



Consolidated Financial Results
for the Third Quarter of the Fiscal Year Ending March 31, 2024
[Based on Japanese GAAP]

February 8, 2024

Name of Listed Company: Meiji Holdings Co., Ltd. Listed exchange: Prime Market, Tokyo Stock Exchange
Code Number: 2269 URL: www.meiji.com
Representative: Kazuo Kawamura, CEO, President and Representative Director
Inquiries: Masashi Tanaka, General Manager of Corporate Communication Dept.
Telephone: +81-3-3273-3917

Submission of quarterly report: February 9, 2024

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 Nine Months of the Fiscal Year Ending March 2024
(April 1, 2023 to December 31, 2023)

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 nine months ended								
December 31, 2023	833,003	4.4	69,712	7.7	68,308	2.9	44,946	-4.9
December 31, 2022	798,083	3.7	64,739	-18.1	66,377	-19.1	47,283	-15.8

(Note) Comprehensive income: First nine months ended December 31, 2023: JPY 68,479 million (-3.2%)

First nine months ended December 31, 2022: JPY 70,767 million (-3.3%)

	Profit per Share	Diluted Profit per Share
	Yen	Yen
First nine months ended		
December 31, 2023	161.13	–
December 31, 2022	168.12	–

(Note) A two-for-one common stock split was issued on April 1, 2023. Profit per share is calculated on the assumption that the stock split was conducted at the beginning of the previous consolidated fiscal year.

2) Consolidated financial position

	Total Assets	Net Assets	Equity Ratio	Net Assets per Share
	Millions of yen	Millions of yen	%	Yen
As of December 31, 2023	1,235,981	793,483	60.8	2,691.94
As of March 31, 2023	1,136,217	751,311	62.7	2,553.69

(Reference) Shareholders' equity: As of December 31, 2023: JPY 751,340 million

As of March 31, 2023: JPY 711,917 million

(Note) A two-for-one common stock split was issued on April 1, 2023. Net assets per share is calculated on the assumption that the stock split was conducted at the beginning of the previous consolidated fiscal year.

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, 2023	—	85.00	—	95.00	180.00
March 31, 2024	—	47.50	—		
March 31, 2024 (Projected)				47.50	95.00

- (Note) 1. Amendment to projected dividends recently announced: None
2. A two-for-one common stock split was issued on April 1, 2023. For the fiscal year ended March 31, 2023, the actual dividend amount before the stock split is shown.

3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2024

(April 1, 2023 to March 31, 2024)

(% 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
Full year	1,098,500	3.4	80,000	6.1	78,000	5.2	51,000	-26.5	182.89

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

Notes

- Changes in significant subsidiaries during the current fiscal year under review (Changes in subsidiaries affecting the scope of consolidation): None
- Application of specific accounting treatments in the preparation of quarterly consolidated financial statements: Yes
For details, refer to page 16 of 2. *Quarterly Consolidated Financial Statements 4) Notes Concerning Quarterly Financial Statements (Adoption of Special Accounting Methods for Preparation of Quarterly Consolidated Financial Statements)*
- Changes in accounting policy, changes in accounting estimates, restatements
 - Changes in accounting policy due to revisions of accounting standards: None
 - Other changes in accounting policy: None
 - Changes in accounting estimates: None
 - Restatements: None
- Number of shares outstanding (common stock)

1. Number of shares outstanding at end of period (including treasury stock)	As of Dec. 31, 2023	293,459,000 shares	As of Mar. 31, 2023	296,739,000 shares
2. Number of treasury stock at end of period	As of Dec. 31, 2023	14,351,604 shares	As of Mar. 31, 2023	17,959,272 shares
3. Average number of shares during period	As of Dec. 31, 2023	278,943,616 shares	As of Dec. 31, 2022	281,250,892 shares

(Note) A two-for-one common stock split was issued on April 1, 2023. Number of shares outstanding at end of period, number of treasury stock at end of period, average number of shares during period are calculated on the assumption that the stock split was conducted at the beginning of the previous consolidated fiscal year.

- * 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 10 of 1. *Qualitative Information 3) Forecasts for the Fiscal Year ending March 31, 2024*

(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 February 8, 2024. 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 are 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.

The fiscal year ending March 2024 is expected to see increased consumer activities, a mild economic recovery on higher wages, and the easing of restrictions related to COVID-19 pandemic. However, we continue to face higher transaction prices for raw milk in Japan and other raw material costs due to the ongoing depreciation of yen as well as rising energy costs, and project that these factors will impact earnings.

In the food segment, we are raising prices to absorb soaring raw material and energy costs. To minimize the impact of price hikes on sales volume, we will enhance marketing efforts to promote the health value of mainstay products. Overseas, we will continue to expand production and sales capacity in China. We will expand sales areas and also focus on sales increase of high value-added products. In the U.S., we will expand sales channels for our chocolate snacks.

In the pharmaceutical segment, we will focus management resources in the infectious disease domain, as we work to establish a competitive advantage as a top company for vaccines and infectious disease drugs. As we develop a self-amplifying mRNA vaccine and an inactivated vaccine for COVID-19, we will also work to accelerate the development of other pipelines. Overseas, we will strengthen and expand the CMO/CDMO business. In addition to the preparations for commercial shipments in the new manufacturing building in India, we will strive to improve productivity.

These factors resulted in net sales of JPY 833.003 billion (up 4.4%, year on year), operating profit of JPY 69.712 billion (up 7.7%, year on year), ordinary profit of JPY 68.308 billion (up 2.9%, year on year), and profit attributable to owners of parent was JPY 44.946 billion (down 4.9%, year on year) during the first nine months of FYE March 2024.

(Billions of yen)

For the first nine months ended December 31	2022	2023	Change	Main factors for Change
Net sales	798.0	833.0	34.9	Details indicated on segment-specific overview
Operating profit	64.7	69.7	4.9	Details indicated on segment-specific overview
Non-operating profit	4.1	2.8	-1.3	- Share of profit of entities accounted for using equity method (-0.7) - Foreign exchange gains (-0.3)
Non-operating expenses	2.5	4.2	1.6	- Share of loss of entities accounted for using equity method (+1.7)
Ordinary profit	66.3	68.3	1.9	—
Extraordinary income	8.8	10.5	1.7	- Gain on sale of investment securities (+3.2) - Gain on sale of non-current assets (-1.9)
Extraordinary losses	6.1	4.8	-1.3	- Business restructuring expenses (-3.0)
Profit before income taxes	69.0	74.0	5.0	—
Income taxes-total	19.4	25.6	6.1	—
Profit attributable to non-controlling interests	2.2	3.4	1.1	—
Profit attributable to owners of parent	47.2	44.9	-2.3	—

Currently, Group subsidiaries KM Biologics and Meiji Seika Pharma are developing an inactivated vaccine for COVID-19. We started Phase III clinical trials, in April 2022 (multi-regional clinical trials, adults under 40 years of age). We also started domestic pediatric Phase III clinical trials (children 6 months to less than 12 years of age) in January 2023. In December 2023, we started domestic pediatric Phase III clinical trials (children 6 months to less than 13 years of age) which is the final stage prior to approval.

In April 2023, Meiji Seika Pharma and CSL Seqirus, a subsidiary of CSL Limited, have entered into a distribution agreement for the distribution and sales of *KostaiveTM for Intramuscular Injection*, a self-amplifying mRNA vaccine against COVID-19, in Japan. CSL Seqirus exclusively holds worldwide rights to the vaccine. In November 2023, Meiji Seika Pharma has received approval for the manufacturing and marketing of this vaccine from the Ministry of Health, Labour and Welfare (MHLW) in Japan. *KostaiveTM* is indicated for prevention of COVID-19 by primary immunization (two doses) and booster immunization in adults.

In September 2023, we started domestic Phase III clinical trials for booster vaccination of ARCT-2301 (bivalent, original strain and Omicron BA.4-5 subvariant), a self-amplifying mRNA vaccine candidate against COVID-19. Through this latest clinical trial with ARCT-2301, we will confirm that variant updates to the self-amplifying mRNA vaccine platform generate comparable immune responses, in this case against an Omicron subvariant, and simultaneously work toward commercialization of a self-amplifying mRNA vaccines against novel variants of COVID-19 virus.

Regarding the COVID-19 vaccine of AstraZeneca PLC, allocated for Japan, Meiji Seika Pharma was in charge of collecting safety management information of the COVID-19 vaccine until the second quarter.

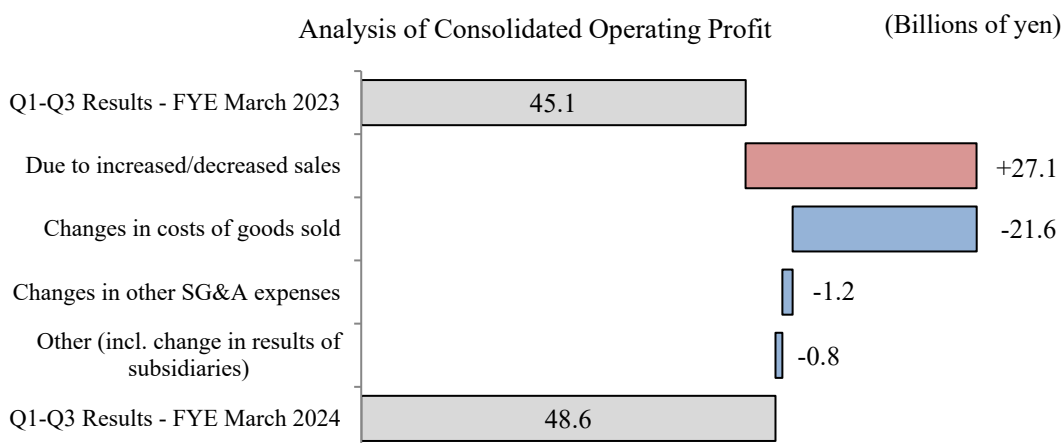
The status of operations by segment and business are as follows.

(1) Food segment

- Net sales increased year on year due to price hikes. Net sales of all businesses increased year on year. Especially, B to B business and overseas business increased significantly year on year.
- Operating profit increased year on year. The impact of the increase in raw material costs and the decrease in sales volume were offset by price hikes.

(Billions of yen)

For the first nine months ended December 31	2022	2023	% Change
Net sales	649.9	679.4	4.5%
Operating profit	45.1	48.6	7.8%



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

(Billions of yen)

Net sales				Operating profit			
For the first nine months ended December 31	2022	2023	% Change	For the first nine months ended December 31	2022	2023	% Change
Yogurt & cheese	151.5	153.3	1.2%	Yogurt & cheese	16.9	18.6	10.1%
Nutrition	90.6	97.6	7.7%	Nutrition	12.8	14.5	13.1%
Chocolate & gummy	75.2	75.9	1.0%	Chocolate & gummy	8.8	8.6	-2.2%
Drinking milk	54.6	57.1	4.7%	Drinking milk	-1.7	-1.3	—
B to B	53.2	60.0	12.7%	B to B	2.2	4.0	85.3%
Frozen dessert& ready meal	45.6	48.3	6.0%	Frozen dessert& ready meal	3.1	3.6	15.9%
Overseas	49.9	56.0	12.3%	Overseas	-0.2	-2.1	—
Other/ domestic subsidiaries	129.0	130.8	1.4%	Other/ domestic subsidiaries	3.0	2.5	-15.9%

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

- Net sales increased year on year. Net sales of functional yogurt increased on the effect of price hikes and the launch of a new product, *R-1 The GOLD*. However, net sales of yogurt decreased due to the impact of discontinuing sales of large-volume yogurt drinks. Sales of cheese increased, especially sliced cheese, due to increased demand and strengthened sales promotion.
- Operating profit increased significantly year on year. While raw material costs increased, the effect of price hikes exceeded the impact of higher costs and decreased sales volume. We enhanced marketing investments to minimize the negative impact of price hikes on sales volume.

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

- Net sales increased year on year. Sales of infant formula increased due to the effect of price hikes. Sales of the liquid infant formula *Meiji Hohoemi Raku Raku Milk* were favorable due to the recovery in consumer activities and the increased demand for stockpiling for disasters. For sports protein *SAVAS*, sales of the powdered type increased, and the sales of the ready-to-drink type increased significantly due to the launch of a product with an increased protein content of 20g.
- Operating profit increased significantly year on year. While raw material costs increased, the effect of price hikes exceeded the impact of higher costs and decreased sales volume.

■ Chocolate & gummy business

- Net sales increased year on year. Sales of family-size pack chocolate and chocolate with nuts were favorable due to the recovery in consumer activities and increased inbound demand. Gummy products were impacted by the transfer of a production subsidiary, but net sales increased thanks to product lineup expansion.
- Operating profit decreased year on year due to increased raw material costs and marketing expenses, despite price hikes.

- Drinking milk business
 - Net sales increased year on year on the effect of price hikes.
 - Operating profit increased year on year due to the effect of price hikes and the impact of increased sales quantity of small and medium volume products.

- B to B business
 - Net sales increased significantly year on year. Sales of cream, cheese, and butter increased since the market grew on a recovery in consumer activities.
 - Operating profit increased significantly year on year due to price hikes and increased sales volume, although raw material costs and indirect manufacturing costs such as depreciation increased.

- Frozen dessert & ready meal business (Ice cream, prepared foods, butter, and margarine)
 - Net sales increased year on year. For ice cream, the sales of our mainstay product *Meiji Essel Super Cup* and value-added products were favorable. Sales of prepared foods decreased on the impact of discontinuing sales of frozen pizza in February 2023.
 - Operating profit increased significantly year on year. The effects of price hikes exceeded the impact of higher costs and promotional expenses increase.

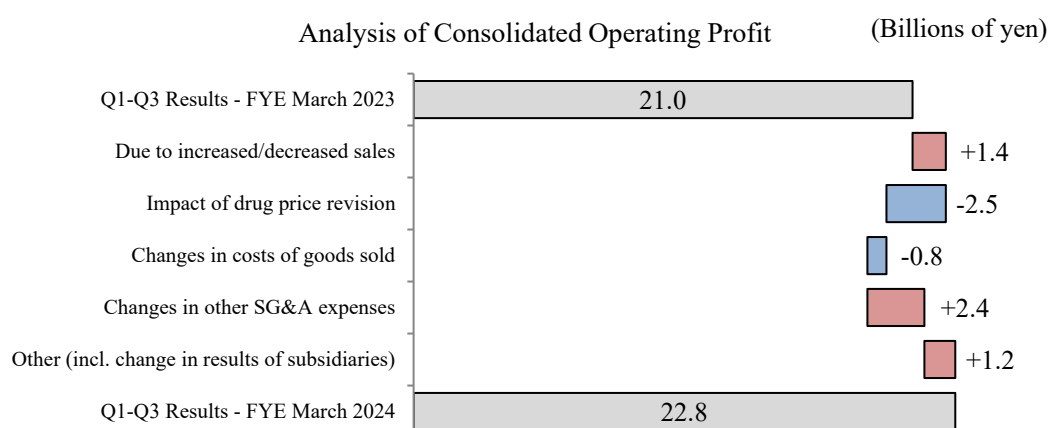
- Overseas business (Overseas subsidiaries, exports)
 - Net sales increased significantly year on year. Net sales of B to B business and confectionery business in China, and subsidiaries in Southeast Asia and the U.S. were favorable.
 - Operating profit decreased significantly year on year. While profits increased in a subsidiary in the U.S., profits decreased significantly in subsidiaries in China. In the commercial milk and yogurt business, sales promotion expenses increased due to intensifying competition in the market. In addition, costs for expanding business in North China and depreciation costs increased following the start of operation of Tianjin plant in January 2023.

- Other/domestic subsidiaries (Domestic subsidiaries, candy, OTC drugs)
 - Net sales increased year on year. Sales mainly from our sugar trading company were favorable.
 - Operating profit decreased significantly year on year since the profits decreased at the feed business due to the higher raw material costs.

(2) Pharmaceutical segment

- Net sales increased year on year. Net sales of domestic ethical pharmaceuticals business and overseas ethical pharmaceuticals business increased year on year. Net sales of human vaccines business and veterinary drugs business decreased year on year.
- Operating profit increased year on year due to the increase in profits of overseas ethical pharmaceuticals business and human vaccines business.

(Billions of yen)			
For the first nine months ended December 31	2022	2023	% Change
Net sales	148.7	154.0	3.6%
Operating profit	21.0	22.8	8.4%



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

(Billions of yen)

Net sales				Operating profit			
For the first nine months ended December 31	2022	2023	% Change	For the first nine months ended December 31	2022	2023	% Change
Domestic ethical pharmaceuticals	73.5	78.2	6.4%	Domestic ethical pharmaceuticals	9.3	8.9	-4.1%
Overseas ethical pharmaceuticals	38.9	40.4	3.8%	Overseas ethical pharmaceuticals	6.2	7.0	12.0%
Human vaccines	28.1	27.4	-2.5%	Human vaccines	4.2	5.8	37.2%
Veterinary drugs	8.0	7.9	-1.5%	Veterinary drugs	1.1	0.9	-16.7%

■ Domestic ethical pharmaceuticals business

- Net sales increased year on year. Sales of the antibacterial drugs *SULBACILLIN* and *MEIACT* and sales of the blood plasma products increased.
- Operating profit decreased year on year due to the impact of NHI price revisions in Japan and the decrease of contract revenues related to AstraZeneca's COVID-19 vaccines. Also, R&D expenses increased.

■ Overseas ethical pharmaceuticals business

- Net sales increased year on year. Sales of our subsidiaries in Spain and Thailand were favorable.
- Operating profit increased significantly year on year due to the sales increase of our subsidiaries in Spain and Thailand. Cost reductions at our subsidiary in India also contributed.

■ Human vaccines business

- Net sales decreased year on year. Sales of DPT-IPV *QUATTROVAC* were favorable, but sales of influenza vaccine and hepatitis B vaccine *BIMMUGEN* decreased.
- Operating profit increased significantly year on year due to production efficiency improvements as well as royalty income.

■ Veterinary drugs business (Veterinary drugs, veterinary vaccines)

- Net sales decreased year on year due to the impact of reduction in the number of products.
- Operating profit decreased significantly year on year due to the higher raw material costs.

2) Financial status

(1) Assets, Liabilities, and Net Assets

(Billions of yen)

	As of Mar. 31, 2023	As of Dec. 31, 2023	Change	Main Factors for Change
Current assets	470.9	558.9	88.0	- Notes and accounts receivable-trade (+49.2) - Cash and deposits (+28.7)
Non-current assets	665.2	676.9	11.6	- Buildings and structures, net (+15.7) - Land (+7.3) - Investment securities (+6.2) - Construction in progress (-15.8)
Total assets	1,136.2	1,235.9	99.7	—
Current liabilities	266.2	324.7	58.4	- Commercial papers (+20.0) - Notes and accounts payable-trade (+12.2) - Short-term borrowings (+9.8) - Refund liability (+3.4)
Non-current liabilities	118.6	117.7	-0.8	- Long-term borrowings (-3.0) - Retirement benefit liability (+1.1)
Total liabilities	384.9	442.4	57.5	—
Shareholders' equity	665.1	684.6	19.4	- Retained earnings (+18.3)
Accumulated other comprehensive income	46.7	66.7	19.9	- Foreign currency translation adjustment (+15.0) - Valuation difference on available-for-sale securities (+4.7)
Minority interests	39.3	42.1	2.7	—
Total net assets	751.3	793.4	42.1	—
Total liabilities and net assets	1,136.2	1,235.9	99.7	—
Interest bearing debt	64.3	81.1	16.8	- Commercial papers (+20.0) - Short-term borrowings (+9.8)
Equity Ratio (%)	62.7	60.8	-1.9pt	—

(2) Status of cash flows

(Billions of yen)

For the first nine months ended December 31	2022	2023	Change	Main factors for Change
Net cash flow from operating activities	36.6	64.5	27.8	- Change in inventories (+13.3) - Income taxes paid (+12.4)
Net cash flow from investing activities	-41.7	-29.4	12.3	- Purchase of property, plant and equipment (+11.3)
Net cash flow from financing activities	21.3	-10.5	-31.8	- Net increase in short-term borrowings (-25.7) - Redemption of bonds (-10.0)
Cash and cash equivalents at end of period	85.9	88.5	2.6	—
Free cash flow	-5.1	35.1	40.2	—

3) Forecasts for the Fiscal Year ending March 31, 2024

There are no changes to the consolidated earnings forecasts for FYE March 2024 indicated in “Notice Concerning Revisions to Financial Forecasts for the Fiscal Year Ending March 31, 2024,” published on November 7, 2023.

2. Quarterly Consolidated Financial Statements

1) Quarterly Consolidated Balance Sheets

(Millions of yen)

	As of March 31, 2023	As of December 31, 2023
ASSETS		
Current assets		
Cash and deposits	63,519	92,271
Notes and accounts receivable-trade	173,001	222,216
Merchandise and finished goods	120,779	118,015
Work in process	5,371	5,361
Raw materials and supplies	73,405	75,575
Others	34,917	45,660
Allowance for doubtful accounts	-73	-103
Total current assets	470,919	558,998
Non-current assets		
Property, plants and equipment		
Buildings and structures	357,771	375,309
Accumulated depreciation	-175,987	-177,804
Buildings and structures, net	181,783	197,504
Machinery and equipment	579,612	590,465
Accumulated depreciation	-414,059	-424,092
Machinery and equipment, net	165,552	166,372
Tools, furniture and fixtures	59,450	58,993
Accumulated depreciation	-46,731	-46,957
Tools, furniture and fixtures, net	12,718	12,035
Land	69,486	76,794
Lease assets	2,522	2,815
Accumulated depreciation	-1,932	-2,144
Lease assets, net	590	670
Construction in progress	57,623	41,725
Total property, plants and equipment	487,755	495,103
Intangible assets		
Goodwill	11	—
Other	21,485	21,314
Total intangible assets	21,496	21,314
Investments and other assets		
Investment securities	112,649	118,946
Retirement benefit asset	21,733	22,593
Deferred tax assets	14,412	11,323
Other	7,313	7,775
Allowance for doubtful accounts	-63	-74
Total investments and other assets	156,046	160,564
Total non-current assets	665,298	676,982
Total assets	1,136,217	1,235,981

(Millions of yen)

	As of March 31, 2023	As of December 31, 2023
LIABILITIES		
Current liabilities		
Notes and accounts payable-trade	112,312	124,524
Short-term borrowings	4,874	14,678
Current portion of bonds payable	10,000	—
Commercial papers	—	20,000
Accrued expenses	34,994	35,444
Income taxes payable	11,299	10,022
Contract liability	870	504
Refund liability	18,052	21,529
Provision for bonuses	11,375	5,650
Other	62,478	92,359
Total current liabilities	266,258	324,714
Non-current liabilities		
Bonds payable	10,000	10,000
Long-term borrowings	39,496	36,494
Deferred tax liabilities	5,497	5,181
Retirement benefit liability	56,255	57,361
Provision for retirement benefits for directors (and other officers)	76	77
Other	7,322	8,668
Total non-current liabilities	118,647	117,783
Total liabilities	384,905	442,497
NET ASSETS		
Shareholders' equity		
Share capital	30,000	30,000
Capital surplus	80,609	72,410
Retained earnings	602,042	620,429
Treasury shares	-47,502	-38,232
Total shareholders' equity	665,149	684,606
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	31,598	36,304
Deferred gains or losses on hedges	11	-22
Foreign currency translation adjustments	17,870	32,872
Remeasurements of defined benefit plans	-2,713	-2,420
Total accumulated other comprehensive income	46,767	66,734
Non-controlling interests	39,394	42,142
Total net assets	751,311	793,483
Total liabilities and net assets	1,136,217	1,235,981

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

(Quarterly Consolidated Statements of Income)

(For the First Nine Months Ended December 31, 2023)

(Millions of yen)

	First nine months of FYE March 2023 (from Apr. 1, 2022 to Dec. 31, 2022)	First nine months of FYE March 2024 (from Apr. 1, 2023 to Dec. 31, 2023)
Net sales	798,083	833,003
Cost of sales	563,277	585,347
Gross profit	234,806	247,655
Selling, general and administrative expenses	170,066	177,943
Operating profit	64,739	69,712
Non-operating income		
Interest income	267	370
Dividend income	1,414	1,264
Share of profit of entities accounted for using equity method	763	—
Foreign exchange gains	447	57
Other	1,284	1,117
Total non-operating income	4,176	2,809
Non-operating expenses		
Interest expenses	360	293
Share of loss of entities accounted for using equity method	—	1,733
Business commencement expenses	884	847
Other	1,293	1,339
Total non-operating expenses	2,538	4,213
Ordinary profit	66,377	68,308
Extraordinary income		
Gain on sale of non-current assets	5,681	3,699
Gain on sale of investment securities	304	3,591
Gain on sale of shares of subsidiaries and associates	1,068	2,720
Other	1,756	534
Total extraordinary income	8,811	10,546
Extraordinary losses		
Loss on abandonment of non-current assets	2,486	2,707
Loss on sale of shares of subsidiaries and associates	—	501
Other	3,701	1,615
Total extraordinary losses	6,188	4,824
Profit before income taxes	69,001	74,030
Income taxes	19,440	25,625
Profit	49,560	48,404
Profit attributable to non-controlling interests	2,277	3,458
Profit attributable to owners of parent	47,283	44,946

(Quarterly Consolidated Statements of Comprehensive Income)
(For the First Nine Months Ended December 31, 2023)

(Millions of yen)

	First nine months of FYE March 2023 (from Apr. 1, 2022 to Dec. 31, 2022)	First nine months of FYE March 2024 (from Apr. 1, 2023 to Dec. 31, 2023)
Profit	49,560	48,404
Other comprehensive income		
Valuation difference on available-for-sale securities	-2,437	4,678
Deferred gains or losses on hedges	-139	-35
Foreign currency translation adjustments	14,132	12,379
Remeasurements of defined benefit plans, net of tax	1,731	239
Share of other comprehensive income of entities accounted for using equity method	7,919	2,811
Total other comprehensive income	21,206	20,074
Comprehensive income	70,767	68,479
Profit attributable to		
Comprehensive income attributable to owners of parent	68,446	64,912
Comprehensive income attributable to non-controlling interests	2,321	3,566

3) Quarterly Consolidated Statements of Cash Flow

(Millions of yen)

	First nine months of FYE March 2023 (from Apr. 1, 2022 to Dec. 31, 2022)	First nine months of FYE March 2024 (from Apr. 1, 2023 to Dec. 31, 2023)
Cash flows from operating activities		
Profit before income taxes	69,001	74,030
Depreciation	39,828	41,246
Impairment loss	239	620
Amortization of goodwill	11	11
Loss on retirement of property, plants and equipment	2,485	2,691
Increase (decrease) in allowance for doubtful accounts	-15	31
Increase (decrease) in provision for bonuses	-5,862	-5,634
Increase (decrease) in retirement benefit liability	4,391	710
Interest and dividend income	-1,681	-1,634
Interest expenses	360	293
Share of loss (profit) of entities accounted for using equity method	-763	1,733
Loss (gain) on sales of property, plant and equipment	-5,561	-3,359
Loss (gain) on sales of shares of subsidiaries and associates	-1,068	-2,218
Loss (gain) on sale of investment securities	-299	-3,590
Decrease (increase) in trade receivables	-49,074	-48,048
Decrease (increase) in inventories	-11,084	2,297
Increase (decrease) in contract liabilities	-4,059	-387
Increase (decrease) in trade payables	17,754	10,216
Other, net	15,522	17,392
Subtotal	70,125	86,400
Interest and dividends received	2,731	1,838
Interest paid	-338	-284
Income taxes paid	-35,824	-23,417
Net cash provided by operating activities	36,694	64,537
Cash flows from investing activities		
Purchase of property, plant and equipment	-49,333	-38,013
Purchases of intangible assets	-2,196	-2,416
Proceeds from sales of property, plant and equipment and intangible assets	9,343	5,103
Purchase of securities	—	-3,000
Purchases of investment securities	-62	-258
Proceeds from sale of investment securities	488	5,106
Proceeds from sale of shares of subsidiaries resulting in change in scope of consolidation	1,944	5,459
Payments for sale of investments in capital of subsidiaries resulting in change in scope of consolidation	—	-372
Other, net	-1,981	-1,032
Net cash used in investing activities	-41,796	-29,422

(Millions of yen)

	First nine months of FYE March 2023 (from Apr. 1, 2022 to Dec. 31, 2022)	First nine months of FYE March 2024 (from Apr. 1, 2023 to Dec. 31, 2023)
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	35,393	9,684
Increase (decrease) in commercial papers	25,000	20,000
Repayments of long-term borrowings	-3,093	-3,000
Redemption of bonds	—	-10,000
Decrease (increase) in treasury shares	-9,496	1,060
Dividends paid	-24,541	-26,362
Dividends paid to non-controlling interests	-1,430	-676
Other, net	-532	-1,261
Net cash provided used in financing activities	21,300	-10,555
Effect of exchange rate change on cash and cash equivalents	4,837	3,011
Net increase (decrease) in cash and cash equivalents	21,035	27,571
Cash and cash equivalents at beginning of period	64,872	60,939
Cash and cash equivalents at end of period	85,908	88,510

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.

(Segment Information, etc.)

1. The First Nine Months of the Previous Consolidated Fiscal Year (April 1, 2022 to December 31, 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	Pharmaceutical			
Net Sales					
(1) Sales to Outside Customers	649,397	148,686	798,083	—	798,083
(2) Inter-segment Sales and Transfers	542	14	557	-557	—
Total	649,939	148,701	798,640	-557	798,083
Income by Segment	45,125	21,037	66,163	-1,424	64,739

(Notes)

1. Details of Adjustments are as follows:

The segment income adjustment of a negative JPY 1,424 million includes inter-segment eliminations of JPY 20 million and a negative JPY 1,444 million in corporate expenses that are not allocated to individual reporting segments. Corporate expenses mainly consist of administrative expenses for the Company (the holding company).

2. Segment income is adjusted to the operating 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 Nine Months of the Consolidated Fiscal Year (April 1, 2023 to December 31, 2023)

(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	Pharmaceutical			
Net Sales					
(1) Sales to Outside Customers	678,932	154,071	833,003	—	833,003
(2) Inter-segment Sales and Transfers	563	16	579	-579	—
Total	679,495	154,087	833,582	-579	833,003
Income by Segment	48,659	22,800	71,460	-1,748	69,712

(Notes)

1. Details of Adjustments are as follows:

The segment income adjustment of a negative JPY 1,748 million includes inter-segment eliminations of JPY 20 million and a negative JPY 1,769 million in corporate expenses that are not allocated to individual reporting segments. Corporate expenses mainly consist of administrative expenses for the Company (the holding company).

2. Segment income is adjusted to the operating 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.

#####

Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2024 - Supplementary Explanatory Data -

Contents

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



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 2024	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	262.7	+6.3	48.3	546.0	+5.5	+0.4	833.0	+4.4	75.8		
Cost of sales	186.4	+7.1	—	383.5	+5.9	—	585.3	+3.9	—		
Gross profit	76.2	+4.5	—	162.5	+4.5	—	247.6	+5.5	—		
Selling, general and administrative expenses	56.7	+3.3	—	118.0	+5.1	—	177.9	+4.6	—		
Carriage and storage charges	4.3	-19.2	—	9.3	-7.1	—	13.9	-5.3	—		
Sales promotion expenses	8.4	+17.1	—	19.0	+20.7	—	29.5	+16.5	—		
Labor cost	19.3	-0.4	—	38.3	-0.6	—	57.8	-0.4	—		
Operating profit	19.4	+8.1	60.9	44.4	+2.9	+38.9	69.7	+7.7	87.1		
Ordinary profit	19.2	+4.3	61.0	43.4	-1.1	+37.9	68.3	+2.9	87.6		
Profit attributable to owners of parent	11.5	-27.6	58.0	27.9	-16.4	+39.6	44.9	-4.9	88.1		

Plan -- FYE March 2024					
H1 (Q1-Q2) Results	YoY change	H2 (Q3-Q4) Revised Plan	YoY change	Full-year Revised Plan	YoY change
546.0	+5.5	552.4	+1.4	1,098.5	+3.4
383.5	+5.9	—	—	—	—
162.5	+4.5	—	—	—	—
118.0	+5.1	—	—	—	—
9.3	-7.1	—	—	—	—
19.0	+20.7	—	—	—	—
38.3	-0.6	—	—	—	—
44.4	+2.9	35.5	+10.4	80.0	+6.1
43.4	-1.1	34.5	+14.3	78.0	+5.2
27.9	-16.4	23.0	-36.0	51.0	-26.5

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	517.5	+3.4	+2.1	798.0	+3.7	75.4	1,062.1	+4.8
Cost of sales	174.1	+7.7	—	362.0	+7.6	—	563.2	+9.0	—	755.3	+9.5
Gross profit	72.9	-1.6	—	155.4	-5.4	—	234.8	-7.3	—	306.8	-5.1
Selling, general and administrative expenses	54.9	-1.1	—	112.2	-1.5	—	170.0	-2.4	—	231.3	+0.5
Carriage and storage charges	5.3	+9.7	—	10.0	-2.2	—	14.7	-10.2	—	18.9	-13.6
Sales promotion expenses	7.2	-7.9	—	15.7	-5.5	—	25.3	+0.5	—	34.1	+6.2
Labor cost	19.3	-2.1	—	38.6	-1.7	—	58.0	-1.6	—	77.7	-0.8
Operating profit	18.0	-3.1	44.0	43.1	-14.2	+5.3	64.7	-18.1	83.5	75.4	-18.8
Ordinary profit	18.4	-3.5	44.4	43.9	-15.2	+5.8	66.3	-19.1	87.3	74.1	-21.1
Profit attributable to owners of parent	16.0	+28.2	51.7	33.3	-8.9	+7.7	47.2	-15.8	76.2	69.4	-20.7

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
517.5	+3.4	544.6	+6.3	1,062.1	+4.8
362.0	+7.6	393.3	+11.3	755.3	+9.5
155.4	-5.4	151.3	-4.8	306.8	-5.1
112.2	-1.5	119.0	+2.4	231.3	+0.5
10.0	-2.2	8.8	-23.6	18.9	-13.6
15.7	-5.5	18.3	+18.8	34.1	+6.2
38.6	-1.7	39.1	-0.0	77.7	-0.8
43.1	-14.2	32.2	-24.3	75.4	-18.8
43.9	-15.2	30.2	-28.3	74.1	-21.1
33.3	-8.9	36.0	-29.1	69.4	-20.7

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 2024	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	YoY change	vs. Full-year plan		
Net sales	218.7	%	49.5	%	445.4	+5.9	+0.9	679.4	+4.5	76.3	%	%
Cost of sales	163.9	+8.4	—	—	333.2	+6.5	—	506.0	+4.2	—	—	—
Gross profit	54.7	+2.9	—	—	112.2	+4.3	—	173.4	+5.5	—	—	—
Selling, general and administrative expenses	39.5	+2.2	—	—	82.5	+5.5	—	124.7	+4.7	—	—	—
Carriage and storage charges	3.7	-19.7	—	—	8.1	-5.6	—	12.1	-4.1	—	—	—
Sales promotion expenses	7.6	+14.8	—	—	17.2	+20.6	—	26.8	+16.4	—	—	—
Labor cost	13.0	+0.4	—	—	25.8	+0.4	—	39.1	+0.4	—	—	—
Operating profit	15.2	+4.8	58.7	29.6	+1.2	+14.6	48.6	+7.8	79.8	—	—	—
Ordinary profit	14.0	-2.3	55.2	27.9	-6.2	+9.6	46.4	+1.2	80.2	—	—	—
Profit attributable to owners of parent	10.0	-23.2	55.6	20.3	-16.6	+13.3	32.7	-8.4	82.8	—	—	—

Plan -- FYE March 2024					
H1 (Q1-Q2) Results	YoY change	H2 (Q3-Q4) Revised Plan	YoY change	Full-year Revised Plan	YoY change
445.4	+5.9	445.6	+0.1	891.1	+2.9
333.2	+6.5	—	—	—	—
112.2	+4.3	—	—	—	—
82.5	+5.5	—	—	—	—
8.1	-5.6	—	—	—	—
17.2	+20.6	—	—	—	—
25.8	+0.4	—	—	—	—
29.6	+1.2	31.3	+18.1	61.0	+9.3
27.9	-6.2	29.9	+28.0	57.9	+8.9
20.3	-16.6	19.1	+2.2	39.5	-8.4

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	YoY change	vs. Full-year plan		
Net sales	204.3	%	49.4	%	420.6	+2.8	+1.6	649.9	+3.8	75.5	%	%
Cost of sales	151.1	+6.9	—	—	313.0	+7.8	—	485.6	+9.2	—	—	—
Gross profit	53.2	-8.9	—	—	107.6	-9.4	—	164.3	-9.5	—	—	—
Selling, general and administrative expenses	38.7	-0.8	—	—	78.2	-1.2	—	119.2	-0.5	—	—	—
Carriage and storage charges	4.6	+9.1	—	—	8.6	-3.6	—	12.6	-11.9	—	—	—
Sales promotion expenses	6.6	-8.7	—	—	14.2	-6.8	—	23.0	+0.3	—	—	—
Labor cost	12.9	-2.7	—	—	25.7	-1.8	—	38.9	-1.3	—	—	—
Operating profit	14.5	-25.3	42.5	29.3	-25.9	-14.1	45.1	-26.9	75.2	55.8	-26.5	-6.9
Ordinary profit	14.4	-27.1	41.8	29.7	-28.0	-13.7	45.8	-29.1	78.7	53.2	-31.6	-8.7
Profit attributable to owners of parent	13.0	-4.3	47.7	24.4	-16.7	-10.3	35.7	-22.8	79.0	43.1	-20.0	-4.6

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
420.6	+2.8	444.9	+6.7	865.6	+4.8
313.0	+7.8	337.3	+11.8	650.3	+9.9
107.6	-9.4	107.6	-6.6	215.2	-8.0
78.2	-1.2	81.1	+2.8	159.4	+0.8
8.6	-3.6	7.6	-25.2	16.2	-15.1
14.2	-6.8	16.3	+20.0	30.6	+5.8
25.7	-1.8	26.7	+1.8	52.4	+0.0
29.3	-25.9	26.5	-27.1	55.8	-26.5
29.7	-28.0	23.4	-35.6	53.2	-31.6
24.4	-16.7	18.6	-24.0	43.1	-20.0

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 2024	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	44.1	%	42.9	%	100.8	%	154.0	%	74.0	%	
Cost of sales	22.6	-2.0	—	—	50.5	+2.6	79.5	+2.0	—	—	
Gross profit	21.5	+8.9	—	—	50.3	+5.0	74.4	+5.4	—	—	
Selling, general and administrative expenses	16.9	+6.1	—	—	34.4	+3.4	51.6	+4.1	—	—	
Carriage and storage charges	0.5	-16.0	—	—	1.1	-16.1	1.8	-12.7	—	—	
Sales promotion expenses	0.8	+46.8	—	—	1.8	+22.2	2.7	+19.3	—	—	
Labor cost	5.8	-3.1	—	—	11.7	-3.7	17.5	-3.1	—	—	
Operating profit	4.6	+20.7	63.1	15.9	+8.5	+117.8	22.8	+8.4	103.6	—	
Ordinary profit	5.0	+31.6	74.3	16.3	+12.5	+140.3	22.9	+8.7	103.5	—	
Profit attributable to owners of parent	1.4	-47.8	60.0	8.3	-10.4	+234.1	12.9	+5.8	117.7	—	

Plan -- FYE March 2024					
H1 (Q1-Q2) Results	YoY change	H2 (Q3-Q4) Revised Plan	YoY change	Full-year Revised Plan	YoY change
100.8	+3.8	107.2	+7.1	208.1	+5.5
50.5	+2.6	—	—	—	—
50.3	+5.0	—	—	—	—
34.4	+3.4	—	—	—	—
1.1	-16.1	—	—	—	—
1.8	+22.2	—	—	—	—
11.7	-3.7	—	—	—	—
15.9	+8.5	6.0	-13.8	22.0	+1.3
16.3	+12.5	5.9	-24.3	22.2	-0.4
8.3	-10.4	2.6	-80.4	11.0	-52.2

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	%	46.1	%	97.1	%	148.7	%	75.3	%	
Cost of sales	23.0	+12.6	—	—	49.2	+5.8	78.0	+7.6	—	—	
Gross profit	19.8	+25.7	—	—	47.9	+5.2	70.6	-1.7	—	—	
Selling, general and administrative expenses	15.9	-2.4	—	—	33.2	-3.0	49.6	-7.3	—	—	
Carriage and storage charges	0.6	+14.9	—	—	1.3	+7.4	2.0	+1.6	—	—	
Sales promotion expenses	0.5	+2.7	—	—	1.4	+9.4	2.2	+2.3	—	—	
Labor cost	6.0	-1.9	—	—	12.1	-2.2	18.0	-3.1	—	—	
Operating profit	3.8	—	49.2	14.6	+29.9	+88.9	21.0	+14.4	105.2	+8.6	
Ordinary profit	3.8	—	49.7	14.5	+36.8	+87.9	21.1	+19.0	107.9	+14.1	
Profit attributable to owners of parent	2.8	—	68.5	9.3	+24.3	+122.4	12.2	+18.2	81.6	+54.2	

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
97.1	+5.5	100.0	+4.4	197.2	+4.9
49.2	+5.8	56.2	+8.0	105.4	+7.0
47.9	+5.2	43.8	+0.2	91.7	+2.7
33.2	-3.0	36.7	+1.0	70.0	-0.9
1.3	+7.4	1.2	-12.5	2.6	-3.1
1.4	+9.4	1.9	+9.7	3.4	+9.6
12.1	-2.2	11.6	-4.3	23.8	-3.2
14.6	+29.9	7.0	-4.2	21.7	+16.4
14.5	+36.8	7.8	+16.5	22.3	+29.0
9.3	+24.3	13.8	-47.9	23.1	-32.0

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

2. Segment Information

1. Food Segment

A. Net Sales

(Billions of yen)

FYE March 2024	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	51.5	+2.6	50.4	102.5	+2.2	+0.2	153.3	+1.2	74.9
Nutrition	31.2	+7.7	49.3	64.8	+8.8	+2.5	97.6	+7.7	78.0
Chocolate&gummy	22.6	+3.0	51.2	44.7	+2.7	+1.0	75.9	+1.0	72.3
Drinking milk	18.2	+2.7	46.4	38.3	+4.2	-2.7	57.1	+4.7	76.0
B to B	18.5	+15.5	50.3	37.6	+14.5	+2.1	60.0	+12.7	75.7
Frozen dessert&ready meal	14.9	+3.1	45.0	33.8	+5.1	+2.1	48.3	+6.0	79.8
Overseas	18.4	+31.7	45.1	37.5	+18.5	-7.9	56.0	+12.3	71.7
Other / domestic subsidiaries	43.0	+5.7	53.0	85.8	+2.9	+5.7	130.8	+1.4	80.4

Plan -- FYE March 2024					
H1 (Q1-Q2) Results	YoY change	H2 (Q3-Q4) Revised Plan	YoY change	Full-year Revised Plan	YoY change
102.5	+2.2	102.1	+0.0	204.7	+1.1
64.8	+8.8	60.2	+5.2	125.1	+7.1
44.7	+2.7	60.3	+1.8	105.1	+2.2
38.3	+4.2	36.9	+6.4	75.2	+5.2
37.6	+14.5	41.7	+8.9	79.3	+11.5
33.8	+5.1	26.7	+3.9	60.6	+4.6
37.5	+18.5	40.6	+10.3	78.2	+14.1
85.8	+2.9	76.8	-15.3	162.6	-6.6

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	100.3	-6.8	-7.9	151.5	-4.9	73.9
Nutrition	28.9	+5.8	48.0	59.5	+5.9	-1.3	90.6	+5.4	77.2
Chocolate&gummy	22.0	+5.5	49.9	43.5	+3.6	-1.3	75.2	+4.8	72.6
Drinking milk	17.8	-8.6	47.2	36.8	-7.4	-2.5	54.6	-6.6	74.6
B to B	16.0	+10.6	50.3	32.8	+7.8	+2.9	53.2	+7.2	76.1
Frozen dessert&ready meal	14.4	+0.1	45.8	32.2	-0.2	+1.9	45.6	-0.7	78.1
Overseas	13.9	+21.1	49.7	31.7	+26.5	+12.7	49.9	+30.3	72.7
Other / domestic subsidiaries	40.7	+9.5	57.4	83.4	+10.6	+17.5	129.0	+10.6	78.2

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
100.3	-6.8	102.1	+0.0	202.5	-3.5
59.5	+5.9	57.2	+7.4	116.8	+6.6
43.5	+3.6	59.2	+5.9	102.8	+4.9
36.8	-7.4	34.7	-4.7	71.5	-6.1
32.8	+7.8	38.2	+8.5	71.1	+8.2
32.2	-0.2	25.7	-0.9	57.9	-0.5
31.7	+26.5	36.8	+33.8	68.5	+30.3
83.4	+10.6	90.6	+12.9	174.1	+11.8

B. Operating Profit

(Billions of yen)

FYE March 2024	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	6.6	+8.6	50.5	12.6	+4.8	-4.4	18.6	+10.1	71.8
Nutrition	4.3	+4.5	47.5	9.2	+6.8	+1.2	14.5	+13.1	75.3
Chocolate&gummy	2.4	-4.4	114.9	3.3	+4.1	+55.1	8.6	-2.2	64.6
Drinking milk	-0.7	—	—	-1.1	—	—	-1.3	—	—
B to B	1.2	+172.4	72.2	2.3	+137.4	+37.0	4.0	+85.3	70.8
Frozen dessert&ready meal	0.7	+7.7	29.6	2.9	+6.0	+9.6	3.6	+15.9	94.4
Overseas	0.0	—	—	-1.0	—	—	-2.1	—	—
Other / domestic subsidiaries	0.3	-67.5	41.5	1.3	-40.4	+53.1	2.5	-15.9	—

Plan -- FYE March 2024					
H1 (Q1-Q2) Results	YoY change	H2 (Q3-Q4) Revised Plan	YoY change	Full-year Revised Plan	YoY change
12.6	+4.8	13.3	+10.4	25.9	+7.6
9.2	+6.8	10.0	+68.1	19.2	+31.8
3.3	+4.1	9.9	+25.5	13.3	+19.3
-1.1	—	-1.1	—	-2.3	—
2.3	+137.4	3.3	+63.0	5.7	+87.2
2.9	+6.0	0.9	+90.1	3.8	+19.1
-1.0	—	-3.0	—	-4.1	—
1.3	-40.4	-2.0	—	-0.7	—

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	12.0	-35.7	-29.1	16.9	-36.4	64.6
Nutrition	4.1	-14.4	42.6	8.6	-18.8	-11.3	12.8	-23.5	82.4
Chocolate&gummy	2.6	+23.0	68.5	3.2	-14.0	-15.1	8.8	-7.9	74.5
Drinking milk	-0.3	—	—	-0.8	—	—	-1.7	—	—
B to B	0.4	+36.0	37.6	1.0	+18.1	-18.1	2.2	-3.4	76.1
Frozen dessert&ready meal	0.7	+38.7	30.4	2.7	+15.9	+14.3	3.1	+13.8	93.2
Overseas	-0.4	—	—	0.0	-71.0	—	-0.2	—	—
Other / domestic subsidiaries	1.1	-22.5	84.7	2.3	-22.0	+70.3	3.0	-28.5	102.3

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
12.0	-35.7	12.1	-25.5	24.1	-30.9
8.6	-18.8	5.9	-31.5	14.6	-24.5
3.2	-14.0	7.9	-10.8	11.1	-11.8
-0.8	—	-1.6	—	-2.5	—
1.0	+18.1	2.0	+10.4	3.0	+12.8
2.7	+15.9	0.5	-13.4	3.2	+10.1
0.0	-71.0	-1.0	—	-0.9	—
2.3	-22.0	0.7	-63.1	3.0	-38.9

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

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

(Billions of yen)

FYE March 2024	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	24.8	+7.3	50.9	50.3	+5.8	+2.9	78.2	+6.4	75.0
Overseas ethical pharmaceuticals	12.7	+0.0	45.0	26.0	+4.1	-7.9	40.4	+3.8	73.2
Human vaccines	4.2	-2.7	20.5	19.3	+0.4	-5.7	27.4	-2.5	72.5
Veterinary drugs	2.3	-10.7	45.0	5.1	-3.4	-0.8	7.9	-1.5	74.5

Plan -- FYE March 2024					
H1 (Q1-Q2) Results	YoY change	H2 (Q3-Q4) Revised Plan	YoY change	Full-year Revised Plan	YoY change
50.3	+5.8	54.0	+2.6	104.3	+4.1
26.0	+4.1	29.1	+10.6	55.2	+7.4
19.3	+0.4	18.5	+19.3	37.8	+8.8
5.1	-3.4	5.5	-0.1	10.6	-1.7

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	47.5	+11.3	+5.2	73.5	+10.4	74.0
Overseas ethical pharmaceuticals	12.7	+20.9	59.8	25.0	+29.7	+17.6	38.9	+33.5	75.0
Human vaccines	4.3	-4.8	21.8	19.2	-15.3	-2.8	28.1	-24.5	79.4
Veterinary drugs	2.6	-28.7	39.1	5.3	-27.4	-20.4	8.0	-29.0	74.9

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
47.5	+11.3	52.6	+9.6	100.1	+10.4
25.0	+29.7	26.3	+25.3	51.4	+27.4
19.2	-15.3	15.5	-22.4	34.7	-18.6
5.3	-27.4	5.5	-18.3	10.8	-23.0

B. Operating Profit

(Billions of yen)

FYE March 2024	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	2.5	+19.5	313.2	5.1	-3.9	+549.2	8.9	-4.1	107.9
Overseas ethical pharmaceuticals	2.2	+14.2	102.2	4.9	+35.3	+125.0	7.0	+12.0	101.4
Human vaccines	-0.4	—	—	5.3	+10.8	+30.2	5.8	+37.2	103.0
Veterinary drugs	0.3	-24.9	151.2	0.4	-45.4	+110.9	0.9	-16.7	88.7

Plan -- FYE March 2024					
H1 (Q1-Q2) Results	YoY change	H2 (Q3-Q4) Revised Plan	YoY change	Full-year Revised Plan	YoY change
5.1	-3.9	3.1	-34.1	8.3	-18.0
4.9	+35.3	2.0	-50.3	6.9	-9.7
5.3	+10.8	0.3	—	5.6	+131.0
0.4	-45.4	0.6	-1.0	1.0	-25.2

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	5.4	+205.7	+157.3	9.3	+201.6	123.2
Overseas ethical pharmaceuticals	1.9	+1,266.5	109.3	3.6	+195.5	+103.3	6.2	+116.2	85.1
Human vaccines	-0.6	—	—	4.8	-44.5	+45.9	4.2	-67.5	114.7
Veterinary drugs	0.4	—	80.6	0.7	—	+54.6	1.1	—	87.1

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
5.4	+205.7	4.7	+148.1	10.1	+175.8
3.6	+195.5	4.0	+46.4	7.7	+92.5
4.8	-44.5	-2.3	—	2.4	-78.6
0.7	—	0.6	—	1.4	+9.4

Note1: 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.

Note2: We revised the figures on Q1-Q3 of FYE March 2023 in the table "B. Operating Profit".

3. Analysis of Operating Profit

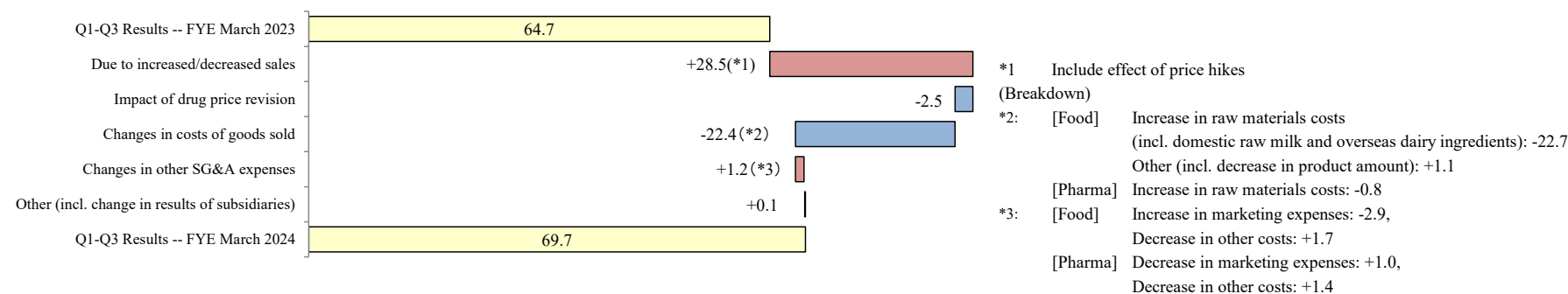
(Amounts appearing in the tables below have been rounded down to nearest 100 million yen)

1. Results -- FYE March 2024

(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 2023	18.0	14.5	3.8	-0.2	43.1	29.3	14.6	-0.7	64.7	45.1	21.0	-1.4	75.4	55.8	21.7	-2.1
Due to increased/decreased sales	+10.1	+10.0	+0.1	—	+19.7	+19.9	-0.2	—	+28.5	+27.1	+1.4	—				
Impact of drug price revision	-0.8	—	-0.8	—	-1.6	—	-1.6	—	-2.5	—	-2.5	—				
Changes in costs of goods sold	-9.2	-9.0	-0.2	—	-18.0	-17.2	-0.8	—	-22.4	-21.6	-0.8	—				
Changes in other SG&A expenses	+0.0	-1.0	+1.0	—	+0.5	-1.6	+2.1	—	+1.2	-1.2	+2.4	—				
Other (incl. change in results of subsidiaries)	+1.3	+0.7	+0.7	-0.0	+0.6	-0.7	+1.7	-0.3	+0.1	-0.8	+1.2	-0.3				
Total change	+1.4	+0.6	+0.7	-0.0	+1.2	+0.3	+1.2	-0.3	+4.9	+3.5	+1.7	-0.3				
Results -- FYE March 2024	19.4	15.2	4.6	-0.3	44.4	29.6	15.9	-1.1	69.7	48.6	22.8	-1.7				

YoY Change in Operating Profit



2. Plan -- FYE March 2024

(Billions of yen)

	H1 (Q1-Q2) Results				H2 (Q3-Q4) Revised Plan				Full-year Revised Plan			
	Consolidated Total	Food	Pharma	Other	Consolidated Total	Food	Pharma	Other	Consolidated Total	Food	Pharma	Other
Results -- FYE March 2023	43.1	29.3	14.6	-0.7	32.2	26.5	7.0	-1.3	75.4	55.8	21.7	-2.1
Due to increased/decreased sales	+19.7	+19.9	-0.2	—	+22.5	+21.6	+0.8	—	+42.2	+41.5	+0.6	—
Impact of drug price revision	-1.6	—	-1.6	—	-1.8	—	-1.8	—	-3.4	—	-3.4	—
Changes in costs of goods sold	-18.0	-17.2	-0.8	—	-14.5	-13.9	-0.6	—	-32.4	-31.1	-1.3	—
Changes in other SG&A expenses	+0.5	-1.6	+2.1	—	-1.5	-0.9	-0.6	—	-1.1	-2.5	+1.5	—
Other (incl. change in results of subsidiaries)	+0.6	-0.7	+1.7	-0.3	-1.4	-2.1	+1.2	-0.5	-0.7	-2.8	+2.9	-0.8
Total change	+1.2	+0.3	+1.2	-0.3	+3.3	+4.8	-0.9	-0.5	+4.6	+5.1	+0.2	-0.8
Results/ Plan -- FYE March 2024	44.4	29.6	15.9	-1.1	35.5	31.3	6.0	-1.8	80.0	61.0	22.0	-3.0

4. Consolidated Financial Positions

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

(Billions of yen)

FYE March 2024	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	1,171.7	+3.1	1,207.7	+6.3	1,235.9	+8.8		
Current assets	502.8	+6.8	538.0	+14.3	558.9	+18.7		
Non-current assets	668.9	+0.5	669.7	+0.7	676.9	+1.8		
Total liabilities	409.6	+6.4	421.1	+9.4	442.4	+15.0		
Current liabilities	291.3	+9.4	302.5	+13.6	324.7	+22.0		
Non-current liabilities	118.2	-0.3	118.5	-0.1	117.7	-0.7		
Total net assets	762.0	+1.4	786.6	+4.7	793.4	+5.6		
Shareholders' equity	663.4	-0.2	680.8	+2.4	684.6	+2.9		

Reference	Consolidated interest bearing debt	101.4	+57.7	82.3	+27.9	81.1	+26.1		
	Food segment assets	822.6	-0.0	865.9	+5.2	877.8	+6.7		
	Pharmaceutical segment assets	319.9	-1.9	334.5	+2.6	337.7	+3.6		

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	+2.4	1,183.8	+5.9	1,214.9	+8.7	1,136.2	+1.7
Current assets	481.1	+5.6	508.1	+11.5	540.4	+18.6	470.9	+3.4
Non-current assets	663.2	+0.2	675.7	+2.1	674.4	+1.9	665.2	+0.5
Total liabilities	418.9	+3.6	426.8	+5.5	466.8	+15.4	384.9	-4.8
Current liabilities	302.1	+5.4	306.9	+7.0	356.6	+24.4	266.2	-7.2
Non-current liabilities	116.8	-0.7	119.9	+1.9	110.1	-6.4	118.6	+0.9
Total net assets	725.3	+1.7	757.0	+6.2	748.1	+4.9	751.3	+5.4
Shareholders' equity	636.1	+0.5	654.0	+3.3	645.9	+2.1	665.1	+5.1

Reference	Consolidated interest bearing debt	117.9	+45.1	116.2	+43.0	138.9	+71.0	64.3	-20.8
	Food segment assets	795.7	-0.1	823.6	+3.4	843.9	+5.9	823.0	+3.3
	Pharmaceutical segment assets	318.0	-3.0	330.8	+0.9	330.2	+0.7	326.1	-0.5

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 2021		FYE March 2022		FYE March 2023		Plan -- FYE March 2024	
	H1 (Q1-Q2)	Full-year	H1 (Q1-Q2)	Full-year	H1 (Q1-Q2)	Full-year	H1 (Q1-Q2) Results	Full-year Revised Plan
Capital expenditures	33.2	67.9	48.0	93.1	33.5	72.1	25.0	64.9
Food segment	28.3	56.4	38.3	75.9	29.6	63.4	16.3	48.3
Pharmaceutical segment	4.8	11.3	9.5	17.0	3.7	8.5	8.3	16.1
Holdings	0.1	0.1	0.1	0.2	0.1	0.2	0.3	0.4
Depreciation and amortization	23.6	48.4	24.5	50.1	26.1	53.5	26.8	54.5
Food segment	19.0	39.2	19.8	40.5	21.2	43.5	21.7	44.3
Pharmaceutical segment	4.4	8.9	4.5	9.3	4.8	9.7	4.9	9.8
Holdings	0.1	0.2	0.1	0.2	0.1	0.2	0.1	0.3
R&D expenses	14.4	31.4	15.5	33.4	14.6	30.9	16.1	37.2
Food segment	6.5	13.1	6.4	13.3	6.7	13.6	7.1	14.4
Pharmaceutical segment	7.6	17.6	8.6	19.2	7.4	16.3	8.3	21.5
Holdings	0.2	0.5	0.3	0.8	0.5	0.9	0.6	1.2

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. 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 2024	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	19.7	-0.9	49.1	39.6	-0.7	-1.3	57.0	-1.8	74.9
Probiotic yogurts	23.9	+4.7	48.7	46.7	+3.4	-4.7	71.2	+1.5	73.2
Cheese for consumers	7.2	+6.2	52.5	14.0	+4.1	+2.1	22.0	+3.4	77.0
Chocolate	21.3	+3.8	50.3	41.9	+5.0	-0.8	74.0	+3.8	71.4
Infant formula and enteral formula	17.2	+5.8	50.2	35.6	+6.7	+3.7	54.3	+5.1	77.0
Sports nutrition (incl. <i>SAYAS Milk Protein</i>)	12.7	+7.4	49.9	26.7	+11.8	+4.9	39.5	+11.0	79.7
Drinking milk for consumers (incl. home delivery)	18.3	+2.1	48.3	38.7	+3.9	+2.3	57.4	+4.1	77.5
Ice cream for consumers	11.7	+6.3	43.3	28.2	+10.3	+4.4	37.3	+10.6	82.7

Plan -- FYE March 2024					
H1 (Q1-Q2) Results	YoY change	H2 (Q3-Q4) Revised Plan	YoY change	Full-year Revised Plan	YoY change
%	%	%	%	%	%
39.6	-0.7	36.5	+0.8	76.1	+0.0
46.7	+3.4	50.6	+0.8	97.3	+2.0
14.0	+4.1	14.6	-0.9	28.6	+1.5
41.9	+5.0	61.6	+4.1	103.6	+4.5
35.6	+6.7	34.9	+2.8	70.5	+4.8
26.7	+11.8	23.0	+7.5	49.6	+9.8
38.7	+3.9	35.3	+0.8	74.0	+2.4
28.2	+10.3	16.9	+5.4	45.1	+8.4

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	-6.1	46.5	39.9	-6.0	-6.9	58.0	-6.9	75.7
Probiotic yogurts	22.8	-9.8	45.3	45.2	-8.8	-10.3	70.2	-4.9	72.1
Cheese for consumers	6.8	-9.5	49.9	13.5	-8.8	-0.8	21.3	-5.7	76.2
Chocolate	20.5	+3.5	49.8	39.9	+1.0	-3.0	71.3	+2.4	71.1
Infant formula and enteral formula	16.3	+11.7	51.9	33.4	+8.2	+6.3	51.7	+5.3	76.9
Sports nutrition (incl. <i>SAYAS Milk Protein</i>)	11.8	+0.6	44.5	23.8	+2.2	-10.2	35.6	+3.8	78.3
Drinking milk for consumers (incl. home delivery)	17.9	-9.5	47.2	37.2	-8.0	-1.8	55.1	-7.1	75.9
Ice cream for consumers	11.0	+6.2	44.6	25.6	+3.5	+3.5	33.7	+2.4	81.8

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
%	%	%	%	%	%
39.9	-6.0	36.2	-7.9	76.1	-6.9
45.2	-8.8	50.2	+3.6	95.4	-2.7
13.5	-8.8	14.7	+2.8	28.2	-3.1
39.9	+1.0	59.2	+4.3	99.1	+3.0
33.4	+8.2	33.9	+3.8	67.3	+5.9
23.8	+2.2	21.4	+9.8	45.2	+5.7
37.2	-8.0	35.0	-4.4	72.3	-6.3
25.6	+3.5	16.1	+3.4	41.6	+3.5

6. Other

2. Pipeline

Ethical Pharmaceuticals

Stage	Name	Type	Efficacy Classification	Notes
Filed (Japan, South Korea, Taiwan)	ME3208 (Belumosudil)	Oral	Chronic Graft Versus Host Disease	Development: Romeck Pharma, LLC
Filed (Overseas)* Phase I (Japan)	DMB-3115	Injection	Plaque psoriasis/Psoriatic arthritis/Crohn's disease/Ulcerative colitis (Biosimilar)	*Co-development: Dong-A ST Co., Ltd. (South Korea) *Out-license: Intas Pharmaceuticals Ltd. (India)
Phase III (Japan, Overseas)	HBI-8000 (Tucidinostat)	Oral	Unresectable or metastatic melanoma	Co-development: HUYABIO International, LLC (USA) Multi-Regional Clinical Trials
Phase III (Japan, Overseas)	OP0595 (Nacubactam)	Injection	β -lactamase inhibitor	Discovered in-house Multi-Regional Clinical Trials
Phase II (Overseas)	ME3183	Oral	Psoriasis/Selective PDE4 inhibitor	Discovered in-house
Phase Ib / II (Japan)	HBI-8000 (Tucidinostat)	Oral	Relapsed or refractory B-cell non-Hodgkin's lymphoma	In-license: HUYABIO International, LLC (USA) Multi-Regional Clinical Trials

Human Vaccines

Stage	Name	Target Disease	Notes
Approved (Japan)	KD-370	Pentavalent vaccine against diphtheria, tetanus, pertussis, poliovirus, and Haemophilus influenzae type b	
Approved (Japan)	ARCT-154	Self-amplifying mRNA vaccine against COVID-19	Partnership: CSL Seqirus (Australia)
Phase III (Japan)	ARCT-2301	Self-amplifying mRNA vaccine against COVID-19 (Bivalent: Original strain and Omicron strain)	Partnership: CSL Seqirus (Australia)
Phase III (Japan)	KD-414	Inactivated vaccine against COVID-19 (Adults*)	Multi-Regional Clinical Trials * 18-40 years old
Phase III (Japan)	KD-414	Inactivated vaccine against COVID-19 (Pediatric*)	* 6 months - 11 years old
Phase III (Japan)	KD-414	Inactivated vaccine against COVID-19 (Pediatric*, Omicron strain)	* 6 months - 12 years old
Phase II (Japan)	KD2-396	Hexavalent vaccine against diphtheria, tetanus, pertussis, poliovirus, Haemophilus influenzae type b, and Hepatitis B virus	
Phase I (Overseas)	KD-382	Quadrivalent vaccine against dengue fever	

Note: The above list shows development status as of February 8, 2024.