



**Consolidated Financial Results**  
**for the First Quarter of the Fiscal Year Ending March 31, 2017**  
**[Based on Japanese GAAP]**

August 3, 2016

Name of Listed Company: Meiji Holdings Co., Ltd.      Listed exchange: 1st Section, Tokyo Stock Exchange  
Code Number: 2269      URL: [www.meiji.com](http://www.meiji.com)  
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Submission of quarterly report: August 9, 2016

Dividend payment commencement: -

Preparation of explanatory materials for quarterly financial results: Yes

Holding of a briefing on quarterly financial results: None

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

**1. Consolidated Financial Results for the First Three Months of the Fiscal Year Ending March 31, 2017**

**(April 1, 2016 to June 30, 2016)**

(1) Consolidated operating results

(% of change from the previous fiscal year)

|                          | Net Sales       |     | Operating Income |      | Ordinary Income |      | Net income attributable to shareholders of parent company |       |
|--------------------------|-----------------|-----|------------------|------|-----------------|------|---|-------|
|                          | Millions of yen | %   | Millions of yen  | %    | Millions of yen | %    | Millions of yen   | %     |
| First three months ended |                 |     |                  |      |                 |      |   |       |
| June 30, 2016            | 301,075         | 2.7 | 22,039           | 30.6 | 21,845          | 25.1 | 16,685  | -25.0 |
| June 30, 2015            | 293,188         | 7.1 | 16,871           | 57.1 | 17,467          | 55.7 | 22,240  | 201.3 |

(Note) Comprehensive income: First three months ended June 30, 2016: 10,431 million yen (-56.3%)  
First three months ended June 30, 2015: 23,857 million yen (164.4%)

|                          | Net Income per Share | Diluted Net Income per Share |
|--------------------------|----------------------|------------------------------|
|                          | Yen                  | Yen                          |
| First three months ended |                      |                              |
| June 30, 2016            | 113.34               | —                            |
| June 30, 2015            | 151.05               | —                            |

\* The Company conducted a two-for-one stock split on October 1, 2015. The indicated per-share net income amounts for FYE March 2015 and FYE March 2016 reflect this stock split.

(2) Consolidated financial position

|                      | Total Assets    | Net Assets      | Equity Ratio | Net Assets per Share |
|----------------------|-----------------|-----------------|--------------|----------------------|
|                      | Millions of yen | Millions of yen | %            | Yen                  |
| As of June 30, 2016  | 837,555         | 419,303         | 49.1         | 2,792.02             |
| As of March 31, 2016 | 856,115         | 419,152         | 47.8         | 2,777.28             |

(Reference) Shareholders' equity: As of June 30, 2016: 411,041 million yen  
As of March 31, 2016: 408,874 million yen

Disclaimer: These financial statements have been prepared in accordance with generally accepted accounting principles in Japan.

This English translation is prepared for the reader's convenience. When there are any discrepancies between the original Japanese version and English translation version, the original Japanese version always prevails.

## 2. Dividends

|                               | Cash Dividends Per Share |       |     |                    |        |
|-------------------------------|--------------------------|-------|-----|--------------------|--------|
|                               | 1Q                       | 2Q    | 3Q  | Financial year end | Annual |
| Fiscal year ended (or ending) | Yen                      | Yen   | Yen | Yen                | Yen    |
| March 31, 2016                | —                        | 55.00 | —   | 62.50              | —      |
| March 31, 2017                | —                        |       |     |                    |        |
| March 31, 2017<br>(Projected) |                          | 45.00 | —   | 45.00              | 90.00  |

(Note) Amendment to projected dividends recently announced: No

\* The Company conducted a two-for-one stock split on October 1, 2015. The indicated per-share dividend amount for the second quarter of FYE March 2016 does not reflect this stock split.

## 3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2017

(April 1, 2016 to March 31, 2017)

(% of change from the previous fiscal year)

|           | Net Sales       |     | Operating Income |      | Ordinary Income |      | Net Income attributable to shareholders of parent company |       | Net Income per Share |
|-----------|-----------------|-----|------------------|------|-----------------|------|---|-------|----------------------|
|           | Millions of yen | %   | Millions of yen  | %    | Millions of yen | %    | Millions of yen   | %     | Yen                  |
| 1st half  | 606,000         | 2.3 | 32,500           | -2.7 | 32,500          | -8.6 | 23,500  | -29.1 | 159.62               |
| Full year | 1,251,000       | 2.2 | 74,500           | -4.2 | 74,200          | -9.3 | 50,000  | -20.1 | 339.63               |

(Note) Amendment to forecasts of consolidated financial results recently announced: No

### \*Notes

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

(Changes in subsidiaries affecting the scope of consolidation): None

(2) Application of specific accounting treatments in the preparation of quarterly consolidated financial statements: Yes

(Note) For details, refer to page 4 of “2. Summary Information (Notes) (3) Adoption of Special Accounting Methods for Preparation of Quarterly Consolidated Financial Statements.”

(3) Changes in accounting policy, changes in accounting estimates, restatements

1. Changes in accounting policy due to revisions of accounting standards: Yes

2. Other changes in accounting policy: None

3. Changes in accounting estimates: Yes

4. Restatements: None

(Note) For details, refer to page 4 of “2. Summary Information (Notes) (4) Changes in Accounting Policy, Changes in Accounting Estimates, and Retrospective Restatements.”

(4) Number of shares outstanding (common stock)

|   |                     |                    |                     |                    |
|---|---------------------|--------------------|---------------------|--------------------|
| 1. Number of shares outstanding at end of period (including treasury stock) | As of Jun. 30, 2016 | 152,683,400 shares | As of Mar. 31, 2016 | 152,683,400 shares |
| 2. Number of treasury stock at end of period                                | As of Jun. 30, 2016 | 5,463,346 shares   | As of Mar. 31, 2016 | 5,462,223 shares   |
| 3. Average number of shares during period                                   | As of Jun. 30, 2016 | 147,220,506 shares | As of Jun. 30, 2015 | 147,235,044 shares |

\* The Company conducted a two-for-one stock split on October 1, 2015. The indicated number of shares outstanding (common stock) reflects this stock split.

\* Indication regarding the implementation of financial review procedures

This financial results report is not subject to the review procedures prescribed by the Financial Instruments and Exchange Act. At the time of the disclosure of this financial results report, the review procedures prescribed by the Financial Instruments and Exchange Act had not been completed.

\* 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 4 of “1. Qualitative Information, (3) Explanation Concerning Forecasts for Consolidated Earnings

(Explanatory material for financial results)

Explanatory materials for financial results are disclosed through TDnet together with these financial statements. This information also is posted on our website on the same day.

## 1. Qualitative Information

### (1) Explanation Concerning Operating Results

(Millions of yen)

| First Three Months ended | Net Sales | Operating Income | Ordinary Income | Net income attributable to shareholders of parent company | Net Income per Share (Yen) |
|--------------------------|-----------|------------------|-----------------|---|----------------------------|
| June 30, 2016            | 301,075   | 22,039           | 21,845          | 16,685  | 113.34                     |
| June 30, 2015            | 293,188   | 16,871           | 17,467          | 22,240  | 151.05                     |
| % of YoY Change          | 2.7       | 30.6             | 25.1            | -25.0   | —                          |

The Japanese economy during the first three months of FYE March 2017 (April 1, 2016 to June 30, 2016) saw improvement in the employment environment. However, the future outlook for economic conditions is becoming more severe as stock and currency market instability and overseas economic slowdown have led to pessimism among businesses and consumers.

Amid such conditions, the Meiji Group entered the second year of STEP UP 17, the Group's Medium-Term Business Plan. Based on our core policy of accelerating growth and achieving further improvement in profitability, we promote our growth strategy aimed at increasing corporate value. These initiatives include strengthening priority businesses and taking on the challenge of future growth, improving profitability to withstand harsh economic environments, pursuing global expansion, and evolving our management system.

In the food segment, amid an uncertain economic trends and the consumer environment, we continue selection and concentration strategy and structural reforms based on the core themes outlined in STEP UP 17 in order to achieve stable growth.

In the pharmaceuticals segment, there are concerns that NHI drug price revisions will have a significant impact on our earnings. Amid such conditions, in addition to our core domains of infectious disease drugs and central nervous system agents, and our lineup of generic drugs, we enhance activities to promote new drugs while also continuing to promote cost reductions in order to secure profits.

These factors resulted in net sales of 301,075 million yen (up 2.7%, year on year), operating income of 22,039 million yen (up 30.6%, year on year), ordinary income of 21,845 million yen (up 25.1%, year on year) during the first three month of FYE March 2017. Net income attributable to shareholders of parent company was 16,685 million yen (down 25.0%, year on year). This reflects the reverse effect of having recorded extraordinary income from gains on sales related to the transfer of fixed assets during the same quarter of the previous year.

Below is an overview by segment.

(Millions of yen)

|                  | Reporting Segments |                 |         | Adjustments | Amount Presented in Consolidated Statements of Income |
|------------------|--------------------|-----------------|---------|-------------|---|
|                  | Food               | Pharmaceuticals | Total   |             |   |
| Net Sales        | 267,676            | 33,716          | 301,392 | -317        | 301,075   |
| Operating Income | 22,011             | 16              | 22,027  | 12          | 22,039  |

## (i) Food segment

(Millions of yen)

|                  | First three months<br>of FYE March 2016<br>(from Apr. 1, 2015 to Jun.30, 2015) | First three months<br>of FYE March 2017<br>(from Apr. 1, 2016 to Jun.30, 2016) | % of YoY Change |
|------------------|--|--|-----------------|
| Net Sales        | 255,768  | 267,676  | 4.7             |
| Operating Income | 14,352   | 22,011   | 53.4            |

Net sales increased year on year. Net sales of the fresh and fermented dairy business, confectionery business, nutrition business, and other business increased year on year. Net sales of processed food business decreased year on year due to SKU reduction.

Operating income increased significantly year on year. In addition to expanding sales of mainstay products, we worked to improve our product mix, optimize production, and conducted other initiatives related to structural reforms and efficient budget allocation.

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

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

- Net sales of functional yogurt increased significantly year on year. Net sales of *Meiji Probio Yogurt R-1* and *Meiji Probio Yogurt LG21* increased significantly thanks to aggressive advertising campaigns and efforts to create more appealing storefront displays.
- Net sales of *Meiji Bulgaria Yogurt* increased significantly year on year. Net sales of our mainstay Plain yogurt drove overall brand sales thanks to strengthened aggressive advertising campaigns and promoted consumption opportunities resulting from the diversification of eating styles.
- Net sales of drinking milk decreased year on year. Net sales of our mainstay product *Meiji Oishii Gyunyu* increased year on year due to the continuous efforts to promote the product as an ingredient for cooking.

■ Processed Food business (Cheese, butter and margarine, cream, ice cream, frozen food, etc.)

- Net sales of cheese increased significantly year on year due to the favorable sales of both natural and processed cheese. *Meiji Hokkaido Tokachi* series increased year on year thanks to the strong growth of camembert cheese. Net sales of *Meiji Saite Oishii Mozzarella*, released in March 2016, also grew significantly.
- Net sales of margarine significantly decreased year on year due to the market decline.
- Net sales of ice cream were largely unchanged year on year thanks to firm sales of our mainstay *Meiji Essel Super Cup*.
- Net sales of frozen food decreased year on year. Gratin increased significantly year on year thanks to contributions from new products but net sales of pizza decreased year on year.

■ Confectionery business (Chocolate, gummy, chewing gum, etc.)

- Net sales of chocolate increased year on year. Net sales of the *Chocolate Kouka* series and other health-conscious chocolates significantly increased year on year. This was the result of increased interest in cocoa polyphenols and cocoa protein, in addition to expanded media exposure.
- Net sales of gummy products significantly increased year on year. Our mainstay brand *Kaju Gummy* and *Poifull* grew significantly.
- Net sales of chewing gum increased year on year amid continuing market decline.

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

- Net sales of sports nutrition increased significantly year on year. Net sales of *SAVAS* increased significantly year on year. This was thanks to the benefits of promotional activities targeting athletes who demand performance and we captured more of the market for new protein users whose interests revolve around building a healthy body.
- In the beauty supplement, net sales of *Amino Collagen* decreased significantly year on year due to decreased inbound demand.
- Net sales of infant formula increased significantly year on year due to the continuous inbound demand.
- Net sales of enteral formula increased significantly year on year. In particular, net sales of *Meiji Mei Balance Mini-cup* for the consumer market increased significantly thanks to efforts to create more appealing storefront displays and enhanced promotional activities.

■ Other business (International, food stuffs, livestock products, sugar and corn sweeteners, transportation, etc.)

International

- Among exports, net sales of infant formula to Taiwan and Pakistan increased significantly year on year. Also, in June 2016 we resumed sales of infant formula for the Vietnam market.
- Net sales in each business in China increased significantly year on year. In the confectionery business, sales of chocolate for wedding gift and export to Southeast Asia both grew. The drinking milk and yogurt business expanded its sales area and increased the number of stores handling commercial products for professional use. The ice cream business strengthened marketing strategies.
- Net sales in the U.S.A. increased year on year due to favorable growth of *Hello Panda*.

Others

- Net sales at domestic subsidiaries increased year on year due to expansion of the distribution business.

(ii) Pharmaceuticals segment

(Millions of yen)

|                  | First three months<br>of FYE March 2016<br>(from Apr. 1, 2015 to Jun.30, 2015) | For the Fiscal year ended<br>March 31, 2017<br>(from Apr. 1, 2016 to Jun.30, 2016) | % of YoY Change |
|------------------|--|--|-----------------|
| Net Sales        | 37,687   | 33,716   | -10.5           |
| Operating Income | 2,583  | 16   | -99.4           |

Net sales decreased significantly year on year. Net sales of domestic ethical pharmaceuticals business decreased year on year due to the impact of NHI drug price revisions. Net sales in the agricultural chemicals and veterinary drugs business decreased significantly year on year.

Operating income decreased significantly year on year due to declines in revenue from each business.

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

■ Ethical Pharmaceuticals

Japan

- Net sales of the antibacterial drug *MEIACT* and *ORAPENAM* decline significantly year on year.
- Net sales of the antidepressant drug *REFLEX* increased significantly year on year due to aggressive promotional activities by medical representatives. The schizophrenia drug *SYCREST* launched in May 2016.
- Net sales of generic drugs decreased year on year. The antibacterial drug *TAZOPIPE Combination for I.V. Infusion Meiji* launched in December 2015 performed favorably. Our mainstay calcium channel blocker, *AMLODIPINE Tablets Meiji* and *DONEPEZIL Meiji*, a drug for Alzheimer's disease decreased significantly year on year.

International

- Among exports, net sales of our mainstay *MEIACT* decreased significantly year on year due to the impact of foreign exchange rates.
- Among international subsidiaries, businesses in Indonesia and Thailand performed favorably.

■ Agricultural chemicals and veterinary drugs

- Net sales of agricultural chemicals decreased significantly year on year. Sales of herbicide *ZAXA* increased year on year. Sales of rice blast preventative *ORYZEMATE* decreased year on year.
- Net sales of veterinary drugs decreased year on year. Net sales of marine chemicals increased significantly year on year. Net sales of livestock drugs decreased year on year, and drugs for companion animals decreased significantly year on year.

## (2) Explanation Concerning Financial Status

### [Assets]

For the three months of FYE March 2017, total assets decreased year by year by 18,560 million to 837,555 million yen. Although construction in progress increased by 4,380 million yen, cash and deposit, notes and accounts receivable, and investment securities decreased by 9,525 million yen, 10,222 million yen, and 3,022 million yen respectively.

### [Liabilities]

For the three months of FYE March 2017, total liabilities decreased year by year by 18,711 million to 418,251 million yen. Although notes and accounts payable and short-term bank loans increased by 2,545 million yen and 9,910 million yen, respectively, income taxes payable, accrued bonuses for employees, and other current liabilities decreased by 16,147 million yen, 4,862 million yen, and 9,000 million yen, respectively.

### [Net Assets]

For the three months of FYE March 2017, total net assets increased year by year by 151 million to 419,303 million yen. Although net unrealized holding gain or losses on securities and foreign currency translation adjustment decreased by 2,218 million yen and 4,705 million yen, respectively, retained earnings increased by 7,510 million yen.

Our equity ratio increased from 47.8% as of the previous consolidated accounting period to 49.1%.

## (3) Explanation Concerning Forecasts for Consolidated Earnings

There are no changes to the consolidated earnings forecast in the “Consolidate Financial Results for the Fiscal Year Ended March 31, 2016” released on May 11, 2016.

## 2. Summary Information (Notes)

### (1) Transfer of Significant Subsidiaries during the Current Quarter under Review

Not applicable.

### (2) Changes in scope of consolidation or changes in the scope of application of the equity method

As of the first three months of FYE March 2017, Shikoku Meiji Dairy Products Co., Ltd., which was a consolidated subsidiary of Meiji Co., Ltd., merged with Shikoku Meiji Co., Ltd. The former Shikoku Meiji Dairy Products Co., Ltd. remains as the surviving company and its name changed to Shikoku Meiji Co., Ltd. As a result, the former Shikoku Meiji Co., Ltd. was eliminated and removed from the scope of consolidation.

As of the first three months of FYE March 2017, Shantou Meiji Pharmaceuticals Co., Ltd. and Guangdong Meiji Pharmaceutical Co., Ltd. were added to the scope of consolidation due to their increased importance.

### (3) Adoption of Special Accounting Methods for Preparation of Quarterly Consolidated Financial Statements

Tax expenses are calculated by rationally estimating the effective tax rate after application of tax effect accounting to income before income taxes for the consolidated fiscal year, which includes the current quarter under review, then multiplying income before income taxes by the estimated effective tax rate.

Income taxes-deferred are shown included in income taxes.

### (4) Changes in Accounting Policy, Changes in Accounting Estimates, and Retrospective Restatements

#### Changes in Accounting Policy

##### (Practical Solution Concerning Changes in Depreciation Methods Subsequent to FY2016 Tax Revisions)

Incidental to revisions to the Corporation Tax Act, Meiji Holdings and certain domestic consolidated subsidiaries applied “Practical Solution Concerning Changes in Depreciation Methods Subsequent to FY2016 Tax Revisions” (Practical Issues Task Force No. 32, June 17, 2016) beginning from the first three months of FYE March 2017. As a result, the depreciation method for buildings and accompanying facilities and structures acquired after April 1, 2016 was switched from the declining balance method to the straight line method.

The impact of this change on quarterly consolidated financial statements for the first three months of FYE March 2017 is minor.

#### Change in Accounting Estimates

(Change in service life years)

During the fiscal year ended March 2017, the future service life was reduced for buildings (including accompanying facilities) and structures held by Meiji Co., Ltd. with no expected use as a result of the relocation of its headquarters and research centers.

As a result of the change, compared to previous methods, operating income, ordinary income, and income before income taxes and minority interests declined by 390 million yen, respectively.

#### (5) Additional information

(Application of guidance concerning the recoverability of deferred tax assets)

“ASBJ Guidance Concerning the Recoverability of Deferred Tax Assets” (ASBJ Guidance No. 26, March 28, 2016) are applied from the first three months of FYE March 2017.

### 3. Quarterly Consolidated Financial Statements

#### (1) Quarterly Consolidated Balance Sheets

(Millions of yen)

|  | As of March 31, 2016 | As of June 30, 2016 |
|--|----------------------|---------------------|
| <b>ASSETS</b>                            |                      |                     |
| Current assets                           |                      |                     |
| Cash and deposits                        | 31,883               | 22,358              |
| Notes and accounts receivable            | 181,493              | 171,271             |
| Goods and products                       | 80,729               | 82,542              |
| Work in process                          | 3,365                | 4,964               |
| Raw materials and supplies               | 39,509               | 41,531              |
| Others                                   | 26,361               | 27,934              |
| Allowance for doubtful accounts          | -423                 | -384                |
| Total current assets                     | 362,919              | 350,217             |
| Fixed assets                             |                      |                     |
| Property, plants and equipment           |                      |                     |
| Buildings and structures                 | 292,439              | 292,515             |
| Less accumulated depreciation            | -166,333             | -167,886            |
| Buildings and structures (net)           | 126,106              | 124,629             |
| Machinery and equipment                  | 495,891              | 495,297             |
| Less accumulated depreciation            | -367,186             | -369,155            |
| Machinery and equipment (net)            | 128,705              | 126,141             |
| Tools and furniture                      | 52,076               | 52,205              |
| Less accumulated depreciation            | -43,161              | -43,219             |
| Tools and furniture (net)                | 8,915                | 8,985               |
| Land                                     | 72,837               | 72,232              |
| Lease assets                             | 4,833                | 4,695               |
| Less accumulated depreciation            | -3,605               | -3,619              |
| Lease assets (net)                       | 1,228                | 1,076               |
| Construction in progress                 | 11,522               | 15,903              |
| Total property, plants and equipment     | 349,314              | 348,968             |
| Intangible assets                        |                      |                     |
| Goodwill                                 | 14,560               | 12,918              |
| Other                                    | 14,539               | 13,380              |
| Total intangible assets                  | 29,100               | 26,298              |
| Investments and other fixed assets       |                      |                     |
| Investment securities                    | 80,234               | 77,212              |
| Other                                    | 34,729               | 35,011              |
| Allowance for doubtful accounts          | -183                 | -153                |
| Total investments and other fixed assets | 114,781              | 112,070             |
| Total fixed assets                       | 493,196              | 487,337             |
| Total assets                             | 856,115              | 837,555             |

(Millions of yen)

|  | As of March 31, 2016 | As of June 30, 2016 |
|--|----------------------|---------------------|
| <b>LIABILITIES</b>                                   |                      |                     |
| Current liabilities                                  |                      |                     |
| Notes and accounts payable                           | 104,006              | 106,551             |
| Short-term bank loans                                | 29,831               | 39,742              |
| Current portion of bonds                             | 20,000               | 20,000              |
| Income taxes payable                                 | 25,090               | 8,943               |
| Accrued bonuses for employees                        | 10,233               | 5,370               |
| Allowance for sales returns                          | 207                  | 125                 |
| Allowance for sales rebates                          | 1,892                | 1,851               |
| Other current liabilities                            | 85,434               | 76,434              |
| Total current liabilities                            | 276,696              | 259,020             |
| Long-term liabilities                                |                      |                     |
| Bonds  | 30,000               | 30,000              |
| Long-term debt                                       | 67,997               | 67,461              |
| Reserve for directors' retirement benefits           | 161                  | 136                 |
| Retirement benefit liabilities                       | 49,029               | 49,125              |
| Other long-term liabilities                          | 13,077               | 12,507              |
| Total long-term liabilities                          | 160,266              | 159,230             |
| Total liabilities                                    | 436,963              | 418,251             |
| <b>NET ASSETS</b>                                    |                      |                     |
| Shareholders' equity                                 |                      |                     |
| Common stock   | 30,000               | 30,000              |
| Capital surplus                                      | 98,502               | 99,596              |
| Retained earnings                                    | 277,869              | 285,380             |
| Treasury stock, at cost                              | -9,727               | -9,737              |
| Total shareholders' equity                           | 396,645              | 405,239             |
| Accumulated other comprehensive income               |                      |                     |
| Net unrealized holding gains or losses on securities | 26,417               | 24,198              |
| Deferred gains or losses on hedges                   | 8                    | -201                |
| Foreign currency translation adjustments             | 3,137                | -1,567              |
| Adjusted cumulative of retirement benefits           | -17,334              | -16,626             |
| Total accumulated other comprehensive income         | 12,229               | 5,802               |
| Minority interests                                   | 10,278               | 8,262               |
| Total net assets                                     | 419,152              | 419,303             |
| Total liabilities and net assets                     | 856,115              | 837,555             |

(2) Quarterly Consolidated Statements of Income and Consolidated Statements of Comprehensive Income  
(Quarterly Consolidated Statements of Income)  
(For the First Three Months Ended June 30, 2016)

(Millions of yen)

|   | First three months<br>of FYE March 2016<br>(from Apr. 1, 2015 to Jun.30, 2015) | First three months<br>of FYE March 2017<br>(from Apr. 1, 2016 to Jun.30, 2016) |
|---|--|--|
| Net sales   | 293,188  | 301,075  |
| Cost of sales   | 188,533  | 191,278  |
| Gross profit  | 104,655  | 109,796  |
| Selling, general and administrative expenses                          | 87,784   | 87,756   |
| Operating income  | 16,871   | 22,039   |
| Non-operating income  |  |  |
| Interest income   | 31   | 28   |
| Dividend income   | 577  | 578  |
| Rent income on fixed assets   | 144  | 35   |
| Equity in income of affiliates  | 75   | 28   |
| Other   | 278  | 235  |
| Total non-operating income  | 1,105  | 906  |
| Non-operating expenses  |  |  |
| Interest expenses   | 259  | 211  |
| Foreign exchange losses   | 38   | 664  |
| Rent cost of real estate  | 65   | 15   |
| Other   | 145  | 209  |
| Total non-operating expenses  | 508  | 1,100  |
| Ordinary income   | 17,467   | 21,845   |
| Extraordinary income  |  |  |
| Gain on sale of property, plants and equipment                        | 17,657   | 5,062  |
| Other   | 48   | 227  |
| Total extraordinary income  | 17,705   | 5,289  |
| Extraordinary losses  |  |  |
| Loss on disposal of property, plants and equipment                    | 466  | 364  |
| Impairment loss   | 829  | –  |
| Other   | 280  | 44   |
| Total extraordinary losses  | 1,576  | 408  |
| Income before income taxes  | 33,597   | 26,726   |
| Income taxes-total  | 11,152   | 9,772  |
| Net income  | 22,444   | 16,953   |
| Net income or net losses attributable to non-controlling shareholders | 204  | 267  |
| Net income attributable to shareholders of parent company             | 22,240   | 16,685   |

(Quarterly Consolidated Statements of Comprehensive Income)  
(For the First Three Months Ended June 30, 2016)

(Millions of yen)

|   | First three months<br>of FYE March 2016<br><small>(from Apr. 1, 2015 to Jun.30, 2015)</small> | First three months<br>of FYE March 2017<br><small>(from Apr. 1, 2016 to Jun.30, 2016)</small> |
|---|---|---|
| Net income  | 22,444  | 16,953  |
| Other comprehensive income  |   |   |
| Net unrealized holding gains or losses on securities                | 1,232   | -2,213  |
| Deferred gains or losses on hedges                                  | -6  | -215  |
| Foreign currency translation adjustments                            | -467  | -4,520  |
| Adjustments related to retirement benefits                          | 632   | 707   |
| Equity in affiliates accounted for by equity method                 | 21  | -280  |
| Total other comprehensive income                                    | 1,412   | -6,521  |
| Comprehensive income  | 23,857  | 10,431  |
| (Breakdown)   |   |   |
| Comprehensive income attributable to shareholders of parent company | 23,754  | 10,259  |
| Comprehensive income attributable to minority shareholders          | 103   | 172   |

(3) 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.

(Segment Information, etc.)

Segment Information

I. The First Three Months of the Previous Consolidated Fiscal Year (April 1, 2015 to June 30, 2015)

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

(Millions of yen)

|                                       | Reporting Segments |                 | Total   | Adjustments<br>(Note 1) | Amount<br>Presented in<br>Statements of<br>Income<br>(Note 2) |
|---------------------------------------|--------------------|-----------------|---------|-------------------------|---|
|                                       | Food               | Pharmaceuticals |         |                         |   |
| Net Sales                             |                    |                 |         |                         |   |
| (1) Sales to Outside Customers        | 255,660            | 37,528          | 293,188 | –                       | 293,188   |
| (2) Inter-segment Sales and Transfers | 108                | 159             | 268     | -268                    | –   |
| Total                                 | 255,768            | 37,687          | 293,456 | -268                    | 293,188   |
| Income by Segment                     | 14,352             | 2,583           | 16,935  | -64                     | 16,871  |

(Notes)

1. Details of Adjustments are as follows:

The segment income adjustment of a negative 64 million yen includes inter-segment eliminations of 14 million yen and a negative 78 million yen in corporate expenses that are not allocated to individual reporting segments. Corporate expenses mainly consist of administrative expenses for the Company (the holding company).

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

2. Information on impairment loss on fixed assets or good will, etc., for each reporting segment

(Significant impairment loss on fixed assets)

There was no significant impairment loss on fixed assets.

(Significant changes in the amount of goodwill)

There were no significant changes in the amount of goodwill.

(Significant gain on negative goodwill)

No significant negative goodwill was generated.

## II The First Three Months of the Consolidated Fiscal Year under Review (April 1, 2016 to June 30, 2016)

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

(Millions of yen)

|                                       | Reporting Segments |                 | Total   | Adjustments<br>(Note 1) | Amount<br>Presented in<br>Statements of<br>Income<br>(Note 2) |
|---------------------------------------|--------------------|-----------------|---------|-------------------------|---|
|                                       | Food               | Pharmaceuticals |         |                         |   |
| Net Sales                             |                    |                 |         |                         |   |
| (1) Sales to Outside Customers        | 267,596            | 33,478          | 301,075 | –                       | 301,075   |
| (2) Inter-segment Sales and Transfers | 79                 | 237             | 317     | -317                    | –   |
| Total                                 | 267,676            | 33,716          | 301,392 | -317                    | 301,075   |
| Income by Segment                     | 22,011             | 16              | 22,027  | 12                      | 22,039  |

(Notes)

1. Details of Adjustments are as follows:

The segment income adjustment of 12 million yen includes inter-segment eliminations of 53 million yen and a negative 41 million yen in corporate expenses that are not allocated to individual reporting segments. Corporate expenses mainly consist of administrative expenses for the Company (the holding company).

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

### 2. Information concerning changes in reporting segments, etc.

(Practical Solution Concerning Changes in Depreciation Methods Subsequent to FY2016 Tax Revisions)

As indicated in Changes in Accounting Policy, Incidental to revisions to the Corporation Tax Act, Meiji Holdings and certain domestic consolidated subsidiaries applied “Practical Solution Concerning Changes in Depreciation Methods Subsequent to FY2016 Tax Revisions” beginning from the first three months of FYE March 2017. As a result, the depreciation method for buildings and accompanying facilities and structures acquired after April 1, 2016 was switched from the declining balance method to the straight line method. The impact of this change on quarterly consolidated financial statements for the first three months of FYE March 2017 is minor.

(Change in service life years)

As indicated in Change in accounting estimates, during the fiscal year ended March 2017, the future service life was reduced for buildings (including accompanying facilities) and structures held by Meiji Co., Ltd. with no expected use as a result of the relocation of its headquarters and research center.

As a result of the change, compared to previous methods, segment income in the food segment declined by 390 million yen.

### 3. Information on impairment loss on fixed assets or good will, etc., for each reporting segment

(Significant impairment loss on fixed assets)

There was no significant impairment loss on fixed assets.

(Significant changes in the amount of goodwill)

There were no significant changes in the amount of goodwill.

(Significant gain on negative goodwill)

No significant negative goodwill was generated.

(Significant Subsequent Events)

Not applicable.

# Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2017

## - Supplementary Explanatory Data -

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# meiji

## Meiji Holdings Co., Ltd.

\*This document has been translated from the original Japanese as a guide for non-Japanese investors.

\*Unaudited figures are included in these materials for reference.

\*The forward-looking statements described in this document, such as business forecasts, are based on information available at the time of the release of this presentation and reasonable assumptions made by the Company, and do not represent a commitment from the Company that they will be achieved.

\*Unless otherwise stated, figures for plan indicated in these materials are fiscal year initial targets announced on May 11, 2016.

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

## 1. Consolidated Financial Results

### 1. Consolidated Operating Results

(Billions of yen)

| FYE March 2017                               | Q1         |                          | Q1-Q2      |             | Q1-Q3      |                                 | Full-year  |                    |
|--|------------|--------------------------|------------|-------------|------------|---------------------------------|------------|--------------------|
|  | YoY change | H1 plan achievement rate | YoY change | vs. H1 plan | YoY change | Full-year plan achievement rate | YoY change | vs. Full-year plan |
| Net sales                                    | 301.0      | +2.7                     | 49.7       |             |            |                                 |            |                    |
| Cost of sales                                | 191.2      | +1.5                     | —          |             |            |                                 |            |                    |
| Gross profit                                 | 109.7      | +4.9                     | —          |             |            |                                 |            |                    |
| Selling, general and administrative expenses | 87.7       | -0.0                     | —          |             |            |                                 |            |                    |
| Carriage and storage charges                 | 11.9       | +0.6                     | —          |             |            |                                 |            |                    |
| Sales promotion expenses                     | 32.3       | -2.6                     | —          |             |            |                                 |            |                    |
| Labor cost                                   | 19.5       | -0.3                     | —          |             |            |                                 |            |                    |
| Operating income                             | 22.0       | +30.6                    | 67.8       |             |            |                                 |            |                    |
| Ordinary income                              | 21.8       | +25.1                    | 67.2       |             |            |                                 |            |                    |
| Net income attributable to owners of parent  | 16.6       | -25.0                    | 71.0       |             |            |                                 |            |                    |

| Plan -- FYE March 2017 |            |            |            |           |            |
|------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)             | YoY change | H2 (Q3-Q4) | YoY change | Full-year | YoY change |
| 606.0                  | +2.3       | 645.0      | +2.1       | 1,251.0   | +2.2       |
| —                      | —          | —          | —          | —         | —          |
| —                      | —          | —          | —          | —         | —          |
| —                      | —          | —          | —          | —         | —          |
| —                      | —          | —          | —          | —         | —          |
| —                      | —          | —          | —          | —         | —          |
| 32.5                   | -2.7       | 42.0       | -5.4       | 74.5      | -4.2       |
| 32.5                   | -8.6       | 41.7       | -9.9       | 74.2      | -9.3       |
| 23.5                   | -29.1      | 26.5       | -10.0      | 50.0      | -20.1      |

| FYE March 2016                               | 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                                    | 293.1      | +7.1                     | 49.7       | +5.9        | +0.4       | 914.3                           | +5.2       | 75.7               |
| Cost of sales                                | 188.5      | +4.3                     | —          | +3.0        | —          | 584.4                           | +3.2       | —                  |
| Gross profit                                 | 104.6      | +12.7                    | —          | +11.5       | —          | 329.8                           | +9.1       | —                  |
| Selling, general and administrative expenses | 87.7       | +6.9                     | —          | +4.4        | —          | 270.5                           | +4.4       | —                  |
| Carriage and storage charges                 | 11.9       | +18.2                    | —          | +12.6       | —          | 35.6                            | +11.4      | —                  |
| Sales promotion expenses                     | 33.2       | +8.9                     | —          | +5.7        | —          | 104.0                           | +4.6       | —                  |
| Labor cost                                   | 19.5       | +3.1                     | —          | +3.0        | —          | 58.7                            | +3.4       | —                  |
| Operating income                             | 16.8       | +57.1                    | 62.5       | +76.0       | +23.7      | 59.2                            | +38.1      | 89.2               |
| Ordinary income                              | 17.4       | +55.7                    | 60.2       | +80.7       | +22.6      | 62.4                            | +38.7      | 90.5               |
| Net income attributable to owners of parent  | 22.2       | +201.3                   | 75.4       | +163.0      | +12.3      | 51.2                            | +73.2      | 95.7               |

| Results -- FYE March 2016 |            |            |            |           |            |
|---------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)                | YoY change | H2 (Q3-Q4) | YoY change | Full-year | YoY change |
| 592.3                     | +5.9       | 631.4      | +4.9       | 1,223.7   | +5.4       |
| 380.9                     | +3.0       | 397.2      | +2.4       | 778.1     | +2.7       |
| 211.3                     | +11.5      | 234.1      | +9.5       | 445.5     | +10.5      |
| 177.9                     | +4.4       | 189.7      | +4.7       | 367.7     | +4.5       |
| 24.1                      | +12.6      | 22.8       | +10.5      | 46.9      | +11.6      |
| 67.5                      | +5.7       | 74.8       | +6.7       | 142.4     | +6.2       |
| 39.0                      | +3.0       | 39.3       | +1.9       | 78.4      | +2.4       |
| 33.4                      | +76.0      | 44.3       | +36.3      | 77.7      | +50.9      |
| 35.5                      | +80.7      | 46.2       | +36.5      | 81.8      | +52.7      |
| 33.1                      | +163.0     | 29.4       | +61.0      | 62.5      | +102.6     |

## 2. Operating Results of Food Segment

(Billions of yen)

| FYE March 2017                               | 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                                    | 267.6      | +4.7                     | 50.6       |             |            |                                 |            |                    |
| Cost of sales                                | 174.9      | +2.3                     | —          |             |            |                                 |            |                    |
| Gross profit                                 | 92.6       | +9.3                     | —          |             |            |                                 |            |                    |
| Selling, general and administrative expenses | 70.6       | +0.3                     | —          |             |            |                                 |            |                    |
| Carriage and storage charges                 | 11.5       | +0.9                     | —          |             |            |                                 |            |                    |
| Sales promotion expenses                     | 28.6       | -2.4                     | —          |             |            |                                 |            |                    |
| Labor cost                                   | 13.8       | -0.6                     | —          |             |            |                                 |            |                    |
| Operating income                             | 22.0       | +53.4                    | 71.0       |             |            |                                 |            |                    |
| Ordinary income                              | 21.7       | +49.6                    | 69.6       |             |            |                                 |            |                    |
| Net income attributable to owners of parent  | 16.7       | +83.7                    | 72.7       |             |            |                                 |            |                    |

| Plan -- FYE March 2017 |            |            |            |           |            |
|------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)             | YoY change | H2 (Q3-Q4) | YoY change | Full-year | YoY change |
| 529.5                  | +2.4       | 543.5      | -0.1       | 1,073.0   | +1.1       |
| —                      | —          | —          | —          | —         | —          |
| —                      | —          | —          | —          | —         | —          |
| —                      | —          | —          | —          | —         | —          |
| —                      | —          | —          | —          | —         | —          |
| 31.0                   | +7.9       | 34.0       | -14.0      | 65.0      | -4.8       |
| 31.3                   | +2.2       | 34.1       | -16.0      | 65.4      | -8.1       |
| 23.0                   | +20.6      | 22.7       | -17.1      | 45.7      | -1.6       |

| FYE March 2016                               | 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                                    | 255.7      | +3.7                     | 49.7       |             | 795.9      | +3.2                            | 76.2       |                    |
| Cost of sales                                | 170.9      | +1.1                     | —          |             | 528.4      | +0.6                            | —          |                    |
| Gross profit                                 | 84.7       | +9.2                     | —          |             | 267.5      | +8.9                            | —          |                    |
| Selling, general and administrative expenses | 70.4       | +3.9                     | —          |             | 216.5      | +1.5                            | —          |                    |
| Carriage and storage charges                 | 11.4       | +18.0                    | —          |             | 34.3       | +11.2                           | —          |                    |
| Sales promotion expenses                     | 29.3       | +7.1                     | —          |             | 91.6       | +2.4                            | —          |                    |
| Labor cost                                   | 13.9       | +0.7                     | —          |             | 41.8       | +1.5                            | —          |                    |
| Operating income                             | 14.3       | +45.8                    | 58.1       |             | 50.9       | +57.5                           | 94.3       |                    |
| Ordinary income                              | 14.5       | +46.6                    | 54.6       |             | 53.0       | +58.9                           | 94.8       |                    |
| Net income attributable to owners of parent  | 9.0        | +40.3                    | 52.3       |             | 34.1       | +59.8                           | 97.0       |                    |

| Results -- FYE March 2016 |            |            |            |           |            |
|---------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)                | YoY change | H2 (Q3-Q4) | YoY change | Full-year | YoY change |
| 517.1                     | +2.7       | 544.2      | +5.0       | 1,061.3   | +3.9       |
| 345.6                     | +0.1       | 355.0      | +1.3       | 700.6     | +0.7       |
| 171.4                     | +8.4       | 189.2      | +12.7      | 360.7     | +10.6      |
| 142.7                     | +1.4       | 149.7      | +4.2       | 292.4     | +2.8       |
| 23.2                      | +12.5      | 21.9       | +11.0      | 45.1      | +11.8      |
| 59.5                      | +2.6       | 65.1       | +6.7       | 124.7     | +4.7       |
| 27.7                      | +0.8       | 28.0       | +0.7       | 55.7      | +0.8       |
| 28.7                      | +64.9      | 39.5       | +63.2      | 68.2      | +63.9      |
| 30.6                      | +72.7      | 40.5       | +57.4      | 71.2      | +63.6      |
| 19.0                      | +75.9      | 27.3       | +95.3      | 46.4      | +86.8      |

### 3. Operating Results of Pharmaceuticals Segment

(Billions of yen)

| FYE March 2017                               | 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                                    | 33.7       | %<br>-10.5               | %<br>43.6  | %           | %          | %                               | %          | %                  |
| Cost of sales                                | 16.5       | -6.5                     | —          |             |            |                                 |            |                    |
| Gross profit                                 | 17.1       | -14.1                    | —          |             |            |                                 |            |                    |
| Selling, general and administrative expenses | 17.1       | -1.4                     | —          |             |            |                                 |            |                    |
| Operating income                             | 0.0        | -99.4                    | 0.9        |             |            |                                 |            |                    |
| Ordinary income                              | -0.3       | —                        | —          |             |            |                                 |            |                    |
| Net income attributable to owners of parent  | -0.3       | —                        | —          |             |            |                                 |            |                    |

| Plan -- FYE March 2017 |            |            |            |           |            |
|------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)             | YoY change | H2 (Q3-Q4) | YoY change | Full-year | YoY change |
| 77.3                   | %<br>+1.5  | 102.5      | %<br>+16.0 | 179.8     | %<br>+9.3  |
| —                      | —          | —          | —          | —         | —          |
| —                      | —          | —          | —          | —         | —          |
| 1.8                    | -63.6      | 8.2        | +58.7      | 10.0      | -1.2       |
| 1.2                    | -74.7      | 7.6        | +27.2      | 8.8       | -18.0      |
| 0.3                    | -88.0      | 4.1        | +54.7      | 4.4       | -14.6      |

| FYE March 2016                               | Q1         |                          | Q1-Q2      |             | Q1-Q3      |                                 | Full-year  |                    |           |            |            |           |
|--|------------|--------------------------|------------|-------------|------------|---------------------------------|------------|--------------------|-----------|------------|------------|-----------|
|  | YoY change | H1 plan achievement rate | YoY change | vs. H1 plan | YoY change | Full-year plan achievement rate | YoY change | vs. Full-year plan |           |            |            |           |
| Net sales                                    | 37.6       | %<br>+38.4               | %<br>49.4  | %<br>76.1   | %<br>+34.1 | %<br>-0.1                       | %<br>120.1 | %<br>+20.7         | %<br>72.2 | %<br>164.5 | %<br>+16.4 | %<br>-1.1 |
| Cost of sales                                | 17.7       | +48.6                    | —          | 36.0        | +42.7      | —                               | 57.4       | +34.8              | —         | 79.3       | +24.4      | —         |
| Gross profit                                 | 19.9       | +30.4                    | —          | 40.0        | +27.2      | —                               | 62.6       | +10.2              | —         | 85.2       | +9.8       | —         |
| Selling, general and administrative expenses | 17.3       | +20.1                    | —          | 35.1        | +17.4      | —                               | 53.7       | +16.6              | —         | 75.1       | +11.2      | —         |
| Operating income                             | 2.5        | +209.3                   | 114.9      | 4.9         | +212.4     | +120.2                          | 8.8        | -17.2              | 69.9      | 10.1       | +0.4       | -20.3     |
| Ordinary income                              | 2.5        | +202.1                   | 126.8      | 4.7         | +212.5     | +138.9                          | 9.5        | -12.5              | 71.8      | 10.7       | +4.3       | -19.3     |
| Net income attributable to owners of parent  | 1.4        | +139.8                   | 228.0      | 2.5         | +142.6     | +301.9                          | 5.7        | -21.2              | 77.9      | 5.1        | -5.0       | -30.4     |

| Results -- FYE March 2016 |            |            |            |           |            |
|---------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)                | YoY change | H2 (Q3-Q4) | YoY change | Full-year | YoY change |
| 76.1                      | %<br>+34.1 | 88.3       | %<br>+4.5  | 164.5     | %<br>+16.4 |
| 36.0                      | +42.7      | 43.2       | +12.4      | 79.3      | +24.4      |
| 40.0                      | +27.2      | 45.1       | -2.1       | 85.2      | +9.8       |
| 35.1                      | +17.4      | 39.9       | +6.3       | 75.1      | +11.2      |
| 4.9                       | +212.4     | 5.1        | -39.1      | 10.1      | +0.4       |
| 4.7                       | +212.5     | 5.9        | -31.8      | 10.7      | +4.3       |
| 2.5                       | +142.6     | 2.6        | -39.7      | 5.1       | -5.0       |

## 2. Segment Information

### 1. Food Segment

#### A. Net Sales

(Billions of yen)

| FYE March 2017            | Q1         |                          | Q1-Q2      |             | Q1-Q3      |                                 | Full-year  |                    |
|---------------------------|------------|--------------------------|------------|-------------|------------|---------------------------------|------------|--------------------|
|                           | YoY change | H1 plan achievement rate | YoY change | vs. H1 plan | YoY change | Full-year plan achievement rate | YoY change | vs. Full-year plan |
| Fresh and Fermented Dairy | 136.7      | +9.4                     | 53.7       |             |            |                                 |            |                    |
| Processed Food            | 45.0       | -6.4                     | 48.8       |             |            |                                 |            |                    |
| Confectionery             | 36.0       | +3.0                     | 51.2       |             |            |                                 |            |                    |
| Nutrition                 | 23.8       | +0.0                     | 47.7       |             |            |                                 |            |                    |
| Other                     | 88.2       | +5.7                     | 49.0       |             |            |                                 |            |                    |
| Elimination               | -62.3      | —                        | —          |             |            |                                 |            |                    |

| Plan -- FYE March 2017 |            |            |            |           |            |
|------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)             | YoY change | H2 (Q3-Q4) | YoY change | Full-year | YoY change |
| 254.5                  | +2.4       | 253.4      | -3.7       | 508.0     | -0.7       |
| 92.3                   | -6.2       | 87.1       | -6.5       | 179.4     | -6.4       |
| 70.4                   | +0.4       | 93.3       | +3.3       | 163.7     | +2.0       |
| 50.0                   | +1.5       | 47.1       | +1.6       | 97.1      | +1.5       |
| 180.0                  | +5.1       | 182.4      | +2.5       | 362.5     | +3.8       |
| -117.9                 | —          | -120.0     | —          | -238.0    | —          |

| FYE March 2016            | Q1         |                          | Q1-Q2      |             | Q1-Q3      |                                 | Full-year  |                    |
|---------------------------|------------|--------------------------|------------|-------------|------------|---------------------------------|------------|--------------------|
|                           | YoY change | H1 plan achievement rate | YoY change | vs. H1 plan | YoY change | Full-year plan achievement rate | YoY change | vs. Full-year plan |
| Fresh and Fermented Dairy | 125.0      | +5.7                     | 50.4       | +4.1        | +0.1       | 375.6                           | +4.5       | 77.9               |
| Processed Food            | 48.1       | +0.0                     | 48.7       | -1.3        | -0.5       | 148.9                           | -1.7       | 77.3               |
| Confectionery             | 34.9       | -0.3                     | 49.6       | +0.2        | -0.6       | 116.5                           | +0.1       | 73.4               |
| Nutrition                 | 23.8       | +24.2                    | 49.4       | +16.4       | +2.1       | 75.1                            | +13.8      | 80.0               |
| Other                     | 83.5       | -0.6                     | 49.3       | +1.5        | +1.1       | 263.8                           | +3.4       | 74.1               |
| Elimination               | -59.8      | —                        | —          | —           | —          | -184.1                          | —          | —                  |

| Results -- FYE March 2016 |            |            |            |           |            |
|---------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)                | YoY change | H2 (Q3-Q4) | YoY change | Full-year | YoY change |
| 248.6                     | +4.1       | 263.0      | +9.3       | 511.7     | +6.7       |
| 98.5                      | -1.3       | 93.1       | -1.7       | 191.6     | -1.5       |
| 70.1                      | +0.2       | 90.3       | +1.6       | 160.4     | +1.0       |
| 49.3                      | +16.4      | 46.4       | +8.0       | 95.7      | +12.2      |
| 171.2                     | +1.5       | 178.1      | +3.8       | 349.3     | +2.6       |
| -120.8                    | —          | -126.8     | —          | -247.6    | —          |

#### B. Operating Incomes

(Billions of yen)

| FYE March 2017                     | Q1         |                          | Q1-Q2      |             | Q1-Q3      |                                 | Full-year  |                    |
|------------------------------------|------------|--------------------------|------------|-------------|------------|---------------------------------|------------|--------------------|
|                                    | YoY change | H1 plan achievement rate | YoY change | vs. H1 plan | YoY change | Full-year plan achievement rate | YoY change | vs. Full-year plan |
| Fresh and Fermented Dairy          | 13.8       | +50.5                    | 71.8       |             |            |                                 |            |                    |
| Processed Food                     | 1.7        | +24.5                    | 46.3       |             |            |                                 |            |                    |
| Confectionery                      | 3.9        | +124.6                   | 126.3      |             |            |                                 |            |                    |
| Nutrition                          | 3.5        | +44.2                    | 55.6       |             |            |                                 |            |                    |
| Other                              | 1.0        | +104.5                   | 103.0      |             |            |                                 |            |                    |
| Elimination and Corporate expenses | -2.1       | —                        | —          |             |            |                                 |            |                    |

| Plan -- FYE March 2017 |            |            |            |           |            |
|------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)             | YoY change | H2 (Q3-Q4) | YoY change | Full-year | YoY change |
| 19.3                   | +9.1       | 20.7       | -14.3      | 40.0      | -4.4       |
| 3.7                    | +7.5       | 2.3        | -8.6       | 6.0       | +0.8       |
| 3.1                    | +18.0      | 9.7        | -3.4       | 12.8      | +1.1       |
| 6.4                    | +16.3      | 4.0        | -2.2       | 10.5      | +8.3       |
| 0.9                    | -16.9      | 2.1        | +2.9       | 3.0       | -4.4       |
| -2.6                   | —          | -4.9       | —          | -7.6      | —          |

| FYE March 2016                     | Q1         |                          | Q1-Q2      |             | Q1-Q3      |                                 | Full-year  |                    |
|------------------------------------|------------|--------------------------|------------|-------------|------------|---------------------------------|------------|--------------------|
|                                    | YoY change | H1 plan achievement rate | YoY change | vs. H1 plan | YoY change | Full-year plan achievement rate | YoY change | vs. Full-year plan |
| Fresh and Fermented Dairy          | 9.2        | +35.8                    | 53.0       | +34.1       | +1.7       | 27.3                            | +33.1      | 82.8               |
| Processed Food                     | 1.4        | +371.7                   | 41.4       | +114.3      | +3.7       | 5.6                             | +81.5      | 101.4              |
| Confectionery                      | 1.7        | -41.9                    | 75.7       | +0.9        | +14.2      | 9.4                             | +25.1      | 98.7               |
| Nutrition                          | 2.4        | +173.4                   | 60.5       | +125.4      | +34.9      | 9.1                             | +104.6     | 117.4              |
| Other                              | 0.4        | —                        | 104.1      | +2,973.5    | +148.8     | 2.7                             | +480.0     | 105.9              |
| Elimination and Corporate expenses | -1.0       | —                        | —          | -1.8        | —          | -3.4                            | —          | -5.3               |

| Results -- FYE March 2016 |            |            |            |           |            |
|---------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)                | YoY change | H2 (Q3-Q4) | YoY change | Full-year | YoY change |
| 17.7                      | +34.1      | 24.2       | +60.1      | 41.9      | +47.9      |
| 3.5                       | +114.3     | 2.5        | +31.3      | 6.0       | +69.6      |
| 2.6                       | +0.9       | 10.0       | +46.8      | 12.7      | +34.1      |
| 5.5                       | +125.4     | 4.1        | +94.6      | 9.7       | +111.0     |
| 1.1                       | +2,973.5   | 2.0        | +453.1     | 3.2       | +692.9     |
| -1.8                      | —          | -3.4       | —          | -5.3      | —          |

Note1: As reference information for the Food segment, we have included results for each business category (simple calculation figures prior to elimination).

Note2: Eliminations within the Food segment include eliminations within each business category and between business categories. Also, general corporate expenses refer to expenses not allocated to any specific business.

2. Pharmaceuticals Segment

(Billions of yen)

| FYE March 2017                              | Q1         |                          | Q1-Q2      |             | Q1-Q3      |                                 | Full-year  |                    |
|---|------------|--------------------------|------------|-------------|------------|---------------------------------|------------|--------------------|
|   | YoY change | H1 plan achievement rate | YoY change | vs. H1 plan | YoY change | Full-year plan achievement rate | YoY change | vs. Full-year plan |
| Ethical Pharmaceuticals                     | 30.5       | -10.4                    | 43.6       |             |            |                                 |            |                    |
| Agricultural Chemicals and Veterinary Drugs | 3.1        | -11.6                    | 43.7       |             |            |                                 |            |                    |

| Plan -- FYE March 2017 |            |            |            |           |            |
|------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)             | YoY change | H2 (Q3-Q4) | YoY change | Full-year | YoY change |
| 70.0                   | +1.2       | 87.5       | +17.4      | 157.6     | +9.6       |
| 7.3                    | +5.8       | 14.9       | +8.1       | 22.2      | +7.3       |

| FYE March 2016                              | Q1         |                          | Q1-Q2      |             | Q1-Q3      |                                 | Full-year  |                    |      |       |       |      |
|---|------------|--------------------------|------------|-------------|------------|---------------------------------|------------|--------------------|------|-------|-------|------|
|   | YoY change | H1 plan achievement rate | YoY change | vs. H1 plan | YoY change | Full-year plan achievement rate | YoY change | vs. Full-year plan |      |       |       |      |
| Ethical Pharmaceuticals                     | 34.0       | +38.7                    | 49.5       | 69.2        | +35.8      | +0.5                            | 109.4      | +21.7              | 75.6 | 143.7 | +18.0 | -0.7 |
| Agricultural Chemicals and Veterinary Drugs | 3.6        | +35.8                    | 49.2       | 6.8         | +19.5      | -5.9                            | 10.7       | +11.5              | 49.6 | 20.7  | +6.6  | -3.9 |

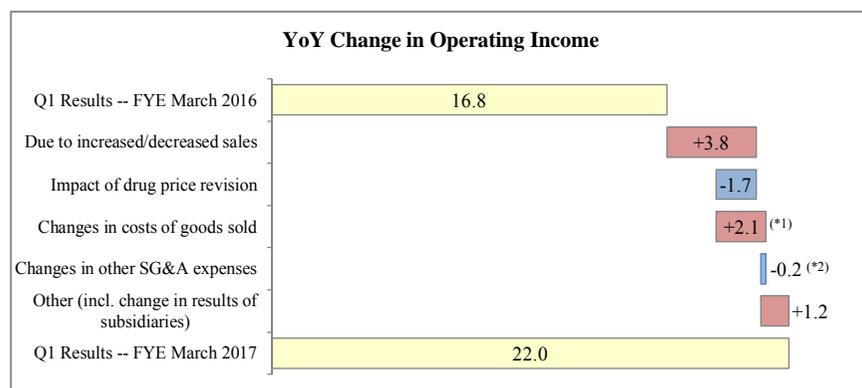
| Results -- FYE March 2016 |            |            |            |           |            |
|---------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)                | YoY change | H2 (Q3-Q4) | YoY change | Full-year | YoY change |
| 69.2                      | +35.8      | 74.5       | +5.2       | 143.7     | +18.0      |
| 6.8                       | +19.5      | 13.8       | +1.2       | 20.7      | +6.6       |

### 3. Analysis of Operating Income

#### 1. Results

(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 2016                       | 16.8               | 14.3 | 2.5    | 0.0   |                    |      |        |       |                    |      |        |       |                    |      |        |       |
| Due to increased/decreased sales                | +3.8               | +3.9 | -0.1   | —     |                    |      |        |       |                    |      |        |       |                    |      |        |       |
| Impact of drug price revision                   | -1.7               | —    | -1.7   | —     |                    |      |        |       |                    |      |        |       |                    |      |        |       |
| Changes in costs of goods sold                  | +2.1               | +2.1 | 0.0    | —     |                    |      |        |       |                    |      |        |       |                    |      |        |       |
| Changes in other SG&A expenses                  | -0.2               | +0.5 | -0.7   | —     |                    |      |        |       |                    |      |        |       |                    |      |        |       |
| Other (incl. change in results of subsidiaries) | +1.2               | +1.2 | 0.0    | 0.0   |                    |      |        |       |                    |      |        |       |                    |      |        |       |
| Total change                                    | +5.2               | +7.7 | -2.5   | 0.0   |                    |      |        |       |                    |      |        |       |                    |      |        |       |
| Results -- FYE March 2017                       | 22.0               | 22.0 | 0.0    | 0.0   |                    |      |        |       |                    |      |        |       |                    |      |        |       |



(Breakdown)

\*1: [Food] Imported dairy ingredients: +0.7, Changes due to net content reduction of products and other cost reduction: +0.7  
Production optimization: +0.4

\*2: [Food] Decrease in sales promotion expenses: +0.9, Distribution optimization: +0.5, Other: -0.9  
[Pharma] Decrease in R&D expenses: +0.2, Increase in promotion expenses: -0.4, Other: -0.5

#### 2. Plan -- FYE March 2017

(Billions of yen)

|   | H1 (Q1-Q2)         |      |        |       | H2 (Q3-Q4)         |      |        |       | Full-year          |      |        |       |
|---|--------------------|------|--------|-------|--------------------|------|--------|-------|--------------------|------|--------|-------|
|   | Consolidated Total | Food | Pharma | Other | Consolidated Total | Food | Pharma | Other | Consolidated Total | Food | Pharma | Other |
| Results -- FYE March 2016                       | 33.4               | 28.7 | 4.9    | Δ0.2  | 44.3               | 39.5 | 5.1    | -0.4  | 77.7               | 68.2 | 10.1   | -0.6  |
| Due to increased/decreased sales                | +4.6               | +1.9 | +2.7   | —     | +6.6               | -1.5 | +8.1   | —     | +11.2              | +0.4 | +10.8  | —     |
| Impact of drug price revision                   | -4.2               | —    | -4.2   | —     | -5.0               | —    | -5.0   | —     | -9.2               | —    | -9.2   | —     |
| Changes in costs of goods sold                  | +1.1               | +1.1 | 0.0    | —     | -0.5               | -0.5 | 0.0    | —     | +0.6               | +0.6 | 0.0    | —     |
| Changes in other SG&A expenses                  | -2.1               | -0.4 | -1.7   | —     | -2.8               | -1.9 | -0.9   | —     | -4.9               | -2.3 | -2.6   | —     |
| Other (incl. change in results of subsidiaries) | -0.3               | -0.3 | +0.1   | -0.1  | -0.6               | -1.6 | +0.8   | +0.2  | -0.9               | -1.9 | +0.9   | +0.1  |
| Total change                                    | -0.9               | +2.3 | -3.1   | -0.1  | -2.3               | -5.5 | +3.0   | +0.2  | -3.2               | -3.2 | -0.1   | +0.1  |
| Plan -- FYE March 2017                          | 32.5               | 31.0 | 1.8    | -0.3  | 42.0               | 34.0 | 8.2    | -0.2  | 74.5               | 65.0 | 10.0   | -0.5  |

#### 4. Consolidated Financial Positions

(Billions of yen)

| FYE March 2017        | 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          | 837.5                              | -2.2                                     |               |  |               |  |               |  |
| Current assets        | 350.2                              | -3.5                                     |               |  |               |  |               |  |
| Fixed assets          | 487.3                              | -1.2                                     |               |  |               |  |               |  |
| Total liabilities     | 418.2                              | -4.3                                     |               |  |               |  |               |  |
| Current liabilities   | 259.0                              | -6.4                                     |               |  |               |  |               |  |
| Long-term liabilities | 159.2                              | -0.6                                     |               |  |               |  |               |  |
| Total net assets      | 419.3                              | +0.0                                     |               |  |               |  |               |  |
| Shareholders' equity  | 405.2                              | +2.2                                     |               |  |               |  |               |  |
| Reference             | Consolidated interest bearing debt | 157.2                                    | +6.3          |  |               |  |               |  |
|                       | Food segment assets                | 589.3                                    | -0.5          |  |               |  |               |  |
|                       | Pharmaceuticals segment assets     | 193.9                                    | -3.3          |  |               |  |               |  |

(Billions of yen)

| FYE March 2016        | 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          | 860.6                              | -1.9                                     | 855.8         | -2.4                                     | 899.8         | +2.6                                     | 856.1         | Δ2.4                                     |       |
| Current assets        | 350.3                              | -0.5                                     | 354.1         | +0.6                                     | 385.3         | +9.5                                     | 362.9         | +3.1                                     |       |
| Fixed assets          | 510.2                              | -2.9                                     | 501.7         | -4.5                                     | 514.5         | -2.1                                     | 493.1         | Δ6.1                                     |       |
| Total liabilities     | 461.1                              | -7.2                                     | 448.6         | -9.7                                     | 474.2         | -4.6                                     | 436.9         | Δ12.1                                    |       |
| Current liabilities   | 261.2                              | -12.5                                    | 271.0         | -9.2                                     | 308.6         | +3.4                                     | 276.6         | Δ7.3                                     |       |
| Long-term liabilities | 199.8                              | +0.7                                     | 177.6         | -10.5                                    | 165.6         | -16.6                                    | 160.2         | Δ19.3                                    |       |
| Total net assets      | 399.4                              | +5.0                                     | 407.1         | +7.1                                     | 425.5         | +11.9                                    | 419.1         | +10.2                                    |       |
| Shareholders' equity  | 360.2                              | +5.2                                     | 371.2         | +8.4                                     | 385.2         | +12.5                                    | 396.6         | +15.8                                    |       |
| Reference             | Consolidated interest bearing debt | 200.3                                    | -9.5          | 179.6                                    | -18.9         | 175.5                                    | -20.7         | 147.8                                    | Δ33.3 |
|                       | Food segment assets                | 601.1                                    | -0.1          | 610.4                                    | +1.4          | 634.7                                    | +5.4          | 592.1                                    | Δ1.6  |
|                       | Pharmaceuticals segment assets     | 200.3                                    | -2.5          | 194.4                                    | -5.3          | 205.1                                    | -0.1          | 200.5                                    | Δ2.4  |

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

(Billions of yen)

|                               | FYE March 2014 |           | FYE March 2015 |           | FYE March 2016 |           | FYE March 2017- Plan |           |
|-------------------------------|----------------|-----------|----------------|-----------|----------------|-----------|----------------------|-----------|
|                               | H1             | Full-year | H1             | Full-year | H1<br>(01-02)  | Full-year | H1<br>(01-02)        | Full-year |
| Capital expenditures          | 21.8           | 47.0      | 28.4           | 64.3      | 24.1           | 42.3      | 20.5                 | 46.7      |
| Food segment                  | 18.8           | 41.5      | 24.9           | 55.8      | 21.2           | 36.5      | 16.0                 | 39.4      |
| Pharmaceutical segment        | 2.9            | 5.4       | 3.5            | 8.5       | 2.8            | 5.7       | 4.5                  | 7.2       |
| Corporate or elimination      | 0.0            | 0.0       | 0.0            | 0.0       | 0.0            | 0.0       | 0.0                  | 0.1       |
| Depreciation and amortization | 19.8           | 40.9      | 19.9           | 41.8      | 19.7           | 42.0      | 20.9                 | 42.7      |
| Food segment                  | 16.6           | 34.3      | 16.9           | 35.3      | 17.3           | 36.5      | 17.8                 | 36.5      |
| Pharmaceutical segment        | 2.5            | 5.4       | 2.4            | 5.4       | 2.2            | 5.3       | 3.0                  | 6.0       |
| Corporate or elimination      | 0.6            | 1.1       | 0.5            | 1.0       | 0.1            | 0.2       | 0.1                  | 0.2       |
| R&D expenses                  | 12.3           | 26.0      | 11.9           | 26.1      | 12.9           | 27.3      | 12.7                 | 26.5      |
| Food segment                  | 5.6            | 11.3      | 6.1            | 12.5      | 6.4            | 12.6      | 6.4                  | 12.4      |
| Pharmaceutical segment        | 6.7            | 14.7      | 5.7            | 13.5      | 6.5            | 14.6      | 6.3                  | 14.1      |
| Corporate or elimination      | 0.0            | 0.0       | 0.0            | 0.0       | 0.0            | 0.0       | 0.0                  | 0.0       |

## 6. Financial Indicators, consolidated

|   | FYE March 2013      | FYE March 2014      | FYE March 2015      | FYE March 2016      |  |
|---|---------------------|---------------------|---------------------|---------------------|--|
|   | Full-year           | Full-year           | Full-year           | Full-year           |  |
| Net sales   | 1,126.5 billion yen | 1,148.0 billion yen | 1,161.1 billion yen | 1,223.7 billion yen |  |
| Operating income  | 25.8 billion yen    | 36.4 billion yen    | 51.5 billion yen    | 77.7 billion yen    |  |
| Operating income ratio                                    | 2.3 %               | 3.2 %               | 4.4 %               | 6.4 %               |  |
| EBITDA  | 66.8 billion yen    | 77.6 billion yen    | 94.0 billion yen    | 121.6 billion yen   | (Note) Op. income + Depreciation and amortization  |
| EBITDA margin   | 5.9 %               | 6.8 %               | 8.1 %               | 9.9 %               |  |
| Net income attributable to shareholders of parent company | 16.6 billion yen    | 19.0 billion yen    | 30.8 billion yen    | 62.5 billion yen    |  |
| Net income ratio  | 1.5 %               | 1.7 %               | 2.7 %               | 5.1 %               |  |
| Total assets  | 785.5 billion yen   | 779.4 billion yen   | 877.3 billion yen   | 856.1 billion yen   |  |
| Interest bearing debt                                     | 205.3 billion yen   | 198.3 billion yen   | 221.4 billion yen   | 147.8 billion yen   |  |
| Shareholders' equity                                      | 313.3 billion yen   | 320.4 billion yen   | 370.3 billion yen   | 408.8 billion yen   |  |
| Shareholders' equity ratio                                | 39.9 %              | 41.1 %              | 42.2 %              | 47.8 %              |  |
| Debt/Equity ratio   | 0.7 %               | 0.6 %               | 0.6 %               | 0.4 %               |  |
| ROA   | 3.8 %               | 5.0 %               | 6.5 %               | 9.4 %               | (Note) Ordinary income/Average net assets  |
| ROE   | 5.5 %               | 6.0 %               | 8.9 %               | 16.1 %              | (Note) Net income attributable to shareholders of parent company/Average shareholders' equity  |
| Cash flows from operating activities                      | 50.6 billion yen    | 63.8 billion yen    | 86.4 billion yen    | 105.1 billion yen   |  |
| Cash flows from investing activities                      | -39.5 billion yen   | -47.2 billion yen   | -92.8 billion yen   | -9.8 billion yen    |  |
| Free cash flows   | 11.1 billion yen    | 16.5 billion yen    | -6.3 billion yen    | 95.3 billion yen    | (Note) Cash flows from operating activities + Cash flows from investing activities   |
| Net income per share                                      | 112.99 yen          | 129.40 yen          | 209.79 yen          | 425.06 yen          | (Note) Net income attributable to shareholders of parent company / (Number of shares outstanding - Number of treasury stock)                                   |
| Net assets per share                                      | 2,127.28 yen        | 2,175.98 yen        | 2,515.26 yen        | 2,777.28 yen        | (Note) (Total net assets - Noncontrolling interests) / (Number of shares outstanding - Number of treasury stock)   |
| Cash flow per share                                       | 390.07 yen          | 407.55 yen          | 494.24 yen          | 710.89 yen          | (Note) (Net income attributable to shareholders of parent company + Depreciation and Amortization) / (Number of shares outstanding - Number of treasury stock) |
| Cash dividends per share                                  | 40.00 yen           | 40.00 yen           | 50.00 yen           | 90.00 yen           |  |
| Dividend payout ratio                                     | 35.4 %              | 30.9 %              | 23.8 %              | 21.2 %              |  |
| Price/Earnings ratio--PER                                 | 19.3 times          | 25.2 times          | 34.9 times          | 21.3 times          | (Note) Year-end stock price/Net income per share   |
| Price/Book value ratio--PBR                               | 1.0 times           | 1.5 times           | 2.9 times           | 3.3 times           | (Note) Year-end stock price/Net assets per share   |
| Price/Cash flow ratio--PCFR                               | 5.6 times           | 8.0 times           | 14.8 times          | 12.7 times          | (Note) Year-end stock price/Cash flow per share  |

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

## 7. Sales by Main Products

### 1. Food Segment (Non-consolidated)

(Billions of yen)

| FYE March 2017                         | 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                                 | 23.3       | +8.9                     | 54.5       |             |            |                                 |            |                    |  |  |  |
| Meiji Bulgaria Yogurt                  | 21.7       | +11.7                    | 54.3       |             |            |                                 |            |                    |  |  |  |
| Probiotic yogurts                      | 28.3       | +20.4                    | 58.7       |             |            |                                 |            |                    |  |  |  |
| Drinking milk                          | 27.0       | -1.9                     | 49.7       |             |            |                                 |            |                    |  |  |  |
| Meiji Oishii Gyunyu                    | 14.5       | +1.4                     | 49.4       |             |            |                                 |            |                    |  |  |  |
| Cheese                                 | 8.9        | +8.7                     | 53.7       |             |            |                                 |            |                    |  |  |  |
| Meiji Hokkaido Tokachi series          | 3.2        | +8.4                     | 54.5       |             |            |                                 |            |                    |  |  |  |
| Ice cream                              | 13.2       | -0.3                     | 45.0       |             |            |                                 |            |                    |  |  |  |
| Chocolate                              | 20.7       | +9.7                     | 52.8       |             |            |                                 |            |                    |  |  |  |
| Nutritional products <sup>(Note)</sup> | 13.2       | +9.4                     | 51.6       |             |            |                                 |            |                    |  |  |  |
| Sports nutrition                       | 4.8        | +12.6                    | 48.6       |             |            |                                 |            |                    |  |  |  |

| Plan -- FYE March 2017 |            |            |            |           |            |
|------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)             | YoY Change | H2 (Q3-Q4) | YoY Change | Full-year | YoY Change |
| %                      | %          | %          | %          | %         | %          |
| 42.8                   | +0.1       | 39.9       | -1.0       | 82.8      | -0.5       |
| 40.0                   | +2.7       | 37.5       | +1.2       | 77.6      | +2.0       |
| 48.2                   | +5.8       | 59.7       | -2.3       | 108.0     | +1.2       |
| 54.5                   | -2.8       | 49.6       | -6.1       | 104.1     | -4.4       |
| 29.5                   | -1.6       | 26.1       | -4.8       | 55.6      | -3.1       |
| 16.6                   | +2.1       | 18.3       | -0.5       | 35.0      | +0.7       |
| 5.9                    | +1.8       | 6.8        | +1.8       | 12.8      | +1.8       |
| 29.3                   | +1.3       | 16.9       | -3.7       | 46.2      | -0.6       |
| 39.2                   | +3.0       | 58.8       | +2.2       | 98.0      | +2.5       |
| 25.6                   | +3.7       | 26.5       | +3.6       | 52.1      | +3.7       |
| 10.0                   | +15.2      | 8.2        | +10.5      | 18.3      | +13.1      |

| FYE March 2016                         | Q1         |                          | Q1-Q2      |             | Q1-Q3      |                                 | Full-year  |                    |      |       |       |      |
|--|------------|--------------------------|------------|-------------|------------|---------------------------------|------------|--------------------|------|-------|-------|------|
|  | YoY Change | H1 Plan Achievement Rate | YoY Change | vs. H1 Plan | YoY Change | Full-year Plan Achievement Rate | YoY Change | vs. Full-year Plan |      |       |       |      |
|  | %          | %                        | %          | %           | %          | %                               | %          | %                  |      |       |       |      |
| Yogurt                                 | 21.4       | +5.2                     | 50.7       | 42.8        | +6.4       | +1.3                            | 62.6       | +6.1               | 78.8 | 83.1  | +6.4  | +4.6 |
| Meiji Bulgaria Yogurt                  | 19.4       | +4.6                     | 50.7       | 39.0        | +6.0       | +1.6                            | 57.2       | +6.0               | 79.8 | 76.1  | +6.4  | +6.2 |
| Probiotic yogurts                      | 23.5       | +22.7                    | 51.6       | 45.6        | +17.0      | +0.0                            | 71.1       | +15.6              | 72.9 | 106.7 | +22.4 | +9.5 |
| Drinking milk                          | 27.6       | +1.4                     | 49.8       | 56.1        | +1.3       | +1.3                            | 83.3       | +1.2               | 80.2 | 108.9 | +1.5  | +4.8 |
| Meiji Oishii Gyunyu                    | 14.3       | +5.6                     | 49.8       | 29.9        | +4.6       | +4.0                            | 44.0       | +4.4               | 79.3 | 57.4  | +4.2  | +3.5 |
| Cheese                                 | 8.2        | +1.3                     | 50.5       | 16.3        | +1.0       | +0.1                            | 26.2       | +2.7               | 77.7 | 34.8  | +3.1  | +3.0 |
| Meiji Hokkaido Tokachi series          | 3.0        | +12.8                    | 50.5       | 5.8         | +10.9      | -1.3                            | 9.6        | +9.1               | 81.8 | 12.6  | +8.2  | +7.2 |
| Ice cream                              | 13.2       | +6.9                     | 44.8       | 28.9        | +4.0       | -2.1                            | 38.2       | +5.0               | 83.5 | 46.5  | +5.3  | +1.4 |
| Chocolate                              | 18.8       | +2.2                     | 49.6       | 38.0        | +1.6       | +0.0                            | 67.4       | +1.6               | 72.7 | 95.6  | +3.0  | +3.0 |
| Nutritional products <sup>(Note)</sup> | 12.0       | +15.4                    | 49.6       | 24.6        | +11.2      | +1.4                            | 38.6       | +9.2               | 78.1 | 50.3  | +8.7  | +1.7 |
| Sports nutrition                       | 4.3        | +48.5                    | 51.9       | 8.7         | +32.4      | +4.3                            | 12.7       | +33.3              | 85.9 | 16.2  | +30.4 | +9.3 |

| Results -- FYE March 2016 |            |            |            |           |            |
|---------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)                | YoY Change | H2 (Q3-Q4) | YoY Change | Full-year | YoY Change |
| %                         | %          | %          | %          | %         | %          |
| 42.8                      | +6.4       | 40.3       | +6.3       | 83.1      | +6.4       |
| 39.0                      | +6.0       | 37.1       | +6.7       | 76.1      | +6.4       |
| 45.6                      | +17.0      | 61.1       | +26.7      | 106.7     | +22.4      |
| 56.1                      | +1.3       | 52.8       | +1.7       | 108.9     | +1.5       |
| 29.9                      | +4.6       | 27.4       | +3.8       | 57.4      | +4.2       |
| 16.3                      | +1.0       | 18.4       | +5.0       | 34.8      | +3.1       |
| 5.8                       | +10.9      | 6.7        | +5.9       | 12.6      | +8.2       |
| 28.9                      | +4.0       | 17.5       | +7.5       | 46.5      | +5.3       |
| 38.0                      | +1.6       | 57.5       | +3.9       | 95.6      | +3.0       |
| 24.6                      | +11.2      | 25.6       | +6.4       | 50.3      | +8.7       |
| 8.7                       | +32.4      | 7.5        | +28.2      | 16.2      | +30.4      |

Note: Nutritional products includes infant formula and enteral formula.

2. Pharmaceuticals Segment (Non-consolidated)

(Billions of yen)

| FYE March 2017           |                            | Q1         |                          | Q1-Q2      |             | Q1-Q3      |                                 | Full-year  |                    |
|--------------------------|----------------------------|------------|--------------------------|------------|-------------|------------|---------------------------------|------------|--------------------|
|                          |                            | YoY Change | H1 Plan Achievement Rate | YoY Change | vs. H1 Plan | YoY Change | Full-year Plan Achievement Rate | YoY Change | vs. Full-year Plan |
|                          |                            | %          | %                        | %          | %           | %          | %                               | %          | %                  |
| Ethical pharma ceuticals | Total brand name drugs     | 11.3       | -11.3                    | 43.9       |             |            |                                 |            |                    |
|                          | MEIACT                     | 1.9        | -36.6                    | 41.8       |             |            |                                 |            |                    |
|                          | ORAPENEM                   | 0.4        | -12.3                    | 48.3       |             |            |                                 |            |                    |
|                          | REFLEX                     | 4.6        | +4.1                     | 49.1       |             |            |                                 |            |                    |
|                          | Total generic drugs        | 9.7        | -4.4                     | 45.3       |             |            |                                 |            |                    |
|                          | AMLODIPINE                 | 1.0        | -20.4                    | 40.6       |             |            |                                 |            |                    |
|                          | DONEPEZIL                  | 0.6        | -20.8                    | 38.3       |             |            |                                 |            |                    |
| (By field)               | Total infectious diseases* | 8.0        | -16.7                    | 47.6       |             |            |                                 |            |                    |
|                          | Total CNS disorders*       | 8.1        | +4.5                     | 51.3       |             |            |                                 |            |                    |
| Export                   | MEIACT                     | 0.6        | -28.9                    | 60.5       |             |            |                                 |            |                    |
| Agric.                   | ORYZEMATE                  | 0.3        | -2.6                     | 79.2       |             |            |                                 |            |                    |

| Plan -- FYE March 2017 |            |            |            |           |            |
|------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)             | YoY Change | H2 (Q3-Q4) | YoY Change | Full-year | YoY Change |
| %                      | %          | %          | %          | %         | %          |
| 25.8                   | +1.2       | 33.3       | +20.5      | 59.2      | +11.2      |
| 4.7                    | -22.2      | 5.1        | -29.6      | 9.8       | -26.2      |
| 0.9                    | +0.3       | 1.6        | +15.8      | 2.5       | +9.5       |
| 9.4                    | +1.8       | 10.9       | +11.6      | 20.3      | +6.8       |
| 21.4                   | +3.4       | 27.5       | +23.4      | 48.9      | +13.8      |
| 2.6                    | -3.4       | 3.0        | +8.9       | 5.7       | +2.8       |
| 1.8                    | +0.4       | 2.1        | +19.8      | 3.9       | +10.0      |
| 16.9                   | -12.2      | 19.8       | -7.5       | 36.8      | -9.7       |
| 15.9                   | -0.6       | 18.3       | +9.9       | 34.3      | +4.8       |
| 1.0                    | -36.1      | 1.1        | +40.2      | 2.1       | -9.5       |
| 0.4                    | +0.4       | 7.2        | +17.7      | 7.6       | +16.4      |

| FYE March 2016           |                            | Q1         |                          | Q1-Q2      |             | Q1-Q3      |                                 | Full-year  |                    |      |      |       |       |
|--------------------------|----------------------------|------------|--------------------------|------------|-------------|------------|---------------------------------|------------|--------------------|------|------|-------|-------|
|                          |                            | YoY Change | H1 Plan Achievement Rate | YoY Change | vs. H1 Plan | YoY Change | Full-year Plan Achievement Rate | YoY Change | vs. Full-year Plan |      |      |       |       |
|                          |                            | %          | %                        | %          | %           | %          | %                               | %          | %                  |      |      |       |       |
| Ethical pharma ceuticals | Total brand name drugs     | 12.7       | +12.5                    | 49.7       | 25.5        | +9.6       | -0.6                            | 40.7       | +4.7               | 75.6 | 53.2 | +3.9  | -1.4  |
|                          | MEIACT                     | 3.1        | +0.4                     | 52.6       | 6.1         | +3.1       | +2.4                            | 10.3       | -1.4               | 80.3 | 13.4 | -2.4  | +3.6  |
|                          | ORAPENEM                   | 0.5        | +43.1                    | 49.3       | 0.9         | +31.0      | -10.7                           | 1.7        | +16.5              | 71.3 | 2.3  | +12.5 | -4.9  |
|                          | REFLEX                     | 4.4        | +50.1                    | 48.2       | 9.2         | +30.7      | +0.4                            | 14.3       | +21.0              | 73.3 | 19.0 | +20.5 | -2.7  |
|                          | Total generic drugs        | 10.1       | +15.6                    | 46.4       | 20.7        | +16.9      | -5.4                            | 32.8       | +15.8              | 74.4 | 43.0 | +14.3 | -2.5  |
|                          | AMLODIPINE                 | 1.3        | +12.2                    | 48.2       | 2.7         | +13.1      | -2.0                            | 4.3        | +12.2              | 76.2 | 5.5  | +8.6  | -1.8  |
|                          | DONEPEZIL                  | 0.8        | +11.2                    | 39.6       | 1.7         | +10.0      | -18.5                           | 2.7        | +9.8               | 65.2 | 3.5  | +6.1  | -17.4 |
| (By field)               | Total infectious diseases* | 9.6        | +8.0                     | 51.8       | 19.3        | +9.0       | +3.2                            | 31.4       | +5.1               | 78.6 | 40.7 | +4.3  | +2.0  |
|                          | Total CNS disorders*       | 7.8        | +23.8                    | 47.7       | 16.0        | +16.7      | -2.1                            | 25.0       | +12.8              | 73.9 | 32.8 | +12.2 | -3.3  |
| Export                   | MEIACT                     | 0.8        | +162.7                   | 127.3      | 1.5         | +111.6     | +134.3                          | 2.2        | +77.7              | 77.5 | 2.4  | +82.3 | -15.7 |
| Agric.                   | ORYZEMATE                  | 0.3        | +62.7                    | 74.1       | 0.4         | +50.6      | -9.3                            | 1.2        | +39.9              | 16.7 | 6.6  | +5.1  | -13.7 |

| Results -- FYE March 2016 |            |            |            |           |            |
|---------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)                | YoY Change | H2 (Q3-Q4) | YoY Change | Full-year | YoY Change |
| %                         | %          | %          | %          | %         | %          |
| 25.5                      | +9.6       | 27.6       | -0.8       | 53.2      | +3.9       |
| 6.1                       | +3.1       | 7.2        | -6.7       | 13.4      | -2.4       |
| 0.9                       | +31.0      | 1.3        | +2.6       | 2.3       | +12.5      |
| 9.2                       | +30.7      | 9.7        | +12.2      | 19.0      | +20.5      |
| 20.7                      | +16.9      | 22.3       | +11.9      | 43.0      | +14.3      |
| 2.7                       | +13.1      | 2.8        | +4.6       | 5.5       | +8.6       |
| 1.7                       | +10.0      | 1.7        | +2.4       | 3.5       | +6.1       |
| 19.3                      | +9.0       | 21.4       | +0.5       | 40.7      | +4.3       |
| 16.0                      | +16.7      | 16.7       | +8.1       | 32.8      | +12.2      |
| 1.5                       | +111.6     | 0.8        | +44.7      | 2.4       | +82.3      |
| 0.4                       | +50.6      | 6.1        | +2.6       | 6.6       | +5.1       |

Note: Total for brand name and generic drugs in the infectious diseases and the CNS disorders fields

## 8. Other

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

(Billions of yen)

| FYE March 2017          | 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 |
|                         | %          | %                        | %          | %           | %          | %                               | %          | %                  |
| Food segment            | 8.8        | +12.0                    | 43.0       |             |            |                                 |            |                    |
| Pharmaceuticals segment | 9.0        | -15.8                    | 41.4       |             |            |                                 |            |                    |

| Plan -- FYE March 2017 |            |            |            |           |            |
|------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)             | YoY Change | H2 (Q3-Q4) | YoY Change | Full-year | YoY Change |
|                        | %          |            | %          |           | %          |
| 20.4                   | +16.0      | 24.3       | +17.6      | 44.8      | +16.9      |
| 21.9                   | +5.3       | 24.1       | +14.4      | 46.1      | +9.9       |

| FYE March 2016          | 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 |
|                         | %          | %                        | %          | %           | %          | %                               | %          | %                  |
| Food segment            | 7.8        | +21.4                    | 45.4       | +1.0        | 28.3       | +39.6                           | 73.0       | -1.3               |
| Pharmaceuticals segment | 10.7       | +176.2                   | 52.2       | +0.9        | 30.3       | +129.6                          | 72.4       | +0.2               |

| Results -- FYE March 2016 |            |            |            |           |            |
|---------------------------|------------|------------|------------|-----------|------------|
| H1 (Q1-Q2)                | YoY Change | H2 (Q3-Q4) | YoY Change | Full-year | YoY Change |
|                           | %          |            | %          |           | %          |
| 17.6                      | +34.6      | 20.7       | +27.0      | 38.3      | +30.4      |
| 20.8                      | +150.9     | 21.0       | +34.8      | 41.9      | +75.1      |

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

### 2. List of New Products Under Development

| Stage   | Name                                   | Type       | Efficacy Classification  | Notes   |
|---|--|------------|--|---|
| Approved  | SYCREST SUBLINGUAL TABLETS (asenapine) | Sublingual | Antipsychotic  | Approved on March 28, 2016                              |
| Applied   | Depromel SME3110 (fluvoxamine)         | Oral       | Selective serotonin reuptake inhibitor (SSRI) (Pediatric OCD) (Additional indications)                 | Co-development: AbbVie G.K.                             |
| Phase III   | ME2112 (ziprasidone)                   | Oral       | Antipsychotic  | In-license: RaQualia Pharma Inc.                        |
| Phase II/III  | ME2125 (safinamide)                    | Oral       | Anti-Parkinson's Disease   | In-license: Newron Pharmaceutical S.p.A. (Italy)        |
| Phase II (International collaborative clinical trial) | SP-02L (darinaparsin)                  | Injection  | Relapsed and refractory peripheral T-cell lymphoma (PTCL)  | In-license: Solasia Pharma K.K.                         |
| Phase II  | REFLEX Org3770 (mirtazapine)           | Oral       | Fibromyalgia treatment (Additional indications)  | In-license: MSD K.K.                                    |
| Phase II (Overseas)                                   | ME1111                                 | Topical    | Antionychomycosis  | Meiji Seika Pharma Co., Ltd.                            |
| Phase I   | DMB-3111                               | Injection  | Breast cancer/Gastric cancer (Biosimilar)  | Co-development: Dong-A Socio Holdings Co., Ltd. (Korea) |
| Phase I (Overseas)                                    | ME1100 (arbakacin)                     | Inhalation | Hospital Acquired Bacterial Pneumonia/ Ventilator Associated Bacterial Pneumonia treatment (HABP/VABP) | Meiji Seika Pharma Co., Ltd.                            |
|   | OP0595                                 | Injection  | β-lactamase inhibitor  | Licensed out to F. Hoffman-La Roche (Switzerland)       |