from the previous fiscal year.
- Operating profit decreased significantly year on year due to the increase in raw material costs and depreciation costs.

■ Chocolate & gummy business

- Net sales increased year on year. Sales of chocolate snacks, *Kinoko no Yama* and *Takenoko no Sato* recovered after dealing with restrictions on supply capacity due to the impact of production line construction during the first half of the previous fiscal year. Sales were favorable for *Chocolate Kouka*, for which we raised prices, and gummy products, for which we strengthened marketing activities.
- Operating profit increased significantly year on year due to the sales increase, even though the raw material costs increased.

- Drinking milk business
 - Net sales decreased year on year. Sales were impacted by the reduction in the number of products offered and decreased sales volume for large-volume sizes due to a decline in stay-at-home demand.
 - Operating profit decreased year on year due to the sales decrease.

- B to B business
 - Net sales increased significantly year on year. Restaurant and gift confectionery demand recovered from the same period of the previous fiscal year, which was impacted by restrictions on movement due to the state of emergency declaration. In such circumstances, net sales increased significantly mainly on chocolate for professional use.
 - Operating profit increased significantly year on year due to the sales increase.

- Frozen dessert & ready meal business (Ice cream, prepared foods, butter and margarine)
 - Net sales were largely unchanged from the previous fiscal year. Sales of prepared foods decreased after the price hikes. However, sales of ice cream increased since the sales of our mainstay product *Essel Super Cup* and the new product *Bulgaria Frozen Yogurt Dessert* were favorable.
 - Operating profit increased significantly year on year due to the increase in sales.

- Overseas business (Overseas subsidiaries, exports)
 - Net sales increased significantly year on year, partly due to the impact of foreign exchange. Net sales of confectionery and ice cream businesses in China, and confectionery business in the US were favorable.
 - Operating profit decreased year on year due to the increase in raw material costs.

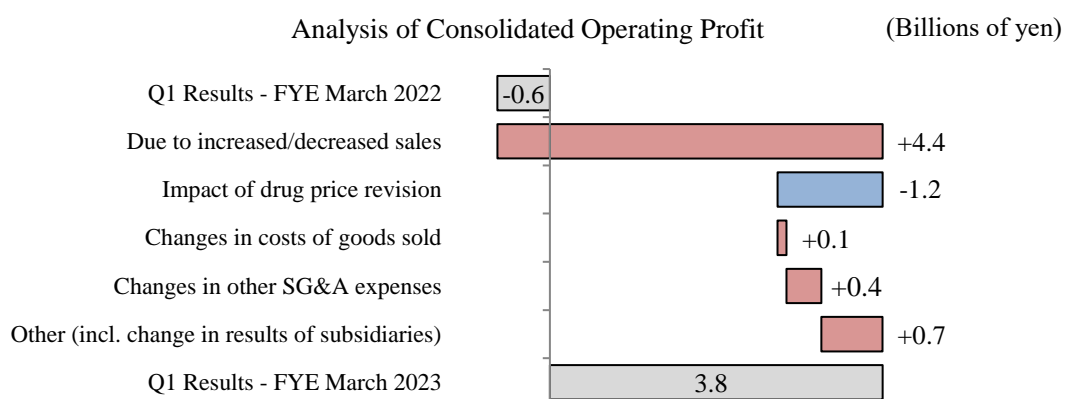
- Other / domestic subsidiaries (Domestic subsidiaries, chewing gum, candy, OTC drugs)
 - Net sales were impacted by the removal of a logistics subsidiary from the scope of consolidation following the transfer of stock for said subsidiary. However, overall net sales increased year on year due to increased sales from our sugar trading company and our feed business.
 - Operating profit decreased significantly year on year. In addition to the impact of the removal of the logistics subsidiary, profits decreased at the feed business.

(2) Pharmaceutical segment

- Net sales increased significantly year on year. Net sales of domestic ethical pharmaceuticals business and overseas ethical pharmaceuticals business increased significantly year on year. Net sales of human vaccines business decreased year on year. Net sales for veterinary drugs business decreased significantly year on year due to the impact of transferring agricultural chemicals business that was in the same business category as the veterinary drugs business up to the previous fiscal year.
- Operating profit increased year on year due to the significant increase in sales of domestic ethical pharmaceuticals business and overseas ethical pharmaceuticals business.

(Billions of yen)

For the first three months ended June 30	2021	2022	% Change
Net sales	36.2	42.8	18.3%
Operating profit (loss)	-0.6	3.8	—



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

(Billions of yen)

Net sales				Operating profit			
For the first three months ended June 30	2021	2022	% Change	For the first three months ended June 30	2021	2022	% Change
Domestic ethical pharmaceuticals	17.4	23.1	32.6%	Domestic ethical pharmaceuticals	-0.7	2.0	—
Overseas ethical pharmaceuticals	10.5	12.7	20.9%	Overseas ethical pharmaceuticals	0.1	1.9	1,266.5%
Human vaccines	4.5	4.3	-4.8%	Human vaccines	0.3	-0.6	—
Veterinary drugs*	3.6	2.6	-28.7%	Veterinary drugs*	-0.3	0.4	—

*Up to FYE March 2022, we recorded the agricultural chemicals business, which we transferred in January 2022, in the same business category as the veterinary drugs business. As such, the figures for the veterinary drugs business for FYE March 2022 indicated above include results for the agricultural chemicals business.

- Domestic ethical pharmaceuticals business (Domestic ethical pharmaceuticals excluding human vaccines)
 - Net sales increased significantly year on year. Sales of the antibacterial drug *SULBACILLIN*, the anti-allergic drug *BILANOVA*, and the COVID-19 (SARS-CoV-2) antigen rapid test kit increased. Furthermore, contract revenues related to the storage and delivery of AstraZeneca's COVID-19 vaccines and the gathering of safety information also contributed.
 - Operating profit increased year on year. We addressed the impact of NHI price revisions in Japan by sales increase.
- Overseas ethical pharmaceuticals business
 - Net sales increased significantly year on year, partly due to the impact of foreign exchange. Sales of our subsidiary in India which conducts contracted manufacturing business increased. Also, sales of our subsidiary in Spain increased from the previous year when sales were impacted by the COVID-19 pandemic.
 - Operating profit increased significantly year on year due to the sales increase.
- Human vaccines business
 - Net sales decreased year on year. Compare to the previous year, there was no contracted manufacturing income related to AstraZeneca's COVID-19 vaccine formulation. The sales of Japanese encephalitis vaccine *ENCEVAC* increased.
 - Operating profit decreased year on year due to the impact of the decrease of the contracted manufacturing income related to COVID-19 vaccine formulation and a loss on inventory valuation.
- Veterinary drugs business (Veterinary drugs, veterinary vaccines)
 - Net sales decreased significantly year on year. There was an impact of transferring agricultural chemicals business that was in the same business category as the veterinary drugs business up to the previous fiscal year.
 - Operating profit increased year on year. In April 2022, we established Meiji Animal Health Co., Ltd. to integrate the veterinary drug business and the veterinary vaccine business. Benefits of the cost reduction resulting from the business integration contributed.

2) Financial status

(1) Assets, Liabilities, and Net Assets

(Billions of yen)

	As of March 31, 2022	As of June 30, 2022	Change	Main Factors for Change
Current assets	455.6	481.1	25.5	- Cash and deposits (+20.3) - Merchandise and finished goods (+7.0) - Other factors (+4.4) - Notes and accounts receivable-trade (-9.6)
Non-current assets	661.8	663.2	1.3	- Machinery, equipment and vehicles, net (-3.0) - Land (-0.8) - Buildings and structures, net (+3.4)
Total assets	1,117.4	1,144.3	26.8	—
Current liabilities	286.8	302.1	15.3	- Short-term borrowings (+37.5) - Income taxes payable (-12.4) - Notes and accounts payable - trade (-6.1) - Provision for bonuses (-4.8)
Non-current liabilities	117.6	116.8	-0.8	- Long-term borrowings (-0.8)
Total liabilities	404.4	418.9	14.5	—
Shareholders' equity	632.8	636.1	3.3	- Retained earnings (+3.3)
Accumulated other comprehensive income	40.4	50.2	9.8	- Foreign currency translation adjustments (+11.7) - Valuation difference on available-for-sale securities (-2.5)
Minority interests	39.6	38.8	-0.7	—
Total net assets	713.0	725.3	12.3	—
Total liabilities and net assets	1,117.4	1,144.3	26.8	—
Interest bearing debt	81.2	117.9	36.6	- Short-term borrowings (+37.5)
Equity Ratio (%)	60.3	60.0	-0.3pt	—

(2) Status of cash flows

(Billions of yen)

For the first three months ended June 30	2021	2022	Change	Main factors for Change
Net cash flow from operating activities	4.2	4.7	0.5	- Profit before income taxes (+4.0) - Change in trade payables (+2.4) - Income taxes paid (+2.0) - Other factors (+8.1) - Gain on sale of property, plant and equipment (-4.2) - Change in contract liability (-1.7) - Change in inventories (-1.9) - Change in trade receivables (-8.5)
Net cash flow from investing activities	-12.4	-8.9	3.4	- Proceeds from sales of property, plant and equipment and intangible assets (+5.8) - Purchase of property, plant and equipment (+3.0) - Subsidies received (-4.2)
Net cash flow from financing activities	36.0	22.2	-13.7	- Decrease in commercial papers (-20.0) - Increase in short-term borrowings (+8.2)
Cash and cash equivalents at end of period	68.1	84.9	16.7	—
Free cash flow	-8.2	-4.2	4.0	—

3) Forecasts for the Fiscal Year ending March 31, 2023

There are no changes to the consolidated earnings forecasts for FYE March 2023 indicated in the Consolidated Financial Results for the Fiscal Year Ended March 31, 2022 published on May 12, 2022.

2. Quarterly Consolidated Financial Statements

1) Quarterly Consolidated Balance Sheets

(Millions of yen)

	As of March 31, 2022	As of June 30, 2022
ASSETS		
Current assets		
Cash and deposits	67,409	87,786
Notes and accounts receivable-trade	173,949	164,311
Merchandise and finished goods	119,316	126,403
Work in process	3,993	4,685
Raw materials and supplies	61,720	64,236
Others	29,307	33,756
Allowance for doubtful accounts	-85	-67
Total current assets	455,611	481,112
Non-current assets		
Property, plants and equipment		
Buildings and structures	354,611	357,639
Accumulated depreciation	-177,532	-177,159
Buildings and structures, net	177,078	180,480
Machinery and equipment	568,092	571,474
Accumulated depreciation	-400,557	-407,015
Machinery and equipment, net	167,534	164,458
Tools, furniture and fixtures	59,013	59,719
Accumulated depreciation	-45,426	-46,121
Tools, furniture and fixtures, net	13,587	13,597
Land	72,594	71,727
Lease assets	2,553	2,655
Accumulated depreciation	-1,844	-1,905
Lease assets, net	709	749
Construction in progress	51,986	52,417
Total property, plants and equipment	483,491	483,431
Intangible assets		
Goodwill	26	23
Other	18,123	18,464
Total intangible assets	18,150	18,487
Investments and other assets		
Investment securities	124,127	123,813
Retirement benefit asset	22,356	22,600
Deferred tax assets	7,166	8,242
Other	6,613	6,705
Allowance for doubtful accounts	-58	-57
Total investments and other assets	160,206	161,304
Total non-current assets	661,848	663,223
Total assets	1,117,459	1,144,335

(Millions of yen)

	As of March 31, 2022	As of June 30, 2022
LIABILITIES		
Current liabilities		
Notes and accounts payable-trade	107,634	101,516
Short-term borrowings	18,227	55,744
Current portion of bonds payable	10,000	10,000
Accrued expenses	31,474	27,655
Income taxes payable	20,141	7,700
Contract liability	5,907	4,167
Refund liability	15,929	13,960
Provision for bonuses	11,737	6,872
Other	65,759	74,537
Total current liabilities	286,811	302,156
Non-current liabilities		
Bonds payable	20,000	20,000
Long-term borrowings	33,039	32,184
Deferred tax liabilities	5,381	5,131
Retirement benefit liability	54,662	55,039
Provision for retirement benefits for directors (and other officers)	72	68
Other	4,469	4,379
Total non-current liabilities	117,626	116,803
Total liabilities	404,438	418,960
NET ASSETS		
Shareholders' equity		
Share capital	30,000	30,000
Capital surplus	80,503	80,482
Retained earnings	560,238	563,580
Treasury shares	-37,868	-37,871
Total shareholders' equity	632,873	636,191
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	36,347	33,789
Deferred gains or losses on hedges	73	97
Foreign currency translation adjustments	7,673	19,379
Remeasurements of defined benefit plans	-3,631	-2,971
Total accumulated other comprehensive income	40,462	50,295
Non-controlling interests	39,684	38,888
Total net assets	713,021	725,374
Total liabilities and net assets	1,117,459	1,144,335

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

(Quarterly Consolidated Statements of Income)
(For the First Three Months Ended June 30, 2022)

(Millions of yen)

	First three months of FYE March 2022 (from Apr. 1, 2021 to Jun. 30, 2021)	First three months of FYE March 2023 (from Apr. 1, 2022 to Jun. 30, 2022)
Net sales	235,921	247,131
Cost of sales	161,746	174,143
Gross profit	74,175	72,988
Selling, general and administrative expenses	55,553	54,944
Operating profit	18,621	18,044
Non-operating income		
Interest income	70	57
Dividend income	666	727
Foreign exchange gains	36	0
Other	261	294
Total non-operating income	1,035	1,079
Non-operating expenses		
Interest expenses	125	122
Share of loss of entities accounted for using equity method	2	59
Business commencement expenses	48	181
Other	389	346
Total non-operating expenses	566	709
Ordinary profit	19,091	18,414
Extraordinary income		
Gain on sales of non-current assets	173	4,456
Gain on sales of shares of subsidiaries and associates	20	1,068
Other	410	11
Total extraordinary income	604	5,536
Extraordinary losses		
Loss on abandonment of non-current assets	471	551
Other	142	241
Total extraordinary losses	614	792
Profit before income taxes	19,081	23,158
Income taxes	5,882	7,002
Profit	13,198	16,155
Profit attributable to non-controlling interests	706	139
Profit attributable to owners of parent	12,491	16,015

(Quarterly Consolidated Statements of Comprehensive Income)
(For the First Three Months Ended June 30, 2022)

(Millions of yen)

	First three months of FYE March 2022 (from Apr. 1, 2021 to Jun. 30, 2021)	First three months of FYE March 2023 (from Apr. 1, 2022 to Jun. 30, 2022)
Profit	13,198	16,155
Other comprehensive income		
Valuation difference on available-for-sale securities	-1,390	-2,553
Deferred gains or losses on hedges	-16	24
Foreign currency translation adjustments	4,092	7,713
Remeasurements of defined benefit plans, net of tax	707	643
Share of other comprehensive income of entities accounted for using equity method	1,308	4,078
Total other comprehensive income	4,702	9,906
Comprehensive income	17,901	26,062
Profit attributable to		
Comprehensive income attributable to owners of parent	17,161	25,848
Comprehensive income attributable to non-controlling interests	739	214

3) Quarterly Consolidated Statements of Cash Flow

(Millions of yen)

	First three months of FYE March 2022 (from Apr. 1, 2021 to Jun. 30, 2021)	First three months of FYE March 2023 (from Apr. 1, 2022 to Jun. 30, 2022)
Cash flows from operating activities		
Profit before income taxes	19,081	23,158
Depreciation	12,205	12,948
Amortization of goodwill	3	3
Loss on retirement of property, plants and equipment	471	552
Increase (decrease) in allowance for doubtful accounts	-7	-22
Increase (decrease) in provision for bonuses	-5,022	-4,823
Increase (decrease) in retirement benefit liability	1,034	1,062
Interest and dividend income	-736	-784
Interest expenses	125	122
Share of loss (profit) of entities accounted for using equity method	2	59
Loss (gain) on sales of property, plant and equipment	-173	-4,418
Loss (gain) on sales of investment securities	-286	-0
Loss (gain) on sales of shares of subsidiaries and associates	-20	-1,068
Decrease (increase) in trade receivables	12,297	3,713
Decrease (increase) in inventories	-6,932	-8,845
Increase (decrease) in contract liabilities	21	-1,756
Increase (decrease) in trade payables	-2,305	132
Other, net	-2,805	5,302
Subtotal	26,953	25,333
Interest and dividends received	1,452	1,494
Interest paid	-114	-96
Income taxes paid	-24,067	-21,998
Net cash provided by operating activities	4,225	4,733
Cash flows from investing activities		
Purchase of property, plant and equipment	-17,606	-14,584
Purchases of intangible assets	-814	-854
Proceeds from sales of property, plant and equipment and intangible assets	662	6,535
Subsidies received	4,200	—
Purchases of investment securities	-13	-8
Proceeds from sales of investment securities	319	1
Purchase of shares of subsidiaries resulting in change in scope of consolidation	2,300	1,944
Other, net	-1,507	-2,000
Net cash used in investing activities	-12,459	-8,966

(Millions of yen)

	First three months of FYE March 2022 (from Apr. 1, 2021 to Jun. 30, 2021)	First three months of FYE March 2023 (from Apr. 1, 2022 to Jun. 30, 2022)
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	29,018	37,256
Increase (decrease) in commercial papers	20,000	—
Proceeds from long-term borrowings	127	—
Repayments of long-term borrowings	-9,183	-1,001
Proceeds from long-term borrowings	9,952	—
Decrease (increase) in treasury shares	-106	-3
Dividends paid	-12,136	-12,456
Dividends paid to non-controlling interests	-949	-1,230
Other, net	-718	-294
Net cash provided used in financing activities	36,004	22,271
Effect of exchange rate change on cash and cash equivalents	1,341	2,024
Net increase (decrease) in cash and cash equivalents	29,111	20,061
Cash and cash equivalents at beginning of period	39,011	64,872
Increase in cash and cash equivalents resulting from inclusion of subsidiaries in consolidation	16	—
Cash and cash equivalents at end of period	68,139	84,934

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 profit before income taxes for the consolidated fiscal year, which includes the current quarter under review, then multiplying profit before income taxes by the estimated effective tax rate.

Income taxes-deferred are shown included in income taxes.

(Changes in Accounting Practices)

(Application of Implementation Guidance on Accounting Standard for Fair Market Value Measurement)

As of the beginning of the current consolidated fiscal year, we apply the Implementation Guidance on Accounting Standard for Fair Value Measurement (ASBJ Statement No. 31, June 17, 2021, hereinafter, "Implementation Guidance on Fair Value Measurement Accounting Standard"). In accordance with transitional treatment as prescribed in Section 27-2 of the Implementation Guidance on Fair Value Measurement Accounting Standard, we have decided to apply the new accounting practices stipulated by the Implementation Guidance on Fair Value Measurement Accounting Standard prospectively. As such, there is no impact on financial statements for the current quarter under review.

(Segment Information, etc.)

1. The First Three Months of the Previous Consolidated Fiscal Year (April 1, 2021 to June 30, 2021)

(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 Consolidated Statements of Income (Note 2)
	Food	Pharmaceuticals			
Net Sales					
(1) Sales to Outside Customers	199,757	36,163	235,921	—	235,921
(2) Inter-segment Sales and Transfers	124	81	206	-206	—
Total	199,882	36,245	236,128	-206	235,921
Income by Segment	19,424	-638	18,785	-163	18,621

(Notes)

1. Details of Adjustments are as follows:

The segment income (loss) adjustment of a negative JPY 163 million includes inter-segment eliminations of JPY 16 million and a negative JPY 180 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 (loss) is adjusted to the operating profit recorded in the quarterly consolidated statements of income.

(2) Information on impairment loss on non-current assets or good will, etc., for each reporting segment
(Significant impairment loss on non-current assets)

There was no significant impairment loss on non-current 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.

2. The First Three Months of the Current Consolidated Fiscal Year (April 1, 2022 to June 30, 2022)

(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 Consolidated Statements of Income (Note 2)
	Food	Pharmaceuticals			
Net Sales					
(1) Sales to Outside Customers	204,256	42,875	247,131	—	247,131
(2) Inter-segment Sales and Transfers	131	9	140	-140	—
Total	204,387	42,884	247,272	-140	247,131
Income (Loss) by Segment	14,507	3,815	18,322	-278	18,044

(Notes)

1. Details of Adjustments are as follows:

The segment income (loss) adjustment of a negative JPY 278 million includes inter-segment eliminations of JPY 13 million and a negative JPY 292 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 (loss) is adjusted to the operating profit recorded in the quarterly consolidated statements of income.

(2) Information on impairment loss on non-current assets or good will, etc., for each reporting segment
(Significant impairment loss on non-current assets)

There was no significant impairment loss on non-current assets.

(Significant changes in the amount of goodwill)

There were no significant changes in the amount of goodwill.

(Significant gain on negative goodwill)

No significant negative goodwill was generated.

(Significant subsequent events)

Not applicable.

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Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2023

- Supplementary Explanatory Data -

Contents

1. Consolidated Financial Results	. . . . .	1
2. Segment Information	. . . . .	4
3. Analysis of Operating Income	. . . . .	6
4. Consolidated Financial Positions	. . . . .	7
5. Capital Expenditures, Depreciation, R&D Expenses	. . . . .	8
6. Financial Indicators, consolidated	. . . . .	8
7. Other		
1. [Reference] Food Segment (Non-consolidated) Sales by Main Products	. . . . .	9
2. List of New Products Under Development	. . . . .	10

meiji

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.

1. Consolidated Financial Results

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

1. Consolidated Operating Results

(Billions of yen)

FYE March 2023	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	247.1	+4.8	48.7					
Cost of sales	174.1	+7.7	—					
Gross profit	72.9	-1.6	—					
Selling, general and administrative expenses	54.9	-1.1	—					
Carriage and storage charges	5.3	+9.7	—					
Sales promotion expenses	7.2	-7.9	—					
Labor cost	19.3	-2.1	—					
Operating profit	18.0	-3.1	44.0					
Ordinary profit	18.4	-3.5	44.4					
Profit attributable to owners of parent	16.0	+28.2	51.7					

Plan -- FYE March 2023					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
507.0	+1.3	528.5	+3.1	1,035.5	+2.2
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
41.0	-18.5	51.5	+20.9	92.5	-0.5
41.5	-19.9	52.0	+23.3	93.5	-0.5
31.0	-15.4	31.5	-38.0	62.5	-28.5

FYE March 2022	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	235.9	-16.1	46.7	500.7	-14.4	-0.8	769.9	-14.5	76.3	1,013.0	-15.0	+0.4
Cost of sales	161.7	-9.0	—	336.3	-8.7	—	516.6	-8.3	—	689.8	-7.0	—
Gross profit	74.1	-28.3	—	164.3	-24.1	—	253.2	-24.9	—	323.2	-28.1	—
Selling, general and administrative expenses	55.5	-30.9	—	114.0	-31.4	—	174.2	-31.4	—	230.3	-33.0	—
Carriage and storage charges	4.8	-57.2	—	10.2	-55.0	—	16.3	-51.9	—	21.8	-52.0	—
Sales promotion expenses	7.8	-70.1	—	16.6	-70.4	—	25.2	-71.6	—	32.1	-72.8	—
Labor cost	19.7	-1.6	—	39.2	-1.8	—	59.0	-1.7	—	78.4	-1.6	—
Operating profit	18.6	-19.6	36.5	50.3	-0.1	-1.3	79.0	-5.1	87.8	92.9	-12.4	+3.2
Ordinary profit	19.0	-18.8	36.7	51.7	+2.3	-0.4	82.0	-2.7	87.3	93.9	-14.7	-0.0
Profit attributable to owners of parent	12.4	-6.6	40.3	36.6	+27.5	+7.8	56.1	+13.7	66.9	87.4	+33.3	+4.2

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
500.7	-14.4	512.3	-15.6	1,013.0	-15.0
336.3	-8.7	353.4	-5.4	689.8	-7.0
164.3	-24.1	158.9	-31.8	323.2	-28.1
114.0	-31.4	116.3	-34.4	230.3	-33.0
10.2	-55.0	11.6	-49.0	21.8	-52.0
16.6	-70.4	15.4	-74.9	32.1	-72.8
39.2	-1.8	39.1	-1.3	78.4	-1.6
50.3	-0.1	42.5	-23.5	92.9	-12.4
51.7	+2.3	42.1	-29.1	93.9	-14.7
36.6	+27.5	50.8	+37.7	87.4	+33.3

1. Consolidated Financial Results
2. Operating Results of Food Segment

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

(Billions of yen)

FYE March 2023	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	204.3	% +2.3	% 49.4	%	%	%	%	%
Cost of sales	151.1	+6.9	—					
Gross profit	53.2	-8.9	—					
Selling, general and administrative expenses	38.7	-0.8	—					
Carriage and storage charges	4.6	+9.1	—					
Sales promotion expenses	6.6	-8.7	—					
Labor cost	12.9	-2.7	—					
Operating profit	14.5	-25.3	42.5					
Ordinary profit	14.4	-27.1	41.8					
Profit attributable to owners of parent	13.0	-4.3	47.7					

Plan -- FYE March 2023					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
414.0	+1.2	426.0	+2.2	840.0	+1.7
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
34.1	-13.7	41.8	+15.0	76.0	+0.0
34.4	-16.6	42.3	+16.3	76.8	-1.2
27.2	-7.1	28.4	+15.6	55.7	+3.2

FYE March 2022	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	199.8	% -18.2	% 48.8	%	%	%	%	%
Cost of sales	141.4	-10.6	—					
Gross profit	58.4	-32.1	—					
Selling, general and administrative expenses	39.0	-37.6	—					
Carriage and storage charges	4.3	-60.3	—					
Sales promotion expenses	7.3	-69.3	—					
Labor cost	13.3	-2.5	—					
Operating profit	19.4	-17.5	45.3					
Ordinary profit	19.7	-14.9	45.0					
Profit attributable to owners of parent	13.5	-10.0	48.6					

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
409.0	-17.6	417.0	-17.1	826.0	-17.4
290.2	-10.5	301.6	-7.9	591.9	-9.2
118.7	-31.0	115.3	-34.3	234.1	-32.7
79.2	-38.2	78.9	-40.2	158.1	-39.2
8.9	-58.6	10.2	-52.6	19.1	-55.6
15.3	-69.4	13.6	-74.6	28.9	-72.1
26.1	-3.2	26.2	-3.6	52.4	-3.4
39.5	-9.9	36.3	-16.4	75.9	-13.1
41.3	-6.0	36.3	-23.2	77.7	-14.9
29.3	+5.0	24.6	-20.2	53.9	-8.2

1. Consolidated Financial Results

3. Operating Results of Pharmaceutical Segment

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

(Billions of yen)

FYE March 2023	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	42.8	+18.3	46.1					
Cost of sales	23.0	+12.6	—					
Gross profit	19.8	+25.7	—					
Selling, general and administrative expenses	15.9	-2.4	—					
Carriage and storage charges	0.6	+14.9	—					
Sales promotion expenses	0.5	+2.7	—					
Labor cost	6.0	-1.9	—					
Operating profit	3.8	—	49.2					
Ordinary profit	3.8	—	49.7					
Profit attributable to owners of parent	2.8	—	68.5					

Plan -- FYE March 2023					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
93.0	+1.0	102.9	+7.4	196.0	+4.3
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
7.7	-31.2	10.7	+45.6	18.5	-0.8
7.7	-27.2	10.2	+52.8	18.0	+3.9
4.1	-44.1	3.8	-85.5	8.0	-76.3

FYE March 2022	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	36.2	-2.3	38.0	92.1	+3.3	-3.6	144.4	+0.7	77.3	187.9	-2.9	+0.6
Cost of sales	20.4	+4.0	—	46.5	+4.3	—	72.4	+4.5	—	98.6	+7.9	—
Gross profit	15.7	-9.5	—	45.5	+2.4	—	71.9	-2.9	—	89.3	-12.6	—
Selling, general and administrative expenses	16.3	-7.7	—	34.3	-9.5	—	53.5	-8.2	—	70.6	-14.9	—
Carriage and storage charges	0.5	+2.4	—	1.2	+15.0	—	2.0	+16.3	—	2.7	+14.6	—
Sales promotion expenses	0.5	-77.8	—	1.3	-78.5	—	2.2	-79.0	—	3.1	-77.8	—
Labor cost	6.1	-0.9	—	12.4	-0.3	—	18.6	+0.3	—	24.6	+0.7	—
Operating profit	-0.6	—	—	11.2	+70.6	+32.7	18.3	+16.8	111.4	18.6	-2.3	+13.1
Ordinary profit	-0.9	—	—	10.6	+65.7	+32.6	17.7	+14.2	109.0	17.3	-7.2	+6.4
Profit attributable to owners of parent	-1.2	—	—	7.5	+962.1	+25.0	10.3	+82.0	33.8	33.9	+382.8	+11.1

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
92.1	+3.3	95.8	-8.3	187.9	-2.9
46.5	+4.3	52.1	+11.2	98.6	+7.9
45.5	+2.4	43.7	-24.1	89.3	-12.6
34.3	-9.5	36.3	-19.5	70.6	-14.9
1.2	+15.0	1.4	+14.3	2.7	+14.6
1.3	-78.5	1.8	-77.3	3.1	-77.8
12.4	-0.3	12.2	+1.8	24.6	+0.7
11.2	+70.6	7.3	-40.9	18.6	-2.3
10.6	+65.7	6.7	-45.2	17.3	-7.2
7.5	+962.1	26.4	+318.2	33.9	+382.8

2. Segment Information

1. Food Segment

A. Net Sales

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

FYE March 2023	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&cheese	50.2	-7.5	46.1					
Nutrition	28.9	+5.8	48.0					
Chocolate&gummy	22.0	+5.5	49.9					
Drinking milk	17.8	-8.6	47.2					
B to B	16.0	+10.6	50.3					
Frozen dessert&ready meal	14.4	+0.1	45.8					
Overseas	13.9	+21.1	49.7					
Other / domestic subsidiaries	40.7	+9.5	57.4					

(Billions of yen)

Plan -- FYE March 2023					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
108.9	+1.2	110.0	+7.8	219.0	+4.4
60.3	+7.3	57.8	+8.4	118.1	+7.8
44.1	+5.0	58.8	+5.2	103.0	+5.1
37.7	-5.1	35.6	-2.0	73.4	-3.6
31.9	+4.7	35.1	-0.3	67.1	+2.0
31.6	-2.1	25.7	-0.8	57.4	-1.5
28.1	+12.3	32.0	+16.5	60.2	+14.5
71.0	-5.8	70.4	-12.3	141.5	-9.2

FYE March 2022	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&cheese	54.3	—	—	107.6	—	—	209.7	—
Nutrition	27.4	—	—	56.2	—	—	109.6	—
Chocolate&gummy	20.8	—	—	42.0	—	—	98.0	—
Drinking milk	19.4	—	—	39.7	—	—	76.1	—
B to B	14.5	—	—	30.5	—	—	65.8	—
Frozen dessert&ready meal	14.4	—	—	32.3	—	—	58.2	—
Overseas	11.5	—	—	25.0	—	—	52.6	—
Other / domestic subsidiaries	37.2	—	—	75.4	—	—	155.7	—

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
107.6	—	102.1	—	209.7	—
56.2	—	53.3	—	109.6	—
42.0	—	55.9	—	98.0	—
39.7	—	36.4	—	76.1	—
30.5	—	35.2	—	65.8	—
32.3	—	25.9	—	58.2	—
25.0	—	27.5	—	52.6	—
75.4	—	80.3	—	155.7	—

B. Operating Profit

FYE March 2023	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&cheese	6.1	-39.0	36.1					
Nutrition	4.1	-14.4	42.6					
Chocolate&gummy	2.6	+23.0	68.5					
Drinking milk	-0.3	—	—					
B to B	0.4	+36.0	37.6					
Frozen dessert&ready meal	0.7	+38.7	30.4					
Overseas	-0.4	—	—					
Other / domestic subsidiaries	1.1	-22.5	84.7					

(Billions of yen)

Plan -- FYE March 2023					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
16.9	-9.2	18.0	+10.9	34.9	+0.1
9.7	-8.5	10.2	+18.0	20.0	+3.4
3.8	+1.3	10.5	+17.9	14.3	+12.9
-0.6	—	-1.0	—	-1.7	—
1.2	+44.2	1.6	-9.8	2.9	+7.0
2.4	+1.4	1.3	+133.8	3.7	+27.7
-0.7	—	-0.2	—	-0.9	—
1.3	-54.2	1.2	-40.2	2.6	-48.4

FYE March 2022	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&cheese	10.0	-35.2	39.8	18.7	-28.6	-25.9	26.6	-26.7	77.6	34.9	-26.7	+1.8
Nutrition	4.8	+18.1	48.7	10.6	+13.6	+7.1	16.7	+20.2	87.4	19.3	+9.0	+0.9
Chocolate&gummy	2.1	+33.2	70.7	3.7	+62.5	+25.4	9.5	+18.8	75.6	12.6	+8.0	+0.2
Drinking milk	-0.0	—	—	-0.0	—	—	-0.2	—	—	-0.7	—	—
B to B	0.3	—	119.9	0.8	+540.0	+200.6	2.2	+59.4	74.3	2.7	+52.1	-11.0
Frozen dessert&ready meal	0.5	-65.3	22.1	2.3	-28.0	-0.4	2.7	-21.0	90.8	2.9	-19.0	-3.3
Overseas	0.1	-58.9	—	0.2	-51.0	—	-0.3	—	—	-1.0	—	—
Other / domestic subsidiaries	1.4	+13.9	63.8	2.9	+10.6	+27.5	4.2	+5.3	86.8	5.0	+5.0	+2.0

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
18.7	-28.6	16.2	-24.4	34.9	-26.7
10.6	+13.6	8.6	+3.8	19.3	+9.0
3.7	+62.5	8.9	-5.4	12.6	+8.0
-0.0	—	-0.6	—	-0.7	—
0.8	+540.0	1.8	+13.2	2.7	+52.1
2.3	-28.0	0.5	+64.1	2.9	-19.0
0.2	-51.0	-1.3	—	-1.0	—
2.9	+10.6	2.0	-2.2	5.0	+2.0

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

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

(Billions of yen)

FYE March 2023	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
Domestic ethical pharmaceuticals	23.1	+32.6	51.3					
Overseas ethical pharmaceuticals	12.7	+20.9	59.8					
Human vaccines	4.3	-4.8	21.8					
Veterinary drugs	2.6	-28.7	39.1					

Plan -- FYE March 2023					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
45.2	+5.8	51.0	+6.2	96.2	+6.0
21.3	+10.3	22.7	+7.8	44.0	+9.0
19.8	-12.9	21.4	+6.9	41.2	-3.6
6.7	-8.8	7.9	+16.5	14.6	+3.3

FYE March 2022	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
Domestic ethical pharmaceuticals	17.4	—	—	42.7	—	—	66.5	—
Overseas ethical pharmaceuticals	10.5	—	—	19.3	—	—	29.1	—
Human vaccines	4.5	—	—	22.7	—	—	37.2	—
Agricultural chemicals&veterinary drugs	3.6	—	—	7.3	—	—	11.3	—

Plan -- FYE March 2023					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
42.7	—	48.0	—	90.7	—
19.3	—	21.0	—	40.3	—
22.7	—	20.0	—	42.7	—
7.3	—	6.7	—	14.1	—

B. Operating Profit

(Billions of yen)

FYE March 2023	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
Domestic ethical pharmaceuticals	2.0	—	99.8					
Overseas ethical pharmaceuticals	1.9	+1,266.5	109.3					
Human vaccines	-0.6	—	—					
Veterinary drugs	0.4	—	80.6					

Plan -- FYE March 2023					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
2.1	+18.8	5.9	+208.7	8.0	+117.5
1.8	+45.4	1.8	-34.9	3.6	-10.1
3.3	-62.0	2.5	-9.6	5.8	-49.3
0.5	—	0.6	—	1.1	—

FYE March 2022	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
Domestic ethical pharmaceuticals	-0.7	—	—	1.7	—	-1.8	3.1	+33.3
Overseas ethical pharmaceuticals	0.1	-88.0	6.9	1.2	-43.7	-41.0	2.9	+4.8
Human vaccines	0.3	—	8.5	8.6	+70.2	+111.7	13.0	+17.6
Agricultural chemicals&veterinary drugs	-0.3	—	—	-0.4	—	—	-0.6	—

Plan -- FYE March 2023					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
1.7	—	1.9	-68.1	3.6	-34.3
1.2	-43.7	2.7	+72.9	4.0	+5.4
8.6	+70.2	2.7	-39.9	11.4	+18.0
-0.4	—	-0.0	—	-0.4	—

Note: As we transferred the agricultural chemical business in January 2022, we changed "Agricultural chemicals&veterinary drugs" to "Veterinary drugs" from FYE March 2023.

YoY changes of FYE March 2023 are calculated compared to the results of FYE March 2022 including the agricultural chemical business.

3. Analysis of Operating Profit

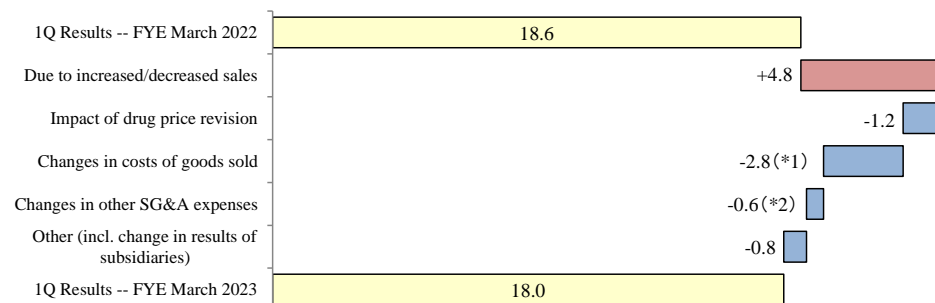
(Amounts appearing in the tables below have been rounded down to nearest 100 million yen)

1. Results -- FYE March 2023

(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 2022	18.6	19.4	-0.6	-0.1	50.3	39.5	11.2	-0.5	79.0	61.7	18.3	-1.0	92.9	75.9	18.6	-1.7
Due to increased/decreased sales	+4.8	+0.4	+4.4	—												
Impact of drug price revision	-1.2	—	-1.2	—												
Changes in costs of goods sold	-2.8	-2.9	+0.1	—												
Changes in other SG&A expenses	-0.6	-1.0	+0.4	—												
Other (incl. change in results of subsidiaries)	-0.8	-1.4	+0.7	-0.1												
Total change	-0.5	-4.9	+4.4	-0.1												
Results -- FYE March 2023	18.0	14.5	3.8	-0.2												

YoY Change in Operating Profit



(Breakdown)

*1: [Food] Increase in raw materials costs: -2.5, Other: -0.4
[Pharma] Cost reductions: +0.1

*2: [Food] Decrease in marketing expenses: +0.2,
Increase in indirect manufacturing costs (incl. energy costs): -1.0, Other: -0.2
[Pharma] Decrease in marketing expenses (incl. impacts of structural reforms): +0.5
Other: -0.1

2. Plan -- FYE March 2023

(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 2022	50.3	39.5	11.2	-0.5	42.5	36.3	7.3	-1.1	92.9	75.9	18.6	-1.7
Due to increased/decreased sales	+10.4	+7.3	+3.1	—	+16.7	+14.8	+1.9	—	+27.1	+22.1	+5.0	—
Impact of drug price revision	-2.4	—	-2.4	—	-2.6	—	-2.6	—	-5.0	—	-5.0	—
Changes in costs of goods sold	-5.7	-6.1	+0.4	—	-5.0	-5.4	+0.4	—	-10.7	-11.5	+0.8	—
Changes in other SG&A expenses	-5.1	-4.2	-0.9	—	-1.4	-5.9	+4.5	—	-6.5	-10.1	+3.6	—
Other (incl. change in results of subsidiaries)	-6.5	-2.5	-3.7	-0.3	+1.2	+2.0	-0.9	+0.0	-5.3	-0.5	-4.6	-0.2
Total change	-9.3	-5.4	-3.5	-0.3	+8.9	+5.4	+3.3	+0.0	-0.4	+0.0	-0.1	-0.2
Plan -- FYE March 2023	41.0	34.1	7.7	-0.8	51.5	41.8	10.7	-1.1	92.5	76.0	18.5	-2.0

4. Consolidated Financial Positions

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

(Billions of yen)

FYE March 2023		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	1,144.3	%		%		%		%	
Current assets	481.1	+2.4							
Non-current assets	663.2	+5.6							
Total liabilities	418.9	+0.2							
Current liabilities	302.1	+3.6							
Non-current liabilities	116.8	+5.4							
Total net assets	725.3	-0.7							
Shareholders' equity	636.1	+1.7							
Reference	Consolidated interest bearing debt	117.9	+45.1						
	Food segment assets	795.7	-0.1						
	Pharmaceutical segment assets	318.0	-3.0						

FYE March 2022		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	1,097.5	%	1,144.9	%	1,161.5	%	1,117.4	%	
Current assets	453.9	+2.9	480.6	+7.3	494.1	+8.9	455.6	+4.7	
Non-current assets	643.5	+6.6	664.2	+12.8	667.3	+16.0	661.8	+6.9	
Total liabilities	433.7	+0.4	449.2	+3.6	465.0	+4.1	404.4	+3.3	
Current liabilities	278.6	+6.4	293.9	+10.2	309.7	+14.1	286.8	-0.8	
Non-current liabilities	155.0	+10.1	155.2	+16.2	155.2	+22.4	117.6	+13.4	
Total net assets	663.7	+0.3	695.7	+0.4	696.4	+0.4	713.0	-23.9	
Shareholders' equity	599.0	+0.7	623.5	+5.5	620.6	+5.6	632.8	+8.1	
Reference	Consolidated interest bearing debt	151.7	+49.1	130.2	+27.9	128.6	+26.4	81.2	-20.2
	Food segment assets	743.4	-1.6	771.1	+2.1	798.5	+5.7	796.7	+5.5
	Pharmaceutical segment assets	268.1	-6.4	292.8	+2.3	295.4	+3.1	327.8	+14.5

5. Capital Expenditures, Depreciation, R&D Expenses

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

(Billions of yen)

	FYE March 2020		FYE March 2021		FYE March 2022		FYE March 2023	
	H1 (Q1-Q2)	Full-year	H1 (Q1-Q2)	Full-year	H1 (Q1-Q2)	Full-year	H1 (Q1-Q2)	Full-year
Capital expenditures	38.7	71.1	33.2	67.9	48.0	93.1	49.3	96.3
Food segment	31.2	60.2	28.3	56.4	38.3	75.9	44.6	85.2
Pharmaceutical segment	7.5	10.7	4.8	11.3	9.5	17.0	4.7	11.0
Holdings	0.0	0.0	0.1	0.1	0.1	0.2	0.0	0.1
Depreciation and amortization	22.4	46.1	23.6	48.4	24.5	50.1	26.7	54.3
Food segment	18.1	37.4	19.0	39.2	19.8	40.5	22.2	44.9
Pharmaceutical segment	4.1	8.5	4.4	8.9	4.5	9.3	4.4	9.0
Holdings	0.1	0.2	0.1	0.2	0.1	0.2	0.1	0.2
R&D expenses	14.5	31.4	14.4	31.4	15.5	33.4	18.1	34.7
Food segment	6.6	13.4	6.5	13.1	6.4	13.3	6.9	13.7
Pharmaceutical segment	7.6	17.5	7.6	17.6	8.6	19.2	10.6	20.0
Holdings	0.1	0.4	0.2	0.5	0.3	0.8	0.5	1.0

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

Note: We changed the previous classification "Corporate or elimination" to "Holdings" when we announced the financial results for fiscal year ended March 2022 on May 12, 2022.

Accordingly, we retroactively revised the figures of depreciation in "Pharmaceutical segment" and "Holdings".

6. Financial Indicators, consolidated

	FYE March 2019	FYE March 2020	FYE March 2021	FYE March 2022	
	Full-year	Full-year	Full-year	Full-year	
Net sales	1,254.3 billion yen	1,252.7 billion yen	1,191.7 billion yen	1,013.0 billion yen	(Note) Net sales of FYE March 2022 are calculated after applying revenue recognition accounting standards
Operating profit	98.3 billion yen	102.7 billion yen	106.0 billion yen	92.9 billion yen	
Operating profit ratio	7.8 %	8.2 %	8.9 %	9.2 %	
EBITDA	143.0 billion yen	148.9 billion yen	154.4 billion yen	143.0 billion yen	(Note) Op. profit + Depreciation and amortization
EBITDA margin	11.4 %	11.9 %	13.0 %	14.1 %	
Profit attributable to owners of parent	61.8 billion yen	67.3 billion yen	65.6 billion yen	87.4 billion yen	
Profit ratio	4.9 %	5.4 %	5.5 %	8.6 %	
Total assets	1,004.1 billion yen	998.9 billion yen	1,067.0 billion yen	1,117.4 billion yen	
Interest bearing debt	116.3 billion yen	106.7 billion yen	101.7 billion yen	81.2 billion yen	
Shareholders' equity	527.3 billion yen	562.7 billion yen	621.4 billion yen	673.3 billion yen	
Shareholders' equity ratio	52.5 %	56.3 %	58.2 %	60.3 %	
Debt/Equity ratio	0.22 times	0.19 times	0.16 times	0.12 times	
ROA	10.3 %	10.3 %	10.7 %	8.6 %	(Note) Ordinary profit/Average net assets
ROE	12.2 %	12.4 %	11.1 %	13.5 %	(Note) Profit attributable to owners of parent/Average shareholders' equity
ROIC	—	9.9 %	10.0 %	8.4 %	(Note) Diluted NOPLAT/(Non-current assets + Working Capital)
Net cash flow from operating activities	112.1 billion yen	114.1 billion yen	123.6 billion yen	127.5 billion yen	
Net cash flow from investing activities	-100.2 billion yen	-70.8 billion yen	-93.1 billion yen	-27.6 billion yen	
Free cash flow	11.8 billion yen	43.2 billion yen	30.5 billion yen	99.9 billion yen	(Note) Net cash flow from operating activities + Net cash flow from investing activities
Profit per share	426.61 yen	464.08 yen	452.52 yen	607.24 yen	(Note) Profit attributable to owners of parent / Average number of shares during period
Net assets per share	3,635.79 yen	3,879.18 yen	4,282.80 yen	4,781.52 yen	(Note) (Total net assets - Noncontrolling interests) / (Number of shares outstanding - Number of treasury stock)
Cash flow per share	723.29 yen	782.49 yen	786.13 yen	977.14 yen	(Note) (Profit attributable to owners of parent + Depreciation and Amortization) / (Number of shares outstanding - Number of treasury stock)
Cash dividends per share	140.00 yen	150.00 yen	160.00 yen	170.00 yen	
Dividend payout ratio	32.8 %	32.3 %	35.4 %	28.0 %	
Price/Earnings ratio--PER	21.2 times	16.5 times	15.7 times	10.9 times	(Note) Year-end stock price/Profit per share
Price/Book value ratio--PBR	2.4 times	2.0 times	1.7 times	1.4 times	(Note) Year-end stock price/Net assets per share
Price/Cash flow ratio--PCFR	12.4 times	9.8 times	9.1 times	6.8 times	(Note) Year-end stock price/Cash flow per share

7. Other

1. [Reference] Food Segment (Non-consolidated) Sales by Main Products [Before applying revenue recognition standards]

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

(Billions of yen)

FYE March 2023	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	19.9	% 46.5		%		%		%
Probiotic yogurts	22.8	-9.8	45.3					
Cheese for consumers	6.8	-9.5	49.9					
Chocolate	20.5	+3.5	49.8					
Infant formula and enteral formula	16.3	+11.7	51.9					
Sports nutrition (incl. SAVAS Milk Protein)	11.8	+0.6	44.5					
Drinking milk for consumers (incl. home delivery)	17.9	-9.5	47.2					
Ice cream for consumers	11.0	+6.2	44.6					

Plan -- FYE March 2023					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
	%		%		%
42.8	+0.9	40.6	+3.3	83.5	+2.1
50.3	+1.6	52.3	+7.9	102.6	+4.7
13.6	-8.0	14.5	+1.1	28.0	-3.5
41.1	+4.1	59.1	+4.2	100.3	+4.1
31.4	+1.8	31.2	-4.4	62.6	-1.4
26.6	+13.9	25.0	+28.3	51.5	+20.4
37.9	-6.3	34.8	-5.0	72.7	-5.7
24.7	+0.1	15.5	-0.1	40.2	+0.0

FYE March 2022	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	21.2	% 49.6	42.4	% -4.4	-0.7	62.4	% -3.0	76.0
Probiotic yogurts	25.3	-16.8	45.8	-12.4	-10.2	73.8	-12.3	75.4
Cheese for consumers	7.5	-4.9	49.2	14.8	-3.8	-3.0	22.5	-5.5
Chocolate	19.8	+2.8	48.6	39.5	+3.5	-3.0	69.6	+0.6
Infant formula and enteral formula	14.6	-1.1	48.7	30.8	+2.8	+2.9	49.0	+8.3
Sports nutrition (incl. SAVAS Milk Protein)	11.7	+30.9	47.4	23.3	+12.1	-5.9	34.3	+10.6
Drinking milk for consumers (incl. home delivery)	19.8	-10.2	48.4	40.4	-10.7	-0.9	59.3	-10.4
Ice cream for consumers	10.4	-9.8	41.1	24.7	-7.0	-2.1	33.0	-4.4

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
	%		%		%
42.4	-4.4	39.3	-1.7	81.8	-3.1
49.5	-12.4	48.4	-12.6	98.0	-12.5
14.8	-3.8	14.3	-9.0	29.1	-6.4
39.5	+3.5	56.8	-1.8	96.3	+0.3
30.8	+2.8	32.7	+13.5	63.5	+8.1
23.3	+12.1	19.5	-1.2	42.8	+5.6
40.4	-10.7	36.7	-9.8	77.1	-10.3
24.7	-7.0	15.5	+1.6	40.2	-3.9

7. Other

2. List of New Products Under Development

Infectious disease

Stage	Name	Type	Efficacy Classification	Notes
Phase I	OP0595 (Nacubactam)	Injection	β -lactamase inhibitor	Discovered in-house

New fields

Stage	Name	Type	Efficacy Classification	Notes
Approved	HBI-8000 (Tucidinostat)	Oral	Relapsed or refractory Peripheral T-cell Lymphoma (PTCL)	Development: HUYABIO International, LLC (USA)
Phase III	ME3208 (Belumosudil)	Oral	Steroid-dependent/refractory Chronic Graft Versus Host Disease	Development: Romeck Pharma, LLC
Phase III (Overseas) Phase I	DMB-3115	Injection	Plaque psoriasis/Psoriatic arthritis/Crohn's disease/Ulcerative colitis (Biosimilar)	Co-development: Dong-A Socio Holdings Co., Ltd. (South Korea) Out-license: Intas Pharmaceuticals Ltd. (India)
Phase II (Overseas)	ME3183	Oral	Psoriasis/Selective PDE4 inhibitor	Discovered in-house
Phase Ib / II	HBI-8000 (Tucidinostat)	Oral	Relapsed or refractory B-cell non-Hodgkin's lymphoma	In-license: HUYABIO International, LLC (USA)
Phase I	DMB-3111	Injection	Breast cancer/Gastric cancer (Biosimilar)	Co-development: Dong-A Socio Holdings Co., Ltd. (South Korea)

Human vaccines

Stage	Name	Target Disease	Notes
Filed (Under review)	KD-370	Pentavalent vaccine against diphtheria, tetanus, pertussis, polio, and haemophilus influenza type b	
Phase I / II Phase II / III Phase II / III (Pediatric Clinical Trials) Phase III (Adults under 40)*	KD-414	Inactivated vaccine against COVID-19	* Multi-Regional Clinical Trials
Phase I / II	KD-404	Egg-derived inactivated whole virus influenza vaccine	Cooperation: Hokkaido University
Phase I (Overseas)	KD-382	Quadrivalent vaccine against dengue fever	

Blood Plasma Products

Stage	Name	Target Disease	Notes
Filed (Under review) Extension study	KD2-305	Suppression of bleeding tendency in patients with blood coagulation factor VIII or factor IX deficiency who have coagulation factor inhibitors	Discovered in-house

Note: The above list shows development status as of August 9, 2022.