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**Meiji Holdings Co., Ltd.**  
**Financial Results for the Q1-Q3 of FYE March 2025 (FY2024)**  
**The Presentation Scripts**

February 10, 2025, 4:30 – 5:30 pm

**Presenter:**

Jun Hishinuma

CFO, Member of the Board and Managing Executive Officer

## Financial Results for the Q1-Q3 of FYE March 2025 (FY2024)

(From April 1, 2024 to December 31, 2024)

February 10, 2025

Meiji Holdings Co., Ltd.

**Hishinuma:** I am CFO Hishinuma, in charge of the IR Department. I will now explain the financial results for Q1-Q3 of FY2024 in accordance with the financial results explanatory materials disclosed on our website.

If you are viewing this presentation document, please see page one.

## Summary for Q1-Q3 FY2024 Consolidated Results

(JPY bn)	FY2023 Q1-Q3 Results	FY2024 Q1-Q3 Results	YoY Change	vs. FY2024 Plan	FY2024 Plan
Net sales	833.0	875.0	+5.0% +42.0	75.5%	1,159.0
(Overseas sales)	98.6*	117.9	+19.6% +19.2	77.3%	152.4
Operating profit	69.7	66.4	-4.7% -3.2	77.3%	86.0
Op. profit margin	8.4%	7.6%	-0.8pt	—	7.4%
Profit attributable to owners of parent	44.9	43.6	-2.9% -1.3	87.2%	50.0
EPS (JPY)	161.13	159.38	-1.75	—	181.74

- Sales: Increased both in Food and Pharmaceutical segments
- Operating profit: Decreased due to inventory write-downs in Pharmaceutical segment
- Profit attributable to owners of parent: Decreased

Net sales for Q1-Q3 totaled JPY875.0 billion, up 5.0% YoY. Operating profit was JPY66.4 billion, down 4.7% YoY. The decrease in operating profit in the pharmaceutical segment in Q3 had a negative impact. Profit attributable to owners of parent was JPY43.6 billion, down 2.9% YoY. There are no changes to the full-year plan for net sales and operating profit. We will continue to work toward achieving our full-year plan.

## Food: Summary – Q1-Q3 FY2024

(JPY bn)	FY2023 Q1-Q3 Results	FY2024 Q1-Q3 Results	YoY Change	vs. FY2024 Plan	FY2024 Plan
Net sales	679.4	701.6	+3.3% +22.1	76.8%	913.8
Operating profit	48.6	49.4	+1.7% +0.8	75.0%	66.0

### Analysis of changes in operating profit

Q1-Q3 Results - FY2023	48.6	
Due to increased/decreased sales	+14.7	: Impact of price increase +17.7 Changes in sales volume and product mix -2.9
Changes in costs of goods sold	-11.9	: Increase in raw material costs -13.4 (incl. cocoa and domestic raw milk) Product amount change +1.5
Changes in marketing expenses	-0.9	: Increase in selling and DX-related costs
Changes in other SG&A expenses	+0.6	: Decrease in indirect manufacturing costs from production system improvement, despite increase in administrative expenses
Other (incl. change in results of subsidiaries)	-1.6	: Decrease in profit from subsidiaries in China and the U.S., while increase from subsidiaries in Asia and, sales and feed subsidiaries in Japan
Q1-Q3 Results - FY2024	49.4	

Japan : +3.9  
Overseas : -3.0

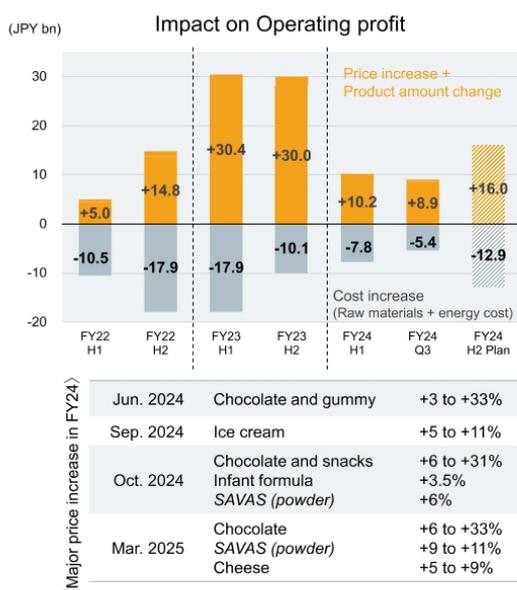
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Next, on page two of the document, is the summary of financial results for the food segment.

Net sales totaled JPY701.6 billion, up 3.3% YoY. Operating profit was JPY49.4 billion, up 1.7% YoY. Operating profit increased by JPY3.9 billion in the Japan business and decreased by JPY3.0 billion in the overseas business.

In the graph below, analysis of changes in operating profit, the effects of price increases and product amount changes outweighed the impact of higher raw material costs and lower sales volumes, resulting in an overall increase in segment operating profit. Details will be explained on a business-by-business basis.

## Food: Overcome Cost Increase, Realizing Value-Added Strategy



- Rising market prices for cocoa beans caused costs hike. FX rates remain high, energy costs expected to increase
- Continue to pursue value-added strategy from products and marketing perspectives to maintain and improve profitability, even in the event of continued cost increases



The first is to address cost increases.

As shown in the graph on the left, H1 was less affected by cost increases than the previous fiscal year, but the sharp rise in the market price of cocoa beans has once again increased the importance of responding to cost increases. In Q3, cost increases amounted to JPY5.4 billion, and the combined effect of price increases and product amount changes was JPY8.9 billion, which is on track against the plan for H2. Of the JPY5.4 billion cost increase in Q3 alone, cocoa beans accounted for JPY3.4 billion.

On January 17, we announced price increases for chocolate, protein, and cheese. Since the revisions will be made in February and March, the impact on this fiscal year will be minimal, but we would like to take early action to address the increased costs. In addition to price

increases, product amount changes, and raw material reviews, cost increase measures include marketing investments from an early stage to strengthen product appeal and new product development. We will respond to future cost increases with a combination of enhanced communication and improved product capabilities.

### Food: Analysis of Operating Profit by Business – Q1-Q3 FY2024

(JPY bn)	Food Total	Dairy	Chocolate	Nutrition	Food solutions	Other
Q1-Q3 Op. profit –FY2023	<b>48.6</b>	<b>13.6</b>	<b>10.7</b>	<b>13.3</b>	<b>8.4</b>	<b>2.3</b>
Due to increased/decreased Sales	<b>+14.7</b>	+2.2	+5.1	+0.9	+6.8	-0.3
Changes in COGS	<b>-11.9</b>	-1.9	-5.2	+0.5	-4.5	-0.8
Changes in other SG&A expenses	<b>-0.3</b>	+1.8	+0.6	-1.8	-1.5	+0.5
<i>Changes in marketing expenses</i>	<b>-0.9</b>	+1.0	-0.1	-1.0	-1.1	+0.2
<i>Changes in other expenses (R&amp;D expenses)</i>	<b>+0.6 (+0.7)</b>	+0.8	+0.7	-0.8	-0.4	+0.3
Other (incl. changes in results of subsidiaries)	<b>-1.6</b>	+0.5	+0.1	+0.2	-2.7	+0.3
Q1-Q3 Op. profit –FY2024	<b>49.4</b>	16.2	11.3	13.2	6.5	2.1

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I will explain the factors behind the increase/decrease in operating profit by business segment. See page four.

Increased sales were driven by the effect of price increases implemented in the previous fiscal year and the current fiscal year, resulting in increased profits in all main businesses. Changes in COGS of negative JPY11.9 billion consists of a negative JPY13.4 billion increase in raw material costs and a positive JPY1.5 billion cost reduction effect due to product amount

reductions and other factors. Most of the cost increase was due to the increase of raw milk prices during the previous fiscal year and rising prices of cocoa beans, and the negative impact was significant in the dairy, chocolate, and food solutions businesses.

In the nutrition business, the decline in whey prices was a factor in the increase in operating profit, but cost increases are currently having an impact. Changes in marketing expenses contributed JPY0.9 billion to the decline in operating profit. In addition to the increase in selling expenses, this is due to DX-related expenses and other factors.

For the dairy business, a decrease in promotional expenses for yogurt and the effect of the postponement to Q4 of promotional expenses for functional yogurt were factors in the increase in operating profit.

Changes in other expenses was a positive JPY0.6 billion. Reviewing the production system in the dairy and chocolate businesses contributed to the increase.

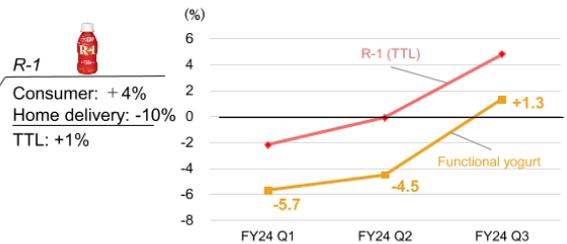
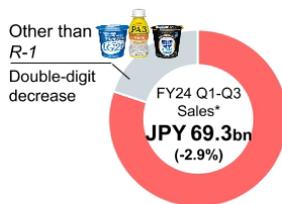
Others including changes in results of subsidiaries were a total negative factor of JPY1.6 billion. This was mainly due to sluggish demand for ice cream in China in the food solution business.

## Food: Q1-Q3 FY2024 Results by Business

### ■ Dairy

(JPY bn)	FY2024 Q1-Q3 Results	YoY Change
Net sales	203.7	-2.0% -4.1
Op. profit	16.2	+18.8% +2.5

### ● Functional yogurt sales



### ● Market size in Japan (Q1-Q3)

- Yogurt: +1 to +2% Drinking milk: +1 to +2%

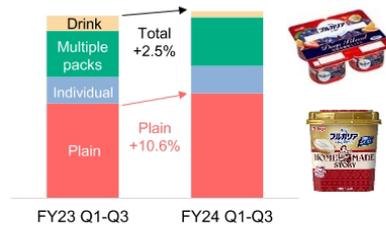
### ● Net sales

- Functional yogurt: R-1 recovery reduced decline in sales
- Yogurt: Strong performance of *Bulgaria Yogurt* plain and multi type. Negative impact from drink type structural reforms settled for H2 onward
- China: Decreased due to narrowing down sales area/client through profitability improvement plan

### ● Operating profit

- Japan: Grew from price increase impact for drinking milk, coupled with cutting down on promotional and indirect manufacturing expenses
- Overseas: Reduced losses by profitability improvement plan in China

### ● Meiji Bulgaria Yogurt Sales by brand type\*



Next, I will explain the overview of each business segment. Please see page five of the document.

First is the dairy business. As shown in the line graph, functional yogurt was negative through Q2, but turned positive by 1.3% in Q3. R-1 led the increase in net sales with an increase of 5% due to strengthened promotional measures. As shown in the pie chart, R-1 also exceeded the previous year's total, combined with home delivery, on a cumulative basis. On the other hand, overall sales of functional yogurt were down 2.9%, with the challenge being the recovery of the home delivery channel and LG21, where sales continue to decline.

Yogurt grew 2.1% YoY, with a very strong 8.3% growth in Q3 alone. Plain and multiple packs in *Meiji Bulgaria Yogurt* performed well, and the impact of the large volume drink type, which

was terminated in September of the previous year, has run its course, also contributing to the higher sales. Drinking milk sales also increased due to the effect of price increases through H1, as well as strong sales of *Oishii Milk Coffee*, which was launched in October 2024.

Let us omit explaining about operating profit since it is duplicated in the previous analysis of changes. We will provide a summary of the details of our overseas business on a separate slide later.

## Food: Q1-Q3 FY2024 Results by Business

### Chocolate

(JPY bn)	FY2024 Q1-Q3 Results	YoY Change
Net sales	126.3	+12.7% +14.2
Op. profit	11.3	+5.4% +0.5

- Market size in Japan (Q1-Q3)
  - Chocolate: +5 to +6%, Gummy: +17 to +18%
- Net sales
  - Chocolate: Benefited from price increases and favorable performance from mainstay products incl. *Chocolate Kouka*
  - Gummy: Decreased due to discontinued products. Will leverage by expanding production capacity and strengthening products line-up
  - Overseas: Strong progress in China and the U.S.
- Operating profit
  - Japan: Increased on price increase and cost reduction
  - Overseas: Decreased mainly due to cost increase from production capacity expansion in the U.S.

### Nutrition

(JPY bn)	FY2024 Q1-Q3 Results	YoY Change
Net sales	95.0	+6.1% +5.4
Op. profit	13.2	-1.1% -0.1

- Market size in Japan (Q1-Q3)
  - Sports protein (ready-to-drink): +4 to +5%
- Net sales
  - SAVAS: Increased in both powder and ready-to-drink type
  - Infant formula: Grew mainly in Vietnam
- Operating profit
  - Japan: Increased due to growth of SAVAS and decrease in raw material cost
  - Overseas: Decreased due to higher expenses for new market development

Next, on page six of the document, I will explain the chocolate business.

Chocolate sales increased significantly. In addition to the effect of price increases, mainstay brands such as *Chocolate Kouka* performed well due to the influence of television broadcasts

of high-cocoa chocolate and inbound demand. On the other hand, while the gummy products market expanded significantly, our net sales declined due to the impact of product reorganization and changes in the production system to ensure profitability, although it recovered to the same level as the previous fiscal year in Q3 due to strengthened sales promotion. Going forward, we will strengthen our production system and product lineup to expand sales and regain market share. Operating profit increased for the chocolate business as a whole, thanks to the effect of price increases in Japan absorbing the impact of higher raw material costs, as well as cost reductions achieved through a review of the production system.

In the nutrition business, net sales of sports protein increased in both powder and ready-to-drink type. In the ready-to-drink type, production capacity expansion has been completed, so further growth is expected from Q4 onward. Operating profit decreased due to higher marketing expenses and new market development costs for overseas business expansion, despite the positive effect of higher sales of sports protein and lower raw material costs.

## Food: Q1-Q3 FY2024 Results by Business

### Food Solution

(JPY bn)	FY2024 Q1-Q3 Results	YoY Change
Net sales	149.5	+6.1% +8.5
Op. profit	6.5	-22.8% -1.9

#### Net sales

- B to B: Increased from expanded sales of cream and chocolate by enhancing proposals, inbound demand, in addition to price increase
- Frozen dessert: Increased driven by mainstay product, *Meiji Essel Super Cup*
- Overseas: Significant drop. Frozen dessert business in China impacted by weather fluctuations

#### Operating profit

- Japan: Increased resulting from strong sales of B to B and frozen dessert
- Overseas: Significant decrease from sales decline in frozen dessert business and cost increase associated with the operation at new plants in China

### Others

(JPY bn)	FY2024 Q1-Q3 Results	YoY Change
Net sales	126.9	-1.6% -2.0
Op. profit	2.1	-10.1% -0.2

#### Net sales

- Impacted by sales decline in raw materials such as nonfat dry milk
- For Japan market, feed subsidiary sales declined

#### Operating profit

- Significantly dropped due to decrease in sales and increase in raw material costs
- Higher profit at feed subsidiary due to raw materials cost decrease

Next, page seven shows the food solutions business.

This business includes B to B, commercial frozen dessert products and cheese. B to B grew mainly in cream and chocolate. In addition to price increases, we also worked to strengthen our menu proposals, which led to success in increasing new adoption and transaction volumes. In frozen dessert products, the mainstay *Meiji Essel Super Cup* sold well.

Operating profit increased in Japan on the back of higher sales in B to B and frozen dessert products, but the ice cream business in China saw a significant decrease in operating profit, resulting in a decrease for the B to B business as a whole.

Other businesses are as described.

## Food: Q1-Q3 FY2024 Results by Business

## Overseas

(JPY bn)		FY2023 Q1-Q3 Results	FY2024 Q1-Q3 Results	YoY Change	vs. FY2024 Plan	FY2024 Plan (Rev. Nov)	YoY Change
China	Net sales	18.4	19.1	+4.0% +0.7	76.6%	25.0	+2.5% +0.6
	Op. profit	-2.7	-5.3	— -2.5	—	-7.4	— -3.6
Asia	Net sales	12.5	23.8	+89.7% +11.2	82.6%	28.9	+59.4% +10.7
	Op. profit	0.9	1.7	+89.8% +0.8	110.3%	1.6	+4.7% +0.0
Europe Americas	Net sales	23.3	29.0	+24.0% +5.6	78.6%	36.9	+12.6% +4.1
	Op. profit	1.6	1.2	-22.7% -0.3	64.8%	1.9	-18.5% -0.4
Overseas total	Net sales	56.0	68.6	+22.5% +12.5	83.1%	82.6	+6.3% +4.9
	Op. profit	-2.1	-5.2	— -3.0	—	-7.2	— -4.8

- China
  - Drinking milk and yogurt for consumer market
    - Decreased in sales, increased in profit due to narrowing down sales area/client and reviewing SKU based on profitability improvement plan
  - B to B
    - Increased in sales by expanding new clients
    - Decreased in profit due to cost increase by starting the operation at new plants
  - Confectionery
    - Higher profit driven by *Almond chocolate*, offsetting cost increase by the operation of a new plant
  - Frozen dessert
    - Significantly decreased in profit, due to sales decrease from weather fluctuations in H1 and cost increase from the operation of a new plant
- Asia
  - Increased both in sales and profit due to growth of infant formula in Vietnam and Taiwan
  - Sales of a subsidiary in Singapore increased, including export business to Meiji in Japan, but slight impact on profit
- The U.S.
  - Strong performance for Meiji brand chocolate snacks, lead by vigorous promotions
  - Profit declined from increase in marketing expenses and depreciation associated with investment for production capacity expansion

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Next, on page eight of the document, the overseas business posted JPY5.2 billion of operating loss, down by JPY3.0 billion from the previous fiscal year, but is in-line with the revised plan of last November.

I will explain by area. In China as a whole, net sales, which had declined until H1 YoY, turned around to increase in Q3, and the extent of the decline in operating profits also improved. Next is the China business by business segment. In the drinking milk and yogurt business for the consumer market, we are working to improve profitability based on the revival plan (profitability improvement plan). The deficit narrowed with an increase in operating profit despite a decrease in sales due to the review of unprofitable areas and clients, and business terms and conditions.

In the B to B drinking milk and cream business, net sales increased by expanding new clients,

but operating profit decreased due to cost increases by starting operation at new plants.

In the confectionery business, net sales of *Almond chocolate* for wholesale were strong. Operating profit increased due to higher sales, despite cost increases by the operation of a new plant.

The ice cream business was significantly affected by unfavorable local weather, resulting in a decline in net sales. Operating profit also declined significantly due to lower sales and higher costs associated with the operation of a new plant.

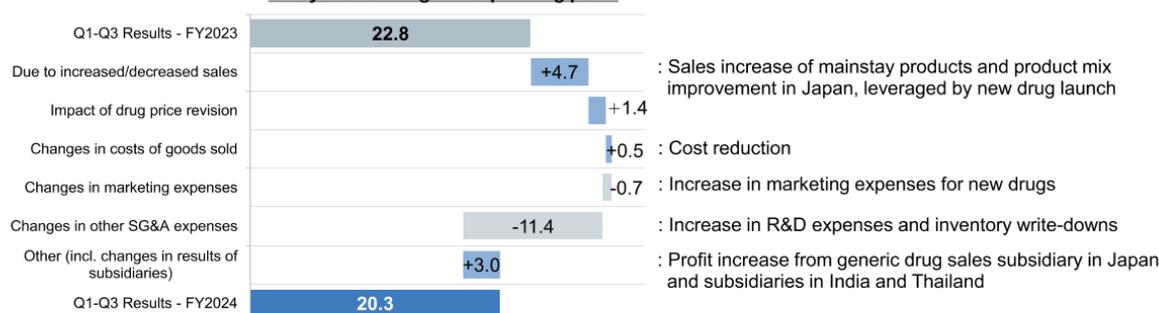
In Asia, both net sales and operating profit increased due to strong sales of infant formula in Vietnam and Taiwan.

In the US, sales of Meiji brand products, especially chocolate snacks, were strong due to the successful efforts to develop new customers and strengthen promotions, but operating profit declined due to the increased burden of depreciation associated with the expansion of production capacity.

## Pharmaceutical: Summary – Q1-Q3 FY2024

(JPY bn)	FY2023	FY2024			FY2024
	Q1-Q3 Results	Q1-Q3 Results	YoY Change	vs. FY2024 Plan	Plan
Net sales	154.0	174.0	+13.0% +20.0	70.8%	245.8
Operating profit	22.8	20.3	-10.8% -2.4	81.2%	25.0

### Analysis of changes in operating profit



Next, on page nine, is the pharmaceutical segment.

Net sales increased significantly to JPY174.0 billion, up 13% YoY, but operating profit declined sharply to JPY20.3 billion, down 10.8% YoY.

Net sales increase was an element of operating profit increase. In addition to higher sales of antibacterial drugs and influenza vaccines, *REZUROCK*, which was launched in May 2024 also performed well.

The impact of NHI drug price revisions was an element of operating profit increase due to the positive price revision of antibacterial drugs. The self-amplifying mRNA vaccine *KOSTAIVE*, launched in September 2024 has been significantly affected by the decline in vaccination rates

in the overall COVID-19 vaccine market. The sales volume did not reach the expected level, partly due to the limited usage scenario as one vial contains 16 doses.

In changes in marketing expenses, the cost of marketing *KOSTAIVE* increased, which was a negative factor. In changes in other SG&A expenses, the increase in R&D expenses due to the progress of the pipeline, as well as the JPY8.5 billion inventory write-down of *KOSTAIVE*, were significant factors of operating profit decrease.

Other including changes in results of subsidiaries was a factor of operating profit increase. In Japan, the generic drug sales subsidiary reported an increase in operating profit. The increase in sales due to the transfer of items from Meiji Seika Pharma contributed to this.

Overseas, subsidiaries in India and Thailand reported higher operating profits. In addition to the increase in net sales, we also benefited from the effect of the yen's depreciation.

Please refer to the reference material for an analysis of changes in operating income by business segment.

## Pharmaceutical: Net sales and Op. Profit by Business \*Revised

(JPY bn)		FY2023 Q1-Q3 Results	FY2024 Q1-Q3 Results	YoY Change	vs. FY2024 Plan	FY2024 Plan (Rev. Feb)	YoY Change	Difference from Nov	FY2024 Plan (Rev. Nov)
Domestic pharmaceuticals (Japan)	Net sales	77.6	87.0	+12.1% +9.3	74.5%	116.7	+10.9% +11.5	—	116.7
	Op. profit	13.2	17.5	+32.7% +4.3	74.9%	23.4	+48.1% +7.6	+3.1	20.3
Overseas pharmaceuticals	Net sales	42.5	49.2	+15.7% +6.6	70.5%	69.8	+22.3% +12.7	—	69.8
	Op. profit	4.8	5.2	+9.7% +0.4	193.4%	2.7	-44.7% -2.2	+2.7	0.0
Vaccines and Veterinary drugs	Net sales	33.8	37.7	+11.6% +3.9	63.9%	59.1	+35.4% +15.4	—	59.1
	Op. profit	4.7	-2.5	— -7.2	—	-1.2	— -3.1	-5.8	4.6

- Domestic: Profit revised upward due to higher sales and reviewing R&D / marketing expenses
- Overseas: Profit revised upward from higher sales and reviewing R&D expenses
- Vaccine and Veterinary: Partially offset impact of inventory write-downs, by review of R&D expenses and improved results at subsidiaries

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Then, regarding the businesses under the pharmaceutical segment, we have revised the operating profit by business segment for the full year in light of the decline in the COVID-19 vaccine market. I will explain the details.

Due to the JPY8.5 billion inventory write-down due to the drop in sales volume of *KOSTAIVE*, the full-year operating profit forecast for the vaccines and veterinary drugs business, which was revised and announced in November, will be reduced by JPY5.8 billion, and the same amount will be added to the Japan and overseas businesses. With continued strong sales both in Japan and overseas, we aim to achieve the operating profit as planned of JPY25.0 billion for the pharmaceutical segment as a whole, by increasing net sales and reviewing costs, especially R&D expenses. The net sales plan has not been revised. The reason for this is that although sales of *KOSTAIVE* are expected to decrease, there are some factors that will increase net sales, and the impact on the Group as a whole is negligible.

## FY2024 Plan: Unchanged

(JPY bn)	FY2023 Results	FY2024 Plan	YoY Change
Net sales	1,105.4	1,159.0	+4.8% +53.5
Operating profit	84.3	86.0	+2.0% +1.6
Op. profit margin	7.6%	7.4%	-0.2 pt
Profit attributable to owners of parent	50.6	50.0	-1.3% -0.6
EPS (JPY)	181.64	181.74	+0.10
Cash dividends per share (JPY)	95	100	+5
Total payout ratio	52.3%	114.6%	+62.3 pt
ROE	6.9%	7.0%	+0.1 pt
ROIC	6.2%	7.0%	+0.8 pt
Capital expenditures	53.4	77.0	+44.2% +23.6
Cash flows from operating activities	107.9	60.0	-44.4% -47.9
Free cash flows	83.3	1.0	-98.8% -82.3

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Finally, please see page 11 of the document.

There are no revisions to the full-year plan. In food business, amid the impact of soaring raw material costs, particularly for cacao ingredients, we will continue to grow our B to B business, in addition to the market penetration of chocolate price increases and further sales recovery of functional yogurt products.

Overseas, we will work to steadily implement the revival plan for the China business and aim to achieve our operating profit targets.

In pharmaceuticals, the situation is difficult for *KOSTA/VE*, but shipments of influenza vaccines have increased significantly, and vaccines returns are expected to be lower than the previous fiscal year. Together with the steady performance of antibacterial drugs in Japan and CMO/CDMO overseas, we aim to achieve our operating profit target for all pharmaceutical segments as a whole. That concludes my explanation. Thank you for your attention.

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## Appendices

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## Analysis of Consolidated Operating Profit – Q1-Q3 FY2024

(JPY bn)	Consolidated Operating Profit	Food	Pharma	Other
Q1-Q3 Results - FY2023	69.7	48.6	22.8	-1.7
Due to increased/decreased sales	+19.4 *1	+14.7	+4.7	—
Impact of drug price revision	+1.4	—	+1.4	—
Changes in costs of goods sold	-11.4 *2	-11.9	+0.5	—
Changes in other SG&A expenses	-12.4 *3	-0.3	-12.1	—
Other (incl. change in results of subsidiaries)	-0.3	-1.6	+3.0	-1.6
Q1-Q3 Results - FY2024	66.4	49.4	20.3	-3.3

\*1: Includes the effect of price increase  
(Breakdown)

\*2: Food: Increase in raw materials costs (incl. domestic raw milk and cocoa): -13.4, Others (Incl. product amount change): +1.5  
Pharma: Cost decrease : +0.5

\*3: Food: Increase in marketing expenses: -0.9, Decrease in other costs: +0.6  
Pharma: Increase in marketing expenses: -0.7, Increase in other costs: -11.4

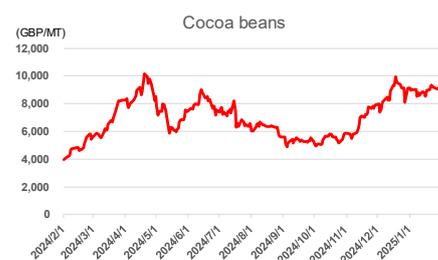
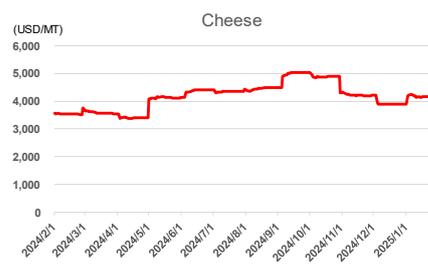
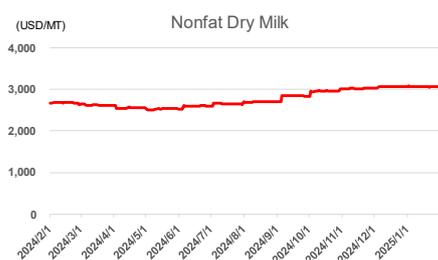
## Food: Analysis of Operating Profit by Business – FY2024 Plan

(JPY bn)	Food Total	Dairy	Chocolate	Nutrition	Food solutions	Other
Op. profit –FY2023	<b>64.3</b>	<b>19.6</b>	<b>15.5</b>	<b>16.7</b>	<b>9.8</b>	<b>2.4</b>
Due to increased/decreased sales	<b>+26.3</b>	+3.6	+10.1	+4.1	+9.5	-1.2
Changes in COGS	<b>-17.6</b>	-1.8	-9.7	-0.8	-4.3	-0.8
Changes in other SG&A expenses	<b>-3.3</b>	+0.1	+0.4	-2.3	-2.3	+0.7
<i>Changes in marketing expenses</i>	<b>-3.7</b>	-0.1	-0.7	-1.0	-1.6	-0.2
<i>Changes in other expenses (R&amp;D expenses)</i>	<b>+0.4 (+0.7)</b>	+0.3	+1.0	-1.3	-0.6	+1.0
Other (incl. changes in results of subsidiaries)	<b>-3.7</b>	+0.7	-1.6	-0.1	-2.8	+0.1
Op. profit –FY2024 plan (Rev. Nov)	<b>66.0</b>	<b>22.2</b>	<b>14.8</b>	<b>17.6</b>	<b>10.0</b>	<b>1.2</b>

## Food: Net Sales and Op. Profit by Business

		(JPY bn)					
		FY2023 Q1-Q3 Results	FY2024 Q1-Q3 Results	YoY Change	Vs. FY2024 Plan	FY2024 Plan (Rev. Nov)	YoY Change
Dairy	Net sales	207.8	203.7	-2.0% -4.1	75.4%	270.1	-1.5% -4.0
	Op. profit	13.6	16.2	+18.8% +2.5	72.7%	22.2	+13.2% +2.5
Chocolate	Net sales	112.1	126.3	+12.7% +14.2	77.3%	163.5	+5.2% +8.0
	Op. profit	10.7	11.3	+5.4% +0.5	76.8%	14.8	-4.8% -0.7
Nutrition	Net sales	89.6	95.0	+6.1% +5.4	78.0%	121.9	+5.0% +5.7
	Op. profit	13.3	13.2	-1.1% -0.1	75.3%	17.6	+4.9% +0.8
Food solutions	Net sales	140.9	149.5	+6.1% +8.5	76.3%	196.0	+6.9% +12.6
	Op. profit	8.4	6.5	-22.8% -1.9	65.1%	10.0	+2.0% +0.1
Other	Net sales	128.9	126.9	-1.6% -2.0	78.3%	162.1	-5.1% -8.7
	Op. profit	2.3	2.1	-10.1% -0.2	169.2%	1.2	-48.7% -1.1
[[Included in the above] Overseas	Net sales	56.0	68.6	+22.5% +12.5	83.1%	82.6	+6.3% +4.9
	Op. profit	-2.1	-5.2	— -3.0	—	-7.2	— -4.8

## Market Prices of Main Raw Materials Imported



## Pharmaceutical: Q1-Q3 FY2024 Results by Business

### ■ Domestic pharmaceuticals (Japan)

(JPY bn)	FY2024 Q1-Q3 Results	YoY Change
Net sales	87.0	+12.1% +9.3
Operating profit	17.5	+32.7% +4.3

- Net sales
  - Driven by antibacterial drugs, *Sulbacillin* and *MEIACT* and selective ROCK2 inhibitor, *REZUROCK* launched in May 2024
- Operating profit
  - Sales volume growth of mainstay drugs and generic drug sales subsidiary contributed to substantial profit increase

### ■ Overseas pharmaceuticals

(JPY bn)	FY2024 Q1-Q3 Results	YoY Change
Net sales	49.2	+15.7% +6.6
Operating profit	5.2	+9.7% +0.4

- Net sales
  - Increased due to the positive FX impact and favorable performance of a subsidiary in Thailand and CMO/CDMO business operated by a subsidiary in India
- Operating profit
  - Increased due to higher sales volume of mainstay products and higher sales at overseas subsidiaries, offsetting increase in R&D expenses

## Pharmaceutical: Q1-Q3 FY2024 Results by Business

### ■ Vaccines and Veterinary drugs

(JPY bn)	FY2024 Q1-Q3 Results	YoY Change
Net sales	37.7	+11.6% +3.9
Operating profit	-2.5	— -7.2

- Net sales
  - Shipment volume for influenza vaccine drastically increased
- Operating profit
  - Posted loss due to increase in inventory writedowns

## Pharmaceutical: Net sales by Category in Japan

(JPY bn)

	FY2023 Q1-Q3 Results	FY2024 Q1-Q3 Results	vs. FY2024 Plan		FY2024 Plan (Rev. Nov)	YoY Change
			YoY Change			
Infectious Diseases *1	31.7	36.2	+14.3% +4.5	77.4%	46.8	+9.7% +4.1
Immune System* 1	13.3	17.8	+34.1% +4.5	69.3%	25.7	+27.9% +5.6
CNS*1	17.2	17.2	-0.3% -0.0	75.3%	22.8	+2.6% +0.5
Generic drugs*2	15.3	15.7	+2.2% +0.3	73.8%	21.2	+5.8% +1.1
Human Vaccine	25.8	30.1	+16.6% +4.2	61.8%	48.8	+47.6% +15.7

## Pharmaceutical: Analysis of Operating Profit – Q1-Q3 FY2024

(JPY bn)	Pharma Total	Domestic pharmaceuticals (Japan)	Overseas pharmaceuticals	Vaccine/Veterinary drugs
Q1-Q3 Operating profit – FY2023	<b>22.8</b>	<b>13.2</b>	<b>4.8</b>	<b>4.7</b>
Due to increased/decreased sales	<b>+4.7</b>	+0.9	+0.7	+3.1
Impact of drug price revision	<b>+1.4</b>	+1.4	–	–
Changes in COGS	<b>+0.5</b>	+0.6	-0.1	-0.0
Changes in other SG&A expenses	<b>-12.1</b>	-1.0	-1.1	-9.9
<i>Changes in marketing expenses</i>	<b>-0.7</b>	+0.1	-0.0	-0.7
<i>Changes in other expenses (R&amp;D expenses)</i>	<b>-11.4 (-2.5)</b>	-1.1	-1.1	-9.2
Other (incl. changes in results of subsidiaries)	<b>+3.0</b>	+2.4	+1.0	-0.4
Q1-Q3 Operating profit – FY2024	<b>20.3</b>	<b>17.5</b>	<b>5.2</b>	<b>-2.5</b>

## Pharmaceutical: Analysis of Operating Profit – FY2024 Plan \*Revised

(JPY bn)	Pharma Total	Domestic pharmaceuticals (Japan)	Overseas pharmaceuticals	Vaccine/Veterinary drugs
Op. profit – FY2023	<b>22.7</b>	<b>15.8</b>	<b>4.9</b>	<b>1.9</b>
Due to increased/decreased sales	<b>+6.1</b>	+2.8	+0.1	+3.2
Impact of drug price revision	<b>+1.5</b>	+1.5	—	—
Changes in COGS	<b>+0.8</b>	+0.9	-0.0	-0.0
Changes in other SG&A expenses	<b>-13.0</b>	-0.7	-2.4	-10.0
<i>Changes in marketing expenses</i>	<b>+0.3</b>	+0.1	-0.2	+0.4
<i>Changes in other expenses (R&amp;D expenses)</i>	<b>-13.3 (-3.4)</b>	-0.8	-2.2	-10.4
Other (incl. changes in results of subsidiaries)	<b>+6.9</b>	+3.1	+0.1	+3.7
Op. profit – FY2024 (Rev. Feb)	<b>25.0</b>	<b>23.4</b>	<b>2.7</b>	<b>-1.2</b>

## Pharmaceutical: R&D Pipeline - 1

	Code No. (Generic Name)	Efficacy Classification	Target Disease	Stage
Infectious disease	OP0595* (Nacubactam)	β-lactamase inhibitor	Infections caused by carbapenem-resistant bacteria	Phase III (Japan, Overseas)**
Immune system	KD-380	Human plasma-derived products	Induction and maintenance therapy for patients with chronic inflammatory demyelinating polyneuropathy (CIDP) and multifocal motor neuropathy (MMN)	Phase III (Japan)
	KD-416*	Human plasma-derived products	Suppression of bleeding tendency in blood coagulation factor X deficiency	Phase III (Japan)
New fields	ME3208 (Belumosudil)	ROCK2 inhibitor	Chronic Graft Versus Host Disease	Launched (Japan, South Korea), Product name: REZUROCK Tablets (Japan: Launched on May 22, 2024, South Korea: Launched in November 2024) Filed (Taiwan, Thailand)
	DMB-3115	Biosimilar	Plaque psoriasis/Psoriaticarthritis/Crohn's disease /Ulcerative colitis	Approved (The U.S., EU) Filed (Overseas) Phase I (Japan)
	HBI-8000 (Tucidinostat)	Histone deacetylase(HDAC) inhibitor	Unresectable or metastatic melanoma	Phase III (Japan, Overseas)**
	ME3183*	Selective PDE4 inhibitor	Psoriasis	Phase II (Overseas)
	HBI-8000 (Tucidinostat)	Histone deacetylase (HDAC) inhibitor	Relapsed or refractory Bcell non-Hodgkin's lymphoma	Phase Ib / II (Japan) **

## Pharmaceutical: R&D Pipeline - 2

	Code No. (Generic Name)	Efficacy Classification	Target Disease	Stage
Vaccine	KD-370	Vaccine	Pentavalent vaccine against diphtheria, tetanus, pertussis, poliovirus, and Haemophilus influenza type b (Five-in-one combination vaccine)	Launched (Japan) Product name: Quintovac Aqueous Suspension injection (Launched on March 14, 2024)
	KOSTAIVE	Vaccine	Self-amplifying mRNA vaccine against COVID -19 (18 years old or older)	Launched (Japan) - Received approval for partial amendment to manufacturing and marketing approval on Sep 13, 2024 (Omicron strain JN.1)
	KOSTAIVE	Vaccine	Self-amplifying mRNA vaccine against COVID -19 (12 years old or older, Omicron strain JN.1)	Phase III (Japan)
	KD-414	Vaccine	Inactivated vaccine against COVID -19 (Adults, Original strain)	Phase III (18-40 yrs old, Japan)**
	KD-414	Vaccine	Inactivated vaccine against COVID -19 (Pediatric, Original strain)	Phase III (6 month- 11 yrs old, Japan)
	KD-414	Vaccine	Inactivated vaccine against COVID -19 (Pediatric, Omicron strain)	Phase III (6 month- 12 yrs old, Japan)
	KD2-396	Vaccine	Hexavalent vaccine against diphtheria, tetanus, pertussis, poliovirus, Haemophilus influenza type b, and Hepatitis B virus (Six -in-one combination vaccine)	Phase II (Japan)
	KD-382	Vaccine	Quadrivalent vaccine against dengue fever	Phase I (Overseas)

## Pharmaceutical: R&D Pipeline - 3

	Code No.	Efficacy Classification	Stage
Veterinary Drugs	ME4137	Injectable antibacterial drug for cattle	Launched (Japan) Product name: FORCYL (Launched on May 27, 2024)
	ME4137	Injectable antibacterial drug for swine	Launched (Japan) Product name: FORCYL S (Launched on January 6, 2025)
	KD-412*	Vaccine for cattle	Approved (Japan)
	MD-22-3002	Anti-inflammatory drug for cattle, swine and horse	Filed (Japan)
	ME4305*	Antibacterial drug for cattle	Under development
	MD-22-1001-1	Injectable antibacterial drug for cattle	Under development
	ME4406*	Feed Additive	Under development

\*Discovered in-house

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