



**Consolidated Financial Results**  
**for the First Quarter of the Fiscal Year Ending March 31, 2022**  
**[Based on Japanese GAAP]**

August 12, 2021

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 12, 2021

Dividend payment commencement: -

Preparation of explanatory materials for quarterly financial results: Yes

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

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

**1. Consolidated Financial Results for the First Three Months of the Fiscal Year Ending March 2022**  
**(April 1, 2021 to June 30, 2021)**

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

	Net Sales		Operating Profit		Ordinary Profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
First three months ended								
June 30, 2021	235,921	-16.1	18,621	-19.6	19,091	-18.8	12,491	-6.6
June 30, 2020	281,167	-5.9	23,161	12.2	23,504	5.1	13,370	-7.8

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

First three months ended June 30, 2020: JPY 13,777 million (10.8%)

	Profit per Share	Diluted Profit per Share
	Yen	Yen
First three months ended		
June 30, 2021	86.09	—
June 30, 2020	92.17	—

(Note) The Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020) is applied from the beginning of the first quarter of FYE March 2022.

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, 2021	1,097,525	663,779	57.2	4,327.48
As of March 31, 2021	1,067,000	659,358	58.2	4,282.80

(Reference) Shareholders' equity: As of June 30, 2021: JPY 627,908 million

As of March 31, 2021: JPY 621,428 million

(Note) The Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020) is applied from the beginning of the first quarter of FYE March 2022.

## 2. Dividends

	Cash Dividends Per Share				
	1Q	2Q	3Q	Financial year end	Annual
For the fiscal year ended	Yen	Yen	Yen	Yen	Yen
March 31, 2021	–	75.00	–	85.00	160.00
March 31, 2022	–				
March 31, 2022 (Projected)		80.00	–	80.00	160.00

(Note) Amendment to projected dividends recently announced: None

## 3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2022

(April 1, 2021 to March 31, 2022)

(% of change from the previous fiscal year)

	Net Sales		Operating Profit		Ordinary Profit		Profit attributable to owners of parent		Profit per Share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
1st half	505,000	-13.7	51,000	1.2	52,000	2.7	31,000	7.9	213.65
Full year	1,024,000	-14.1	107,500	1.4	109,000	-1.1	67,000	2.0	461.76

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

(Note) The Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020) is applied to the consolidated financial forecasts above.

## Notes

- 1) Changes in significant subsidiaries during the current fiscal year under review (Changes in subsidiaries affecting the scope of consolidation): None
- 2) Application of specific accounting treatments in the preparation of quarterly consolidated financial statements: Yes  
For details, refer to page 18 of 2. *Quarterly Consolidated Financial Statements 4) Notes Concerning Quarterly Financial Statements (Adoption of Special Accounting Methods for Preparation of Quarterly Consolidated Financial Statements)*
- 3) Changes in accounting policy, changes in accounting estimates, restatements
  1. Changes in accounting policy due to revisions of accounting standards: Yes
  2. Other changes in accounting policy: None
  3. Changes in accounting estimates: None
  4. Restatements: None
 For details, refer to page 18 of 2. *Quarterly Consolidated Financial Statements 4) Notes Concerning Quarterly Financial Statements (Changes in Accounting Practices)*

## 4) Number of shares outstanding (common stock)

1. Number of shares outstanding at end of period (including treasury stock)	As of Jun. 30, 2021	152,683,400 shares	As of Mar. 31, 2021	152,683,400 shares
2. Number of treasury stock at end of period	As of Jun. 30, 2021	7,585,557 shares	As of Mar. 31, 2021	7,584,887 shares
3. Average number of shares during period	As of Jun. 30, 2021	145,098,054 shares	As of Jun. 30, 2020	145,068,205 shares

\* The earnings summary is not subject to audit.

\* Forward-looking statements and other special notes

(Notice concerning forward-looking statements)

The forward-looking statements described in this document, such as business forecasts, are based on information available at the time of the release of these materials and reasonable assumptions made by the Company, and do not represent a commitment from the Company that they will be achieved. For earnings forecasts assumptions and other related items, refer to page 12 of *1. Qualitative Information 3) Forecasts for the Fiscal Year ending March 31, 2022*

(Explanatory material for financial results)

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

(Presentation material for conference call)

The conference call for analysts and institutional investors is scheduled on August 12, 2021. An audio recording (Japanese only) and presentation materials of the conference will be posted on our website.

## 1. Qualitative Information

### 1) Explanation Concerning Operating Results

The Meiji Group kicked off the first fiscal year of our 2023 Medium-Term Business Plan. We launched initiatives aimed at realizing both profit growth and sustainability activities in line with the basic concept of “Promote the Meiji ROESG®\* Management Effectively”.

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

#### 1. Business strategy

##### Food segment

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

##### Pharmaceutical segment

- Strengthen vaccine business
- Expand CMO/CDMO business

##### Overall group

- Venture into new domains

#### 2. Improve business management using ROIC effectively

#### 3. Investing to grow business while constructing strong financial base

#### 4. Promote the Meiji Group Sustainability 2026 Vision

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

In the FYE March 2022, we assume COVID-19 pandemic continue to impact the global economy and domestic consumption trends.

In the food segment, we will steadily capture new demand driven by the change of consumer consciousness concerning health and nutrition in Japan. Overseas, we will continue to expand production and sales capacity in China and grow the sales into new growth pillars in the region.

In the pharmaceutical segment, we will achieve targets by enhancing initiatives of human vaccine and driving growth in the overseas business to cover the impact of NHI price revisions in Japan. In collaboration with external research organizations, we will apply the Meiji Group’s advanced technology and vast experience related to viruses to develop an inactivated vaccine for COVID-19 and organize production system.

These factors resulted in net sales of JPY 235.921 billion (down 16.1%, year on year), operating profit of JPY 18.621 billion (down 19.6%, year on year), and ordinary profit of JPY 19.091 billion (down 18.8%, year on year) during the first three months of FYE March 2022. Profit attributable to owners of parent was JPY 12.491 billion (down 6.6%, year on year).

The Accounting Standard for Revenue Recognition is applied from the beginning of FYE March 2022. As such, the following plan figures are calculated based on the assumption of accounting treatment changes related to revenue recognition. For reference, if we applied this accounting standard to net sales from same period of the previous fiscal year, this would result in a year-on-year decrease of 0.7% this fiscal year.

(Billions of yen)

For the first three months ended June 30	2020	2021	Change	Main factors for Change
Net sales	281.1	235.9	-45.2	Details indicated on segment-specific overview
Operating profit	23.1	18.6	-4.5	Details indicated on segment-specific overview
Non-operating profit	1.5	1.0	-0.5	- Foreign exchange gains (-0.4)
Non-operating expenses	1.2	0.5	-0.6	- Share of losses of entities accounted for using equity method (-0.4)
Ordinary profit	23.5	19.0	-4.4	—
Extraordinary income	0.9	0.6	-0.3	- Gain on sales of shares of subsidiaries and associates (-0.9) - Gain on sales of investment securities (+0.2) - Gain on sales of non-current assets (+0.1)
Extraordinary losses	2.2	0.6	-1.6	- Provision of allowance for doubtful accounts (-1.0) - Loss on abandonment of non-current assets (-0.3)
Profit before income taxes	22.2	19.0	-3.1	—
Income taxes-total	8.4	5.8	-2.6	—
Profit (loss) attributable to non-controlling interests	0.3	0.7	0.3	—
Profit attributable to owners of parent	13.3	12.4	-0.8	—

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

Currently, Group subsidiary KM Biologics is collaborating on research and development activities with the National Institute of Infectious Diseases, the Institute of Medical Science at the University of Tokyo, and the National Institutes of Biomedical Innovation, Health, and Nutrition to develop an inactivated vaccine for COVID-19. In May 2020, KM Biologics was selected from the initial public call for proposals for the COVID-19 Vaccine Development (Corporate-led) Project, the open R&D project being conducted as part of the Drug Discovery Support Promotion Project overseen by the Japan Agency for Medical Research and Development (AMED). In August 2020, KM Biologics was also selected for the second public call for proposals. We began conducting non-clinical trials in September 2020, and domestic Phase I/II clinical trials on March 22, 2021. This fall, we are planning to conduct Phase II/III clinical trial. In July 2020, KM Biologics was also selected to participate in the MHLW Vaccine Production Structure Emergency Development Project (initial public call). We are organizing a production structure that will enable rapid provision in Japan for the inactivated vaccine.

In June 2020, Group subsidiaries Meiji Seika Pharma and KM Biologics agreed with AstraZeneca PLC to hold discussions regarding the stable provision of the COVID-19 vaccine, AZD1222, allocated for Japan. In February 2021, Meiji Seika Pharma and KM Biologics individually concluded business consignment agreements with AstraZeneca. KM Biologics received active ingredient from AstraZeneca and started formulation and commercialization (vial filling and packaging) from March 19, 2021, utilizing a production system for pandemic influenza vaccines. From August, Meiji Seika Pharma has started handling product storage and transporting of the COVID-19 vaccine, *Vaxzevria*<sup>TM</sup> by utilizing its own supply system for vaccines. Meiji Seika Pharma will also collect safety management information.

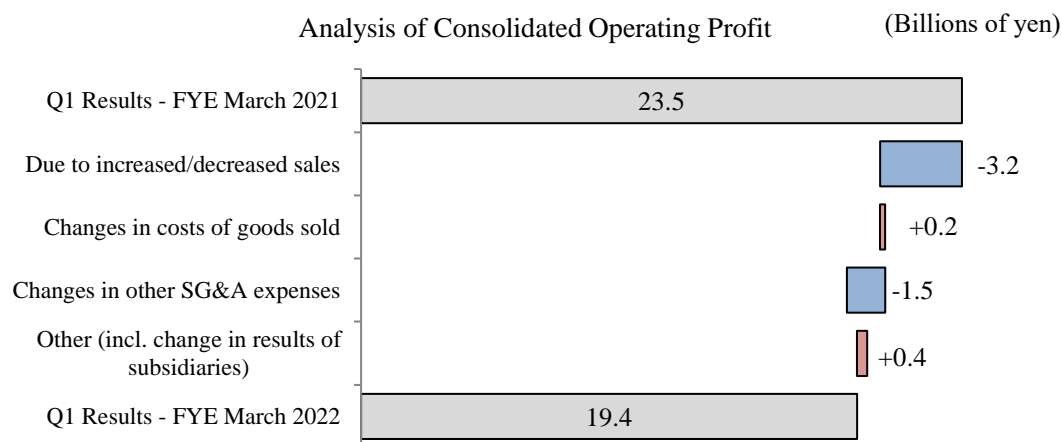
The status of operations by segment and business are as follows. We apply the Accounting Standard for Revenue Recognition as of FYE March 2022. As a result, segment-specific earnings for the current fiscal year under review reflect amounts calculated after the application of this Standard. Business-specific earnings from the current fiscal year and the previous fiscal year both reflect figures prior to the application of the Standard.

(1) Food segment

- Net sales decreased significantly year on year. Following is the year on year change in net sales before applying the Standard. Sales of nutrition business, B to B business, and overseas business increased significantly year on year. Chocolate and gummy business, other and domestic subsidiaries increased year on year. Sales from yogurt and cheese business decreased significantly year on year due to the leveling off of extraordinary demand during the previous fiscal year caused by the COVID-19 pandemic. The drinking milk business, and frozen dessert and ready meal business decreased year on year.
- Operating profit decreased significantly year on year. While we worked to control promotion expenses and other costs, this was not enough to cover decreased revenue from the yogurt and cheese business.

(Billions of yen)			
For the first three months ended June 30	2020	2021	% Change
Net sales	244.4	199.8	-18.2%
Operating profit	23.5	19.4	-17.5%

\*For reference, if the Standard applied to net sales from same period of the previous fiscal year, this would result in a year-on-year decrease of 1.3% this fiscal year.



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

(Billions of yen)

Net sales				Operating profit			
For the first three months ended June 30	2020	2021	% Change	For the first three months ended June 30	2020	2021	% Change
Yogurt & cheese	69.9	62.1	-11.0%	Yogurt & cheese	15.5	10.0	-35.2%
Nutrition	27.7	30.5	10.1%	Nutrition	4.1	4.8	18.1%
Chocolate & gummy	24.0	25.0	4.2%	Chocolate & gummy	1.5	2.1	33.2%
Drinking milk	23.8	21.7	-8.7%	Drinking milk	-0.7	-0.0	—
B to B	13.7	16.5	20.7%	B to B	-0.0	0.3	—
Frozen dessert & ready meal	19.8	17.9	-9.2%	Frozen dessert & ready meal	1.5	0.5	-65.3%
Overseas	11.1	12.3	11.3%	Overseas	0.2	0.1	-58.9%
Other/ domestic subsidiaries	54.1	55.0	1.7%	Other/ domestic subsidiaries	1.3	1.4	13.9%

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

- Net sales decreased significantly year on year. Sales of functional yogurt decreased significantly after the leveling off of favorable sales during the previous fiscal year on demand driven by increased health management awareness and stay-at-home demand. Also, sales of yogurt and cheese decreased.
- Operating profit decreased significantly year on year due to the impact of decreased sales despite efforts to control promotion expenses and other costs.

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

- Net sales increased significantly year on year. Sales of infant formula decreased. Sales of sports protein SAVAS increased significantly year on year on increasing need to address a lack of exercise and an expanding customer base. Sales of liquid diet *Meiji Mei Balance* were favorable.
- Operating profit increased significantly year on year due to increased sales, even though promotion expenses and depreciation costs increased.

■ Chocolate & gummy business

- Net sales increased year on year. Sales of health-conscious chocolate were favorable, particularly for large-volume packages. Gummy products increased significantly year on year after struggling the previous fiscal year on the decreased demand during rush hour and among office workers.
- Operating profit increased significantly year on year due to the sales increase, even though promotion expenses and depreciation costs increased.

- Drinking milk business
  - Net sales decreased year on year. In addition to the leveling off of demand from the previous year that was favorable on increased health management awareness and stay-at-home consumption, the impact of reduction of the number of items resulted decrease in net sales.
  - Operating profit increased year on year. We covered the decrease in net sales by cutting operating expenses, including reducing promotion expenses and reevaluating our production structure.
  
- B to B business
  - Net sales increased significantly year on year. While demand dropped during the previous year due to the impact of stay-at-home orders, demand normalized and net sales of cream and dairy products for professional use increased significantly.
  - Operating profit increased year on year due to the sales increase.
  
- Frozen dessert & ready meal business (Ice cream, prepared foods, butter and margarine)
  - Net sales decreased year on year. The leveling off of stay-at-home demand from the previous year resulted in a significant decline in net sales for butter and margarine. In addition to this leveling off of demand, net sales for ice cream also decreased significantly due to impact of unusually cool weather.
  - Operating profit decreased significantly year on year due to the decrease in sales and the increase in promotion expenses.
  
- Overseas business (Overseas subsidiaries, exports)
  - Net sales increased significantly year on year. Net sales from our US subsidiary decreased but our Chinese subsidiaries recorded significantly increased net sales for the drinking milk, yogurt, confectionery, and ice cream businesses.
  - Operating profit decreased significantly year on year due to increased personnel and research expenses incidental to structural enhancements in China.
  
- Other / domestic subsidiaries (Domestic subsidiaries, chewing gum, candy, OTC drugs)
  - Net sales were impacted by the removal of a logistics subsidiary from the scope of consolidation following the transfer of stock for said subsidiary. However, overall net sales increased year on year due to increased sales from our sugar trading company and our feed business.
  - Operating profit increased significantly year on year on increased profits from our logistics subsidiaries and feed business.



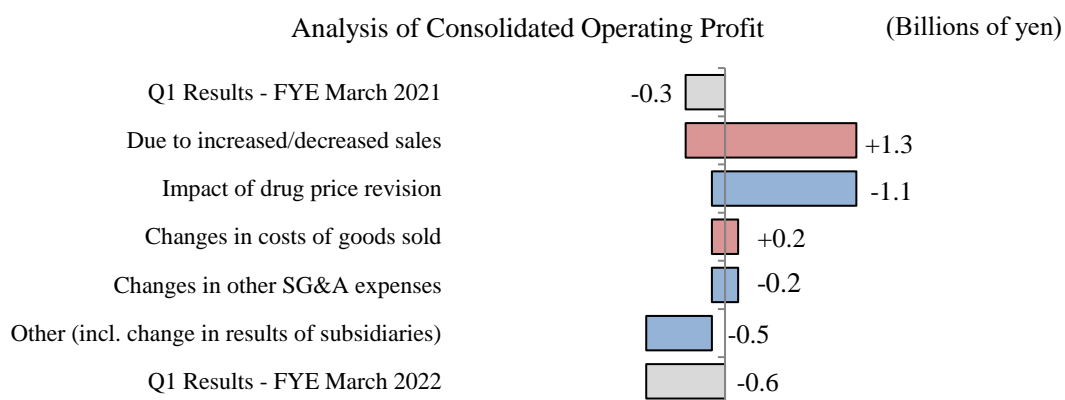
(2) Pharmaceutical segment

- Net sales decreased year on year. Following is the year on year change in net sales before applying the Standard. Sales of agricultural chemicals & veterinary drugs business increased significantly and sales of overseas ethical pharmaceuticals business increased year on year. Sales of domestic ethical pharmaceuticals business were largely unchanged and sales of human vaccines business decreased year on year.
- Operating profit decreased significantly year on year due to the significant decrease in profits from the overseas ethical pharmaceuticals business.

(Billions of yen)

For the first three months ended June 30	2020	2021	% Change
Net sales	37.1	36.2	-2.3%
Operating profit (loss)	-0.3	-0.6	—

\*For reference, if the Standard applied to net sales from same period of the previous fiscal year, this would result in a year-on-year increase of 1.8% this fiscal year.



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

(Billions of yen)

Net sales				Operating profit			
For the first three months ended June 30	2020	2021	% Change	For the first three months ended June 30	2020	2021	% Change
Domestic ethical pharmaceuticals	18.4	18.2	-0.8%	Domestic ethical pharmaceuticals	-1.2	-0.7	—
Overseas ethical pharmaceuticals	10.4	10.5	1.9%	Overseas ethical pharmaceuticals	1.2	0.1	-88.0%
Human vaccines	4.9	4.7	-2.1%	Human vaccines	-0.1	0.3	—
Agricultural chemicals& veterinary drugs	3.4	3.9	16.0%	Agricultural chemicals& veterinary drugs	-0.2	-0.3	—

- Domestic ethical pharmaceuticals business (Domestic ethical pharmaceuticals excluding human vaccines)
  - Sales of the antibacterial drug *MEIACT* and the anti-allergic drug *BILANOVA*, increased year on year after being impacted by reduced number of outpatient visits to medical institutions during the previous year due to the COVID-19 pandemic. However, net sales were largely unchanged due to the sales from the antidepressant drug *REFLEX* decreased and the impact of NHI pricing revisions.
  - Operating profit increased year on year due to sales increase of main products, even though there was an impact of NHI price revisions in Japan.
- Overseas ethical pharmaceuticals business
  - Net sales increased year on year. Sales of our subsidiary in India increased, thanks to favorable contracted manufacturing business. However, sales of subsidiaries in Spain, Indonesia and Thailand decreased due to the impact of the COVID-19 pandemic.
  - Operating profit decreased significantly year on year due to the decreased sales of few subsidiaries.
- Human vaccines business
  - Even though there was a contribution from a contracted manufacturing income related to COVID-19 vaccine formulation, net sales decreased year on year due to the sales decrease of DPT-IPV *Quattrovac*. Also, compare to the previous year, there was no contract manufacturing of pre-pandemic influenza vaccine and this resulted decrease in the net sales.
  - Operating profit increased year on year due to a decrease in inventory valuation losses.
- Agricultural chemicals & veterinary drugs business (Agricultural chemicals, veterinary drugs, veterinary vaccines)
  - Net sales increased significantly year on year. Sales of the rice blast preventative, *ORYZEMATE* increased thanks to the resumption of provision.
  - Operating profit decreased year on year due to the increase in cost of sales.

## 2) Financial status

### (1) Assets, Liabilities, and Net Assets

(Billions of yen)

	As of March 31, 2021	As of June 30, 2021	Change	Main Factors for Change
Current assets	426.0	453.9	27.9	- Cash and deposits (+30.7) - Merchandise and finished goods (+4.4) - Raw materials and supplies (+2.1) - Notes and accounts receivable-trade (-12.5)
Non-current assets	640.9	643.5	2.6	- Deferred tax assets (+2.0) - Construction in progress (+1.9)
Total assets	1,067.0	1,097.5	30.5	—
Current liabilities	253.0	278.6	25.6	- Short-term borrowings (+28.9) - Commercial papers (+20.0) - Refund liability (+14.3) - Accrued expenses (-19.9) - Income taxes payable (-14.2)
Non-current liabilities	154.6	155.0	0.4	- Bonds payable (+10.0) - Long-term borrowings (-8.9)
Total liabilities	407.6	433.7	26.1	—
Shareholders' equity	597.2	599.0	1.8	- Capital surplus (+1.7)
Accumulated other comprehensive income	24.1	28.8	4.6	- Foreign currency translation adjustments (+5.3)
Minority interests	37.9	35.8	-2.0	—
Total net assets	659.3	663.7	4.4	—
Total liabilities and net assets	1,067.0	1,097.5	30.5	—
Interest bearing debt	101.7	151.7	49.9	- Short-term borrowings (+28.9) - Commercial papers (+20.0) - Bonds payable (+10.0) - Long-term borrowings (-8.9)
Equity Ratio (%)	58.2	57.2	-1.0pt	—

### (2) Status of cash flows

(Billions of yen)

For the first three months ended June 30	2020	2021	Change	Main factors for Change
Net cash flow from operating activities	11.9	4.2	-7.7	- Decrease in accrued expenses (-13.9) - Income taxes paid (-9.9) - Profit before income taxes (-3.1) - Increase in refund liability (+14.3) - Increase in trade payables (+4.6)
Net cash flow from investing activities	-18.4	-12.4	5.9	- Subsidies received (+4.2) - Purchases of investment securities (+1.9) - Purchase of property, plant and equipment (+0.7) - Proceeds from sales of property, plant and equipment and intangible assets (-0.6)
Net cash flow from financing activities	46.2	36.0	-10.1	- Decrease in commercial papers (-30.0) - Increase in short-term borrowings (+18.9)
Cash and cash equivalents at end of period	76.0	68.1	-7.8	—
Free cash flow	-6.4	-8.2	-1.7	—

3) Forecasts for the Fiscal Year ending March 31, 2022

There are no changes to the consolidated earnings forecasts for FYE March 2022 indicated in the Consolidated Financial Results for the Fiscal Year Ended March 31, 2021 published on May 18, 2021.

## 2. Quarterly Consolidated Financial Statements

### 1) Quarterly Consolidated Balance Sheets

(Millions of yen)

	As of March 31, 2021	As of June 30, 2021
<b>ASSETS</b>		
Current assets		
Cash and deposits	40,328	71,099
Notes and accounts receivable-trade	177,730	165,138
Merchandise and finished goods	117,445	121,921
Work in process	4,054	4,938
Raw materials and supplies	60,488	62,649
Others	28,353	30,574
Allowance for doubtful accounts	-2,347	-2,344
Total current assets	426,053	453,978
Non-current assets		
Property, plants and equipment		
Buildings and structures	355,394	355,853
Accumulated depreciation	-177,630	-179,065
Buildings and structures, net	177,764	176,787
Machinery and equipment	550,069	556,391
Accumulated depreciation	-390,691	-395,166
Machinery and equipment, net	159,378	161,225
Tools, furniture and fixtures	60,909	59,990
Accumulated depreciation	-46,435	-45,842
Tools, furniture and fixtures, net	14,473	14,147
Land	67,639	67,078
Lease assets	2,781	2,646
Accumulated depreciation	-2,067	-1,984
Lease assets, net	714	661
Construction in progress	35,025	36,993
Total property, plants and equipment	454,994	456,894
Intangible assets		
Goodwill	42	38
Other	15,950	15,984
Total intangible assets	15,992	16,022
Investments and other assets		
Investment securities	125,494	124,862
Retirement benefit asset	23,258	23,570
Deferred tax assets	13,135	15,179
Other	8,133	7,081
Allowance for doubtful accounts	-63	-62
Total investments and other assets	169,959	170,630
Total non-current assets	640,946	643,547
Total assets	1,067,000	1,097,525

(Millions of yen)

	As of March 31, 2021	As of June 30, 2021
<b>LIABILITIES</b>		
Current liabilities		
Notes and accounts payable-trade	104,974	102,186
Short-term borrowings	17,250	46,191
Commercial papers	—	20,000
Accrued expenses	46,840	26,902
Income taxes payable	22,421	8,192
Refund liability	—	14,338
Provision for bonuses	11,948	6,848
Provision for sales returns	424	—
Provision for sales rebates	1,886	—
Other	47,266	53,992
Total current liabilities	253,011	278,651
Non-current liabilities		
Bonds payable	30,000	40,000
Long-term borrowings	54,525	45,529
Deferred tax liabilities	10,343	9,794
Retirement benefit liability	55,198	55,384
Provision for retirement benefits for directors (and other officers)	96	59
Other	4,466	4,328
Total non-current liabilities	154,630	155,095
Total liabilities	407,642	433,746
<b>NET ASSETS</b>		
Shareholders' equity		
Share capital	30,000	30,000
Capital surplus	100,693	102,430
Retained earnings	496,766	496,844
Treasury shares	-30,177	-30,181
Total shareholders' equity	597,282	599,093
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	33,962	32,572
Deferred gains or losses on hedges	37	22
Foreign currency translation adjustments	-4,026	1,323
Remeasurements of defined benefit plans	-5,828	-5,103
Total accumulated other comprehensive income	24,145	28,815
Non-controlling interests	37,930	35,870
Total net assets	659,358	663,779
Total liabilities and net assets	1,067,000	1,097,525

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, 2021)

(Millions of yen)

	First three months of FYE March 2021 (from Apr. 1, 2020 to Jun. 30, 2020)	First three months of FYE March 2022 (from Apr. 1, 2021 to Jun. 30, 2021)
Net sales	281,167	235,921
Cost of sales	177,668	161,746
Gross profit	103,499	74,175
Selling, general and administrative expenses	80,337	55,553
Operating profit	23,161	18,621
Non-operating income		
Interest income	51	70
Dividend income	650	666
Foreign exchange gains	508	36
Other	377	261
Total non-operating income	1,587	1,035
Non-operating expenses		
Interest expenses	150	125
Share of loss of entities accounted for using equity method	492	2
Other	601	438
Total non-operating expenses	1,245	566
Ordinary profit	23,504	19,091
Extraordinary income		
Gain on sales of non-current assets	2	173
Gain on sales of investment securities	—	286
Gain on sales of shares of subsidiaries and associates	928	20
Subsidy income	—	123
Total extraordinary income	931	604
Extraordinary losses		
Loss on abandonment of non-current assets	784	471
Provision of allowance for doubtful accounts	1,078	—
Loss on tax purpose reduction entry of non-current assets	—	123
Other	350	18
Total extraordinary losses	2,214	614
Profit before income taxes	22,221	19,081
Income taxes	8,490	5,882
Profit	13,730	13,198
Profit attributable to non-controlling interests	359	706
Profit attributable to owners of parent	13,370	12,491

(Quarterly Consolidated Statements of Comprehensive Income)  
(For the First Three Months Ended June 30, 2021)

(Millions of yen)

	First three months of FYE March 2021 (from Apr. 1, 2020 to Jun. 30, 2020)	First three months of FYE March 2022 (from Apr. 1, 2021 to Jun. 30, 2021)
Profit	13,730	13,198
Other comprehensive income		
Valuation difference on available-for-sale securities	2,998	-1,390
Deferred gains or losses on hedges	-301	-16
Foreign currency translation adjustments	-2,762	4,092
Remeasurements of defined benefit plans, net of tax	807	707
Share of other comprehensive income of entities accounted for using equity method	-695	1,308
Total other comprehensive income	46	4,702
Comprehensive income	13,777	17,901
Profit attributable to		
Comprehensive income attributable to owners of parent	13,567	17,161
Comprehensive income attributable to non-controlling interests	209	739



### 3) Quarterly Consolidated Statements of Cash Flow

(Millions of yen)

	First three months of FYE March 2021 (from Apr. 1, 2020 to Jun. 30, 2020)	First three months of FYE March 2022 (from Apr. 1, 2021 to Jun. 30, 2021)
<b>Cash flows from operating activities</b>		
Profit before income taxes	22,221	19,081
Depreciation	11,584	12,205
Amortization of goodwill	3	3
Loss on retirement of property, plants and equipment	784	471
Increase (decrease) in allowance for doubtful accounts	1,159	-7
Increase (decrease) in provision for bonuses	-5,377	-5,022
Increase (decrease) in retirement benefit liability	1,195	1,034
Interest and dividend income	-701	-736
Interest expenses	150	125
Share of loss (profit) of entities accounted for using equity method	492	2
Loss (gain) on sales of property, plant and equipment	5	-173
Loss (gain) on sales of investment securities	—	-286
Loss (gain) on sales of shares of subsidiaries and associates	-928	-20
Decrease (increase) in trade receivables	13,591	12,297
Decrease (increase) in inventories	-10,458	-6,932
Increase (decrease) in refund liability	—	14,337
Increase (decrease) in trade payables	-6,954	-2,305
Increase (decrease) in accrued expenses	-6,262	-20,234
Other, net	4,947	3,114
Subtotal	25,453	26,953
Interest and dividends received	709	1,452
Interest paid	-128	-114
Income taxes paid	-14,073	-24,067
Net cash provided by operating activities	11,961	4,225
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	-18,388	-17,606
Purchases of intangible assets	-729	-814
Proceeds from sales of property, plant and equipment and intangible assets	1,331	662
Subsidies received	—	4,200
Purchases of investment securities	-1,986	-13
Proceeds from sales of investment securities	—	319
Purchase of shares of subsidiaries resulting in change in scope of consolidation	2,154	2,300
Other, net	-816	-1,507
Net cash used in investing activities	-18,434	-12,459

(Millions of yen)

	First three months of FYE March 2021 (from Apr. 1, 2020 to Jun. 30, 2020)	First three months of FYE March 2022 (from Apr. 1, 2021 to Jun. 30, 2021)
<b>Cash flows from financing activities</b>		
Net increase (decrease) in short-term borrowings	10,018	29,018
Increase (decrease) in commercial papers	50,000	20,000
Proceeds from long-term borrowings	2,267	127
Repayments of long-term borrowings	-3,826	-9,183
Proceeds from long-term borrowings	—	9,952
Decrease (increase) in treasury shares	-7	-106
Dividends paid	-11,370	-12,136
Dividends paid to non-controlling interests	-607	-949
Other, net	-271	-718
Net cash provided used in financing activities	46,203	36,004
Effect of exchange rate change on cash and cash equivalents	-821	1,341
Net increase (decrease) in cash and cash equivalents	38,909	29,111
Cash and cash equivalents at beginning of period	37,110	39,011
Increase in cash and cash equivalents resulting from inclusion of subsidiaries in consolidation	—	16
Cash and cash equivalents at end of period	76,020	68,139

#### 4) Notes Concerning Quarterly Financial Statements

(Notes Concerning the Premise of a Going Concern)

Not applicable.

(Notes Concerning Significant Changes in Shareholders' Equity (if any))

Not applicable.

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

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

Income taxes-deferred are shown included in income taxes.

(Changes in Accounting Practices)

(Application of Accounting Standard for Revenue Recognition)

The Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020, hereinafter, "Revenue Recognition Accounting Standard") has been applied from the beginning of the first quarter of the current consolidated fiscal year. As a result of this change, at the point the control of promised goods or services are transferred to the customer, revenue is recognized based on the amount projected to be received in exchange for said goods or services.

Below is a major change due to the application of the Revenue Recognition Accounting Standard.

1. Variable consideration and consideration payable to a customer

In the previous consolidated fiscal year, variable consideration including rebates and consideration payable to a customer were reported in cost of sales and selling, general and administrative expenses. From the current consolidated fiscal year, it is reported as the eliminating item from net sales.

2. Agent transaction

In the previous consolidated fiscal year, we reported revenue from agent transactions based on the gross amount received from customers. From the current consolidated fiscal year, we report its revenue based on the net amounts retained, reducing amounts paid to the third party.

The application of the Revenue Recognition Accounting Standard is based on transitional handling as prescribed in the Proviso to Section 84 of the Revenue Recognition Accounting Standard. We reflected the cumulative impact amount in year-beginning retained earnings based on the assumption of the retroactive application of this new Standard prior to the beginning of the first quarter of the current consolidated fiscal year to apply this new accounting practice as of year-beginning balance for the current consolidated fiscal year.

As a result, for the first three months of the FYE March 2022, JPY 42,990 million decreased in net sales, JPY 19,944 million decreased in cost of sales, JPY 23,046 million decreased in gross profit and JPY 23,284 million decreased in selling, general and administrative expenses. Furthermore, the impact on operating profit, ordinary profit, quarterly profit before income taxes, and the year-beginning balance for retained earnings was minimal.

Due to the application of the Revenue Recognition Accounting Standard, as of the first quarter of the current consolidated fiscal year, we now indicate refund liabilities as an independent reporting item. In accordance with transitional treatment as prescribed in Section 89-2 of the Revenue Recognition Accounting Standard, we have not modified the previous consolidated fiscal year based on new indication methods. Furthermore, in accordance with transitional treatment as prescribed in Section 28-15 of the Revenue Recognition Accounting Standard (ASBJ Statement No. 12, March 31, 2020), we do not report information regarding divided revenue from customers related transactions in the first quarter of the previous consolidated fiscal year.

(Application of Accounting Standard for Fair Market Value Calculation)

As of the beginning of the first quarter of the current consolidated fiscal year, we apply the Accounting Standard for Fair Value Measurement (ASBJ Statement No. 30, July 4, 2019, hereinafter, "Fair Value Measurement Accounting Standard"). In accordance with transitional treatment as prescribed in Section 19 of the Fair Value Measurement Accounting Standard and Section 44-2 of the Accounting Standard for Financial Instruments (ASBJ Statement No. 10, July 4, 2019), we have decided to apply the new accounting practices stipulated by the Fair Value Measurement Accounting Standard prospectively. As such, there is no impact on financial statements for the quarterly consolidated financial statements.

(Segment Information, etc.)

1. The First Three Months of the Previous Consolidated Fiscal Year (April 1, 2020 to June 30, 2020)

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

(Millions of yen)

	Reporting Segments		Total	Adjustments (Note 1)	Amount Presented in Consolidated Statements of Income (Note 2)
	Food	Pharmaceutical			
Net Sales					
(1) Sales to Outside Customers	244,254	36,912	281,167	—	281,167
(2) Inter-segment Sales and Transfers	162	203	365	-365	—
Total	244,417	37,115	281,533	-365	281,167
Income by Segment	23,545	-349	23,196	-34	23,161

(Notes)

1. Details of Adjustments are as follows:

The segment income (loss) adjustment of a negative JPY 34 million includes inter-segment eliminations of JPY 3 million and a negative JPY 38 million in corporate expenses that are not allocated to individual reporting segments. Corporate expenses mainly consist of administrative expenses for the Company (the holding company).

2. Segment income (loss) is adjusted to the operating profit recorded in the quarterly consolidated statements of income.

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

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

(Significant changes in the amount of goodwill)

There were no significant changes in the amount of goodwill.

(Significant gain on negative goodwill)

No significant negative goodwill was generated.

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

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

(Millions of yen)

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

(Notes)

#### 1. Details of Adjustments are as follows:

The segment income (loss) adjustment of a negative JPY 163 million includes inter-segment eliminations of JPY 16 million and a negative JPY 180 million in corporate expenses that are not allocated to individual reporting segments. Corporate expenses mainly consist of administrative expenses for the Company (the holding company).

#### 2. Segment income (loss) is adjusted to the operating profit recorded in the quarterly consolidated statements of income.

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

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

(Significant changes in the amount of goodwill)

There were no significant changes in the amount of goodwill.

(Significant gain on negative goodwill)

No significant negative goodwill was generated.

### (3) Changes related to segment information

As shown in Changes in Accounting Practices, the Accounting Standard for Revenue Recognition (ASBJ Statement No. 29) is applied from the beginning of the first quarter of the current consolidated fiscal year. As such, accounting method for revenue recognition and calculation method for income by segment are changed.

As a result, compared to the figures based on the previous methods, net sales for food segment decreased by JPY 41,676 million, and net sales for pharmaceutical segment decreased by JPY 1,314 million. The impact on income by segment resulted from the changes was minimal.

(Significant subsequent events)

(Transfer of stock equity in equity method affiliate)

Our subsidiary Meiji Seika Pharma Co., Ltd. (hereinafter, Pharma) agreed to transfer all its stock holdings in the equity method affiliate DM Bio Limited (hereinafter, DM Bio) to the Dong-A Socio Group.

Furthermore, Pharma and Dong-A Socio Holdings Co., Ltd. have agreed on the continuation of their partnership related to biosimilars.

1. Reason for transfer

DM Bio was established in October 2015 as a company engaged in the manufacturing and sales of biosimilars and other pharmaceutical products. At present, the company conducts sample manufacturing for bio pharmaceuticals, including DMB-3115 currently under development, and the contracted manufacturing of commercial bio pharmaceuticals for other companies. Upon completion of the DM Bio GMP structure and the establishment of a stable manufacturing structure, ownership of DM Bio was transferred and consolidated into the Dong-A Socio Group to enable more rapid decision-making at DM Bio and allow Pharma to inject resources into the development of DMB-3115.

2. Recipient of stock transfer

Dong-A Socio Holdings Co., Ltd. (and others)

3. Transfer timing

September 2021 (planned)

4. Name of equity method affiliate

DM Bio Limited

5. Number of shares to be transferred, transfer price, gains on transfer, and equity ratio following transfer

Number of shares to be transferred	1,862,000 shares
Transfer price	JPY 6,750 million (planned)
Gains on transfer	Planning to record gain on sales of investment securities of approximately JPY 2,500 million (estimated) in the second quarter of the current consolidated fiscal year.
Equity ratio following transfer	--%

## Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2022 - Supplementary Explanatory Data -

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**Meiji Holdings Co., Ltd.**

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

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

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

# 1. Consolidated Financial Results

## 1. Consolidated Operating Results

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

(Billions of yen)

FYE March 2022	Q1		Q1-Q2		Q1-Q3		Full-year	
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan
Net sales	235.9	% -16.1	% 46.7		%	%	%	%
Cost of sales	161.7	-9.0	—					
Gross profit	74.1	-28.3	—					
Selling, general and administrative expenses	55.5	-30.9	—					
Carriage and storage charges	4.8	-57.2	—					
Sales promotion expenses	7.8	-70.1	—					
Labor cost	19.7	-1.6	—					
Operating profit	18.6	-19.6	36.5					
Ordinary profit	19.0	-18.8	36.7					
Profit attributable to owners of parent	12.4	-6.6	40.3					

Plan -- FYE March 2022					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
505.0	-13.7	519.0	-14.5	1,024.0	-14.1
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
51.0	+1.2	56.5	+1.5	107.5	+1.4
52.0	+2.7	57.0	-4.2	109.0	-1.1
31.0	+7.9	36.0	-2.5	67.0	+2.0

FYE March 2021	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	281.1	% -5.9	% —	% 584.9	% -5.4	% —	% 900.7	% -5.3	% 75.1	1,191.7	-4.9	-0.7
Cost of sales	177.6	-6.5	—	368.3	-6.6	—	563.4	-6.4	—	742.1	-6.1	—
Gross profit	103.4	-5.0	—	216.5	-3.2	—	337.2	-3.3	—	449.6	-2.8	—
Selling, general and administrative expenses	80.3	-9.1	—	166.1	-5.7	—	254.0	-5.4	—	343.5	-4.5	—
Carriage and storage charges	11.4	-3.5	—	22.7	-5.4	—	34.0	-5.2	—	45.5	-4.5	—
Sales promotion expenses	26.1	-13.7	—	56.3	-6.4	—	88.8	-4.8	—	118.0	-5.5	—
Labor cost	20.1	-3.0	—	39.9	-3.1	—	60.0	-2.9	—	79.6	-3.6	—
Operating profit	23.1	+12.2	—	50.4	+5.9	—	83.2	+3.6	78.5	106.0	+3.3	+0.1
Ordinary profit	23.5	+5.1	—	50.6	+3.9	—	84.3	+3.2	78.1	110.1	+6.6	+2.0
Profit attributable to owners of parent	13.3	-7.8	—	28.7	-9.8	—	49.4	-5.8	74.9	65.6	-2.5	-0.5

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
584.9	-5.4	606.7	-4.4	1,191.7	-4.9
368.3	-6.6	373.7	-5.6	742.1	-6.1
216.5	-3.2	233.0	-2.4	449.6	-2.8
166.1	-5.7	177.3	-3.4	343.5	-4.5
22.7	-5.4	22.7	-3.6	45.5	-4.5
56.3	-6.4	61.7	-4.6	118.0	-5.5
39.9	-3.1	39.7	-4.2	79.6	-3.6
50.4	+5.9	55.6	+0.9	106.0	+3.3
50.6	+3.9	59.5	+9.0	110.1	+6.6
28.7	-9.8	36.9	+4.1	65.6	-2.5

(Reference)

[After applying revenue recognition standards]

FYE March 2021	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	237.6	% —	% —	% 493.3	% —	% —	% 759.3	% —	% —	1,007.1	% —	% —

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
493.3	% —	513.7	% —	1,007.1	% —



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

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

(Billions of yen)

FYE March 2022	Q1		Q1-Q2		Q1-Q3		Full-year	
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan
Net sales	199.8	-18.2%	48.8%					
Cost of sales	141.4	-10.6%	—					
Gross profit	58.4	-32.1%	—					
Selling, general and administrative expenses	39.0	-37.6%	—					
Carriage and storage charges	4.3	-60.3%	—					
Sales promotion expenses	7.3	-69.3%	—					
Labor cost	13.3	-2.5%	—					
Operating profit	19.4	-17.5%	45.3%					
Ordinary profit	19.7	-14.9%	45.0%					
Profit attributable to owners of parent	13.5	-10.0%	48.6%					

Plan -- FYE March 2022					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
409.8	-17.5%	421.3	-16.3%	831.1	-16.9%
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
42.9	-2.4%	45.1	+3.6%	88.0	+0.6%
44.0	-0.0%	46.0	-2.8%	90.0	-1.5%
28.0	+0.2%	31.0	+0.6%	59.0	+0.4%

FYE March 2021	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	244.4	-5.7%	—	496.5	-5.1%	—	758.4	-4.8%	75.1%	999.6	-4.8%	-1.0%
Cost of sales	158.3	-7.2%	—	324.4	-6.5%	—	495.0	-5.6%	—	652.0	-5.2%	—
Gross profit	86.1	-2.7%	—	172.1	-2.3%	—	263.3	-3.3%	—	347.6	-4.0%	—
Selling, general and administrative expenses	62.5	-9.1%	—	128.1	-6.2%	—	195.5	-5.6%	—	260.1	-5.3%	—
Carriage and storage charges	10.8	-3.7%	—	21.6	-5.4%	—	32.3	-5.5%	—	43.2	-4.7%	—
Sales promotion expenses	23.8	-13.3%	—	50.0	-5.8%	—	78.2	-4.7%	—	103.7	-4.8%	—
Labor cost	13.6	-4.5%	—	27.0	-4.3%	—	40.7	-4.2%	—	54.2	-4.2%	—
Operating profit	23.5	+19.6%	—	43.9	+11.1%	—	67.7	+4.0%	74.5%	87.4	+0.1%	-3.9%
Ordinary profit	23.2	+14.3%	—	44.0	+8.5%	—	68.4	+3.0%	73.6%	91.3	+2.7%	-1.8%
Profit attributable to owners of parent	15.1	+13.4%	—	27.9	+2.9%	—	43.5	-2.7%	72.7%	58.7	-3.9%	-2.1%

Plan -- FYE March 2021					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
496.5	-5.1%	503.0	-4.4%	999.6	-4.8%
324.4	-6.5%	327.5	-3.8%	652.0	-5.2%
172.1	-2.3%	175.5	-5.6%	347.6	-4.0%
128.1	-6.2%	132.0	-4.4%	260.1	-5.3%
21.6	-5.4%	21.5	-3.9%	43.2	-4.7%
50.0	-5.8%	53.6	-3.9%	103.7	-4.8%
27.0	-4.3%	27.2	-4.0%	54.2	-4.2%
43.9	+11.1%	43.5	-8.9%	87.4	+0.1%
44.0	+8.5%	47.3	-2.1%	91.3	+2.7%
27.9	+2.9%	30.8	-9.4%	58.7	-3.9%

(Reference)

[After applying revenue recognition standards]

FYE March 2021	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	202.4	—	—	409.7	—	—	626.4	—	—	826.5	—	—

Plan -- FYE March 2021					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
409.7	—	416.7	—	826.5	—

### 1. Consolidated Financial Results

#### 3. Operating Results of Pharmaceutical Segment

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

(Billions of yen)

FYE March 2022	Q1		Q1-Q2		Q1-Q3		Full-year	
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan
Net sales	36.2	-2.3	38.0					
Cost of sales	20.4	+4.0	—					
Gross profit	15.7	-9.5	—					
Selling, general and administrative expenses	16.3	-7.7	—					
Carriage and storage charges	0.5	+2.4	—					
Sales promotion expenses	0.5	-77.8	—					
Labor cost	6.1	-0.9	—					
Operating profit	-0.6	—	—					
Ordinary profit	-0.9	—	—					
Profit attributable to owners of parent	-1.2	—	—					

Plan -- FYE March 2022					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
95.5	+7.1	99.0	-5.3	194.5	+0.4
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
—	—	—	—	—	—
8.5	+28.6	11.5	-8.0	20.0	+4.7
8.0	+24.9	11.0	-10.5	19.0	+1.6
3.0	+324.8	5.0	-21.1	8.0	+13.6

FYE March 2021	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	37.1	-7.3	—	89.1	-6.6	—	143.4	-7.7	74.9	193.6	-5.2	+1.1
Cost of sales	19.7	-1.7	—	44.5	-6.4	—	69.3	-11.8	—	91.4	-11.9	—
Gross profit	17.4	-12.9	—	44.5	-6.7	—	74.0	-3.5	—	102.2	+1.6	—
Selling, general and administrative expenses	17.7	-6.6	—	37.9	-4.1	—	58.3	-4.6	—	83.1	-1.8	—
Operating profit	-0.3	—	—	6.6	-19.7	—	15.7	+1.0	98.4	19.1	+19.5	+19.4
Ordinary profit	-0.1	—	—	6.4	-19.7	—	15.5	+3.2	103.8	18.6	+30.1	+24.6
Profit attributable to owners of parent	-2.0	—	—	0.7	-84.6	—	5.6	-24.2	94.8	7.0	+15.8	+17.3

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
89.1	-6.6	104.5	-4.1	193.6	-5.2
44.5	-6.4	46.8	-16.5	91.4	-11.9
44.5	-6.7	57.6	+9.1	102.2	+1.6
37.9	-4.1	45.2	+0.2	83.1	-1.8
6.6	-19.7	12.4	+61.1	19.1	+19.5
6.4	-19.7	12.2	+92.1	18.6	+30.1
0.7	-84.6	6.3	+321.1	7.0	+15.8

(Reference)

[After applying revenue recognition standards]

FYE March 2021	Q1		Q1-Q2		Q1-Q3		Full-year					
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan				
Net sales	35.5	—	—	84.3	—	—	134.0	—	—	182.1	—	—

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
84.3	—	97.7	—	182.1	—

## 2. Segment Information

### 1. Food Segment [Before applying revenue recognition standards]

#### A. Net Sales

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

FYE March 2022	Q1			Q1-Q2			Q1-Q3			Full-year		
	YoY change	H1 plan achievement rate		YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate		YoY change	vs. Full-year plan		
		%	%				%	%		%	%	
Yogurt&cheese	62.1	-11.0	47.9		%	%		%		%	%	
Nutrition	30.5	+10.1	48.0									
Chocolate&gummy	25.0	+4.2	48.7									
Drinking milk	21.7	-8.7	48.7									
B to B	16.5	+20.7	49.2									
Frozen dessert&ready meal	17.9	-9.2	44.2									
Overseas	12.3	+11.3	48.4									
Other / domestic subsidiaries	55.0	+1.7	50.2									

(Billions of yen)

Plan -- FYE March 2022					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
129.8	-3.3	131.0	+3.6	260.9	+0.1
63.6	+6.7	60.3	+6.7	123.9	+6.7
51.3	+8.5	69.6	+3.0	121.0	+5.2
44.7	-8.9	41.0	-7.5	85.7	-8.2
33.6	+12.6	38.2	+4.4	71.9	+8.1
40.6	-4.5	31.0	-3.2	71.7	-3.9
25.5	+10.6	29.4	+14.3	55.0	+12.6
109.6	-0.9	107.6	-5.2	217.3	-3.1

FYE March 2021	Q1			Q1-Q2			Q1-Q3			Full-year		
	YoY change	H1 plan achievement rate		YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate		YoY change	vs. Full-year plan		
		%	%				%	%		%	%	
Yogurt&cheese	69.9	—	—	134.2	—	—	198.2	—	—	260.7	—	
Nutrition	27.7	—	—	59.5	—	—	89.4	—	—	116.0	—	
Chocolate&gummy	24.0	—	—	47.3	—	—	83.2	—	—	115.0	—	
Drinking milk	23.8	—	—	49.0	—	—	71.8	—	—	93.4	—	
B to B	13.7	—	—	29.9	—	—	50.2	—	—	66.5	—	
Frozen dessert&ready meal	19.8	—	—	42.5	—	—	59.4	—	—	74.6	—	
Overseas	11.1	—	—	23.1	—	—	36.5	—	—	48.8	—	
Other / domestic subsidiaries	54.1	—	—	110.6	—	—	169.4	—	—	224.2	—	

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
134.2	—	126.5	—	260.7	—
59.5	—	56.5	—	116.0	—
47.3	—	67.6	—	115.0	—
49.0	—	44.3	—	93.4	—
29.9	—	36.6	—	66.5	—
42.5	—	32.1	—	74.6	—
23.1	—	25.7	—	48.8	—
110.6	—	113.5	—	224.2	—

#### B. Operating Profit

FYE March 2022	Q1			Q1-Q2			Q1-Q3			Full-year		
	YoY change	H1 plan achievement rate		YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate		YoY change	vs. Full-year plan		
		%	%				%	%		%	%	
Yogurt&cheese	10.0	-35.2	39.8		%	%		%		%	%	
Nutrition	4.8	+18.1	48.7									
Chocolate&gummy	2.1	+33.2	70.7									
Drinking milk	-0.0	—	—									
B to B	0.3	—	119.9									
Frozen dessert&ready meal	0.5	-65.3	22.1									
Overseas	0.1	-58.9	—									
Other / domestic subsidiaries	1.4	+13.9	63.8									

(Billions of yen)

Plan -- FYE March 2022					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
25.2	-3.6	22.4	+4.5	47.7	+0.1
9.9	+6.0	8.5	+2.5	18.5	+4.3
3.0	+29.6	9.4	+0.4	12.4	+6.2
-0.2	—	-0.2	—	-0.5	—
0.2	+112.9	2.1	+31.8	2.4	+37.8
2.3	-27.8	0.5	+44.1	2.9	-20.7
-0.0	—	0.5	-13.5	0.5	-57.7
2.3	-13.2	1.5	-27.0	3.8	-19.3

FYE March 2021	Q1			Q1-Q2			Q1-Q3			Full-year		
	YoY change	H1 plan achievement rate		YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate		YoY change	vs. Full-year plan		
		%	%				%	%		%	%	
Yogurt&cheese	15.5	—	—	26.1	—	—	36.3	—	—	47.6	—	
Nutrition	4.1	—	—	9.3	—	—	13.9	—	—	17.7	—	
Chocolate&gummy	1.5	—	—	2.3	—	—	8.0	—	—	11.7	—	
Drinking milk	-0.7	—	—	-0.6	—	—	-0.8	—	—	-1.2	—	
B to B	-0.0	—	—	0.1	—	—	1.4	—	—	1.7	—	
Frozen dessert&ready meal	1.5	—	—	3.3	—	—	3.5	—	—	3.6	—	
Overseas	0.2	—	—	0.5	—	—	1.2	—	—	1.2	—	
Other / domestic subsidiaries	1.3	—	—	2.6	—	—	4.0	—	—	4.8	—	

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
26.1	—	21.4	—	47.6	—
9.3	—	8.3	—	17.7	—
2.3	—	9.4	—	11.7	—
-0.6	—	-0.5	—	-1.2	—
0.1	—	1.6	—	1.7	—
3.3	—	0.3	—	3.6	—
0.5	—	0.6	—	1.2	—
2.6	—	2.1	—	4.8	—

## 2. Segment Information

### 2. Pharmaceutical Segment [Before applying revenue recognition standards]

#### A. Net Sales

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

(Billions of yen)

FYE March 2022	Q1		Q1-Q2		Q1-Q3		Full-year		Plan -- FYE March 2022					
	YoY change	H1 plan	YoY change	vs. H1 plan	YoY change	Full-year plan	YoY change	vs. Full-year plan	H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
		achievement rate												
Domestic ethical pharmaceuticals	18.2	%	37.0	%		%		%		%		%		%
Overseas ethical pharmaceuticals	10.5	-0.8	48.2						49.4	+19.6	48.1	-4.0	97.5	+6.7
Human vaccines	4.7	+1.9	22.1						22.0	+10.6	22.4	+14.9	44.4	+12.7
Agricultural chemicals&veterinary drugs	3.9	-2.1	43.3						21.7	+4.3	22.2	-11.6	43.9	-4.4
		+16.0							9.1	+28.2	13.7	+39.8	22.8	+34.9

FYE March 2021	Q1		Q1-Q2		Q1-Q3		Full-year		Plan -- FYE March 2022					
	YoY change	H1 plan	YoY change	vs. H1 plan	YoY change	Full-year plan	YoY change	vs. Full-year plan	H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
		achievement rate												
Domestic ethical pharmaceuticals	18.4	%	41.3	%	66.6	%	91.4	%	41.3	—	50.1	—	91.4	—
Overseas ethical pharmaceuticals	10.4	—	19.9	—	28.9	—	39.4	—	19.9	—	19.5	—	39.4	—
Human vaccines	4.9	—	20.8	—	36.5	—	45.9	—	20.8	—	25.1	—	45.9	—
Agricultural chemicals&veterinary drugs	3.4	—	7.1	—	11.4	—	16.9	—	7.1	—	9.8	—	16.9	—

#### B. Operating Profit

(Billions of yen)

FYE March 2022	Q1		Q1-Q2		Q1-Q3		Full-year		Plan -- FYE March 2022					
	YoY change	H1 plan	YoY change	vs. H1 plan	YoY change	Full-year plan	YoY change	vs. Full-year plan	H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
		achievement rate												
Domestic ethical pharmaceuticals	-0.7	%		%		%		%	1.8	—	4.6	-23.3	6.4	+14.3
Overseas ethical pharmaceuticals	0.1	-88.0	6.9						2.1	-4.5	1.9	+18.8	4.0	+5.3
Human vaccines	0.3	—	8.5						4.1	-19.6	2.8	-39.1	6.9	-28.9
Agricultural chemicals&veterinary drugs	-0.3	—							0.5	—	2.2	+633.3	2.7	—

FYE March 2021	Q1		Q1-Q2		Q1-Q3		Full-year		Plan -- FYE March 2022					
	YoY change	H1 plan	YoY change	vs. H1 plan	YoY change	Full-year plan	YoY change	vs. Full-year plan	H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
		achievement rate												
Domestic ethical pharmaceuticals	-1.2	%	-0.4	%	2.9	%	5.6	%	-0.4	—	6.0	—	5.6	—
Overseas ethical pharmaceuticals	1.2	—	2.2	—	2.7	—	3.8	—	2.2	—	1.6	—	3.8	—
Human vaccines	-0.1	—	5.1	—	10.4	—	9.7	—	5.1	—	4.6	—	9.7	—
Agricultural chemicals&veterinary drugs	-0.2	—	-0.3	—	-0.3	—	0.0	—	-0.3	—	0.3	—	0.0	—

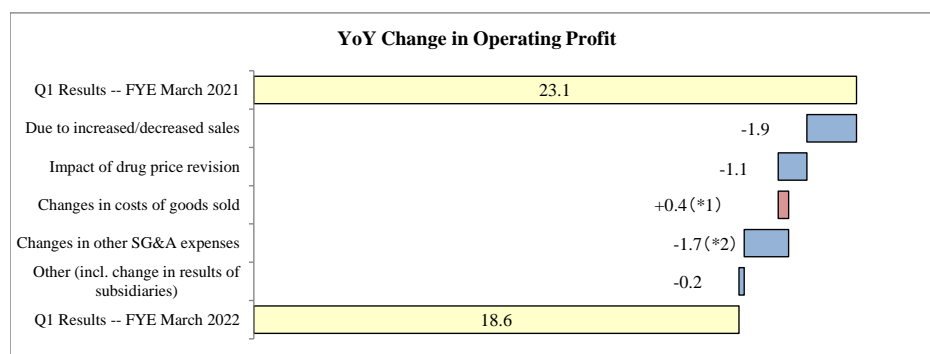
### 3. Analysis of Operating Profit

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

#### 1. Results -- FYE March 2022

(Billions of yen)

	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 2021	23.1	23.5	-0.3	-0.0												
Due to increased/decreased sales	-1.9	-3.2	+1.3	—												
Impact of drug price revision	-1.1	—	-1.1	—												
Changes in costs of goods sold	+0.4	+0.2	+0.2	—												
Changes in other SG&A expenses	-1.7	-1.5	-0.2	—												
Other (incl. change in results of subsidiaries)	-0.2	+0.4	-0.5	-0.1												
Total change	-4.5	-4.1	-0.2	-0.1												
Results -- FYE March 2022	18.6	19.4	-0.6	-0.1												



(Breakdown)

\*1: [Food] Increase in raw materials cost: -0.1, Other: +0.3  
 [Pharma] Cost reductions: +0.2

\*2: [Food] Increase in indirect manufacturing cost including depreciation and outsourcing expenses: -0.9,  
 Increase in marketing expenses: -0.2, Other: -0.4  
 [Pharma] Increase in marketing expenses: -0.1, Other: -0.1

#### 2. Plan -- FYE March 2022

(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 2021	50.4	43.9	6.6	-0.1	55.6	43.5	12.4	-0.3	106.0	87.4	19.1	-0.5
Due to increased/decreased sales	+10.3	+2.7	+7.6	—	+8.8	+6.8	+2.0	—	+19.1	+9.5	+9.6	—
Impact of drug price revision	-2.5	—	-2.5	—	-2.6	—	-2.6	—	-5.1	—	-5.1	—
Changes in costs of goods sold	+0.2	-0.5	+0.7	—	-1.1	-1.7	+0.6	—	-0.9	-2.2	+1.3	—
Changes in other SG&A expenses	-7.6	-2.3	-5.3	—	-0.8	-3.3	+2.5	—	-8.4	-5.6	-2.8	—
Other (incl. change in results of subsidiaries)	+0.2	-0.9	+1.4	-0.3	-3.4	-0.3	-3.5	+0.3	-3.2	-1.2	-2.1	+0.0
Total change	+0.5	-1.0	+1.8	-0.3	+0.8	+1.5	-0.9	+0.3	+1.4	+0.5	+0.8	+0.0
Plan -- FYE March 2022	51.0	42.9	8.5	-0.4	56.5	45.1	11.5	-0.1	107.5	88.0	20.0	-0.5

#### 4. Consolidated Financial Positions

(Billions of yen)

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

FYE March 2022	As of Jun. 30		As of Sep. 30		As of Dec. 31		As of Mar. 31	
		Change from the previous fiscal year end		Change from the previous fiscal year end		Change from the previous fiscal year end		Change from the previous fiscal year end
		%		%		%		%
Total assets	1,097.5	+2.9						
Current assets	453.9	+6.6						
Non-current assets	643.5	+0.4						
Total liabilities	433.7	+6.4						
Current liabilities	278.6	+10.1						
Non-current liabilities	155.0	+0.3						
Total net assets	663.7	+0.7						
Shareholders' equity	599.0	+0.3						
Reference	Consolidated interest bearing debt	151.7	+49.1					
	Food segment assets	743.4	-1.6					
	Pharmaceutical segment assets	268.1	-6.4					

FYE March 2021	As of Jun. 30		As of Sep. 30		As of Dec. 31		As of Mar. 31		
		Change from the previous fiscal year end		Change from the previous fiscal year end		Change from the previous fiscal year end		Change from the previous fiscal year end	
		%		%		%		%	
Total assets	1,037.7	+3.9	1,069.9	+7.1	1,096.6	+9.8	1,067.0	+6.8	
Current assets	451.6	+8.3	450.6	+8.1	473.9	+13.7	426.0	+2.2	
Non-current assets	586.1	+0.7	619.2	+6.4	622.7	+7.0	640.9	+10.1	
Total liabilities	438.8	+9.4	450.3	+12.2	464.2	+15.7	407.6	+1.6	
Current liabilities	292.7	+14.1	305.0	+18.9	309.0	+20.5	253.0	-1.4	
Non-current liabilities	146.0	+0.9	145.3	+0.3	155.2	+7.2	154.6	+6.8	
Total net assets	598.9	+0.2	619.5	+3.7	632.4	+5.8	659.3	+10.3	
Shareholders' equity	555.5	+0.3	571.2	+3.2	581.0	+4.9	597.2	+7.9	
Reference	Consolidated interest bearing debt	165.0	+54.6	164.1	+53.8	159.5	+49.4	101.7	-4.7
	Food segment assets	694.1	-1.6	726.6	+3.0	743.0	+5.3	755.2	+7.1
	Pharmaceutical segment assets	263.2	-3.2	272.6	+0.2	284.9	+4.7	286.3	+5.3

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

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

(Billions of yen)

	FYE March 2019		FYE March 2020		FYE March 2021		FYE March 2022	
	H1 (01-02)	Full-year	H1 (01-02)	Full-year	H1 (01-02)	Full-year	H1 (01-02)	Full-year
Capital expenditures	34.3	71.2	38.7	71.1	33.2	67.9	58.9	121.4
Food segment	30.5	61.3	31.2	60.2	28.3	56.4	50.0	102.3
Pharmaceutical segment	3.7	9.7	7.5	10.7	4.8	11.3	8.8	18.9
Corporate or elimination	0.0	0.1	0.0	0.0	0.1	0.1	0.0	0.1
Depreciation and amortization	20.6	43.0	22.4	46.1	23.6	48.4	25.3	50.9
Food segment	16.7	34.5	18.1	37.4	19.0	39.2	20.9	41.9
Pharmaceutical segment	3.6	9.0	4.7	9.6	4.9	9.9	4.7	9.8
Corporate or elimination	0.2	-0.5	-0.4	-0.8	-0.4	-0.7	-0.4	-0.7
R&D expenses	13.2	29.1	14.5	31.4	14.4	31.4	19.2	35.0
Food segment	6.1	12.7	6.6	13.4	6.5	13.1	6.9	14.4
Pharmaceutical segment	7.0	16.4	7.6	17.5	7.6	17.6	11.7	19.6
Corporate or elimination	0.0	0.0	0.1	0.4	0.2	0.5	0.4	0.9

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

## 6. Financial Indicators, consolidated

	FYE March 2018	FYE March 2019	FYE March 2020	FYE March 2021	
	Full-year	Full-year	Full-year	Full-year	
Net sales	1,240.8 billion yen	1,254.3 billion yen	1,252.7 billion yen	1,191.7 billion yen	
Operating profit	94.6 billion yen	98.3 billion yen	102.7 billion yen	106.0 billion yen	
Operating profit ratio	7.6 %	7.8 %	8.2 %	8.9 %	
EBITDA	142.8 billion yen	143.0 billion yen	148.9 billion yen	154.4 billion yen	(Note) Op. profit + Depreciation and amortization
EBITDA margin	11.5 %	11.4 %	11.9 %	13.0 %	
Profit attributable to owners of parent	61.2 billion yen	61.8 billion yen	67.3 billion yen	65.6 billion yen	
Profit ratio	4.9 %	4.9 %	5.4 %	5.5 %	
Total assets	927.5 billion yen	1,004.1 billion yen	998.9 billion yen	1,067.0 billion yen	
Interest bearing debt	119.1 billion yen	116.3 billion yen	106.7 billion yen	101.7 billion yen	
Shareholders' equity	487.3 billion yen	527.3 billion yen	562.7 billion yen	621.4 billion yen	
Shareholders' equity ratio	52.7 %	52.5 %	56.3 %	58.2 %	
Debt/Equity ratio	0.24 times	0.22 times	0.19 times	0.16 times	
ROA	10.6 %	10.3 %	10.3 %	10.7 %	(Note) Ordinary profit/Average net assets
ROE	13.1 %	12.2 %	12.4 %	11.1 %	(Note) Profit attributable to owners of parent/Average shareholders' equity
ROIC	— %	— %	9.9 %	10.0 %	(Note) Diluted NOPLAT/(Non-current assets + Working Capital)
Net cash flow from operating activities	108.7 billion yen	112.1 billion yen	114.1 billion yen	123.6 billion yen	
Net cash flow from investing activities	-64.3 billion yen	-100.2 billion yen	-70.8 billion yen	-93.1 billion yen	
Free cash flow	44.3 billion yen	11.8 billion yen	43.2 billion yen	30.5 billion yen	(Note) Net cash flow from operating activities + Net cash flow from investing activities
Profit per share	422.15 yen	426.61 yen	464.08 yen	452.52 yen	(Note) Profit attributable to owners of parent / Average number of shares during period
Net assets per share	3,360.70 yen	3,635.79 yen	3,879.18 yen	4,282.80 yen	(Note) (Total net assets - Noncontrolling interests) / (Number of shares outstanding - Number of treasury stock)
Cash flow per share	743.35 yen	723.29 yen	782.49 yen	786.13 yen	(Note) (Profit attributable to owners of parent + Depreciation and Amortization) / (Number of shares outstanding - Number of treasury stock)
Cash dividends per share	130.00 yen	140.00 yen	150.00 yen	160.00 yen	
Dividend payout ratio	30.8 %	32.8 %	32.3 %	35.4 %	
Price/Earnings ratio--PER	19.1 times	21.2 times	16.5 times	15.7 times	(Note) Year-end stock price/Profit per share
Price/Book value ratio--PBR	2.4 times	2.4 times	2.0 times	1.7 times	(Note) Year-end stock price/Net assets per share
Price/Cash flow ratio--PCFR	10.8 times	12.4 times	9.8 times	9.1 times	(Note) Year-end stock price/Cash flow per share

## 7. Other

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

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

(Billions of yen)

FYE March 2022	Q1		Q1-Q2		Q1-Q3		Full-year	
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan
Yogurt	21.2	% -5.9	% 49.6	%	%	%	%	%
Probiotic yogurts	25.3	-16.8	45.8					
Cheese for consumers	7.5	-4.9	49.2					
Chocolate	19.8	+2.8	48.6					
Infant formula and enteral formula	14.6	-1.1	48.7					
Sports nutrition (incl. SAVAS Milk Protein)	11.7	+30.9	47.4					
Drinking milk for consumers (incl. home delivery)	19.8	-10.2	48.4					
Ice cream for consumers	10.4	-9.8	41.1					

Plan -- FYE March 2022					
H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
42.7	% -3.7	42.3	% +5.6	85.0	% +0.7
55.2	-2.4	57.5	+3.8	112.7	+0.7
15.2	-0.9	14.5	-7.6	29.7	-4.3
40.7	+6.7	59.9	+3.6	100.7	+4.9
30.0	-0.1	30.4	+5.7	60.4	+2.8
24.8	+19.1	22.7	+15.2	47.5	+17.2
40.8	-9.8	37.8	-7.0	78.6	-8.5
25.2	-5.0	14.6	-4.3	39.8	-4.8

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

(Billions of yen)

FYE March 2021	Q1		Q1-Q2		Q1-Q3		Full-year					
	YoY change	H1 plan achievement rate	YoY change	vs. H1 plan	YoY change	Full-year plan achievement rate	YoY change	vs. Full-year plan				
Yogurt	22.5	% +3.7	% —	% 44.3	% +2.3	% —	% 64.3	% +1.0	% 75.8	% 84.3	% -0.1	% -0.5
Meiji Bulgaria Yogurt	20.6	+4.4	—	40.6	+4.1	—	58.7	+1.9	76.1	76.8	+0.9	-0.5
Probiotic yogurts	30.3	+17.6	—	56.5	+14.1	—	84.0	+8.6	73.2	111.9	+0.9	-2.5
Drinking milk	27.0	-4.1	—	56.8	-2.9	—	84.2	-3.4	76.1	110.0	-3.1	-0.5
Meiji Oishii Gyunyu	15.8	+10.2	—	32.7	+9.3	—	47.6	+7.4	76.4	61.8	+6.7	-0.8
Cheese	9.2	+0.4	—	18.3	+0.8	—	28.6	-0.4	75.6	37.3	-0.5	-1.8
Meiji Hokkaido Tokachi series	3.7	+5.8	—	7.4	+8.1	—	12.0	+6.7	75.8	15.6	+5.9	-1.8
Ice cream	12.0	-1.0	—	27.9	+1.4	—	36.4	-0.4	81.3	44.3	-0.2	-1.2
Chocolate	19.2	-3.4	—	38.1	-3.0	—	69.1	-1.3	71.0	95.9	-1.2	-1.6
Nutritional products	14.7	+2.9	—	29.9	+1.4	—	45.2	-1.4	77.6	58.7	-0.0	+0.8
Sports nutrition	5.7	+3.3	—	13.0	+13.0	—	19.3	+17.6	77.1	24.9	+21.5	-0.6

H1 (Q1-Q2)	YoY change	H2 (Q3-Q4)	YoY change	Full-year	YoY change
44.3	% +2.3	40.0	% -2.5	84.3	% -0.1
40.6	+4.1	36.2	-2.4	76.8	+0.9
56.5	+14.1	55.4	-9.7	111.9	+0.9
56.8	-2.9	53.1	-3.2	110.0	-3.1
32.7	+9.3	29.1	+3.9	61.8	+6.7
18.3	+0.8	18.9	-1.8	37.3	-0.5
7.4	+8.1	8.1	+4.0	15.6	+5.9
27.9	+1.4	16.4	-2.7	44.3	-0.2
38.1	-3.0	57.8	+0.0	95.9	-1.2
29.9	+1.4	28.7	-1.4	58.7	-0.0
13.0	+13.0	11.8	+32.3	24.9	+21.5

Note: Nutritional products include infant formula and enteral formula.



## 7. Other

### 2. List of New Products Under Development

#### Infectious disease

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

#### CNS disorders

Stage	Name	Type	Efficacy Classification	Notes
Phase III	ME2112 (Ziprasidone)	Oral	Antipsychotic	In-license: RaQualia Pharma Inc.

#### New fields

Stage	Name	Type	Efficacy Classification	Notes
Approved	HBI-8000 (Tucidinostat)	Oral	Relapsed or refractory adult T-cell leukemia /lymphoma (ATLL)	In-license: HUYA Bioscience International, LLC (USA)
Filed (Under review)	HBI-8000 (Tucidinostat)	Oral	Relapsed or refractory peripheral T-cell lymphoma (PTCL)	In-license: HUYA Bioscience International, LLC (USA)
Filed (Under review)	SP-02L (Darinaparsin)	Injection	Relapsed or refractory peripheral T-cell lymphoma (PTCL)	In-license: Solasia Pharma K.K.
Phase III (Overseas)	DMB-3115	Injection	Plaque psoriasis/Psoriatic arthritis/Crohn's disease/Ulcerative colitis (Biosimilar)	Co-development: Dong-A Socio Holdings Co., Ltd. (South Korea)
Phase I	DMB-3111	Injection	Breast cancer/Gastric cancer (Biosimilar)	Co-development: Dong-A Socio Holdings Co., Ltd. (South Korea)
Phase I	ME3208 (Belumosudil)	Oral	Steroid-refractory/dependent Chronic Graft Versus Host Disease	Development: Meiji Seika Pharma Co., Ltd.

#### Human vaccines

Stage	Name	Target Disease	Notes
Phase III	KD-370	Pentavalent vaccine against diphtheria, tetanus, pertussis, polio, and haemophilus influenza type b	Development: KM Biologics Co., Ltd.
Phase I (Overseas)	KD-382	Quadrivalent vaccine against dengue fever	Development: KM Biologics Co., Ltd.
Phase I / II	KD-404	Egg-derived inactivated whole virus influenza vaccine	Co-development: Hokkaido University
Phase I / II	KD-414	Inactivated vaccine against COVID-19	Development: KM Biologics Co., Ltd.

#### Blood Plasma Products

Stage	Name	Target Disease	Notes
Phase III	KD-371	Indication expansion for microscopic polyangiitis (MPA) (orphan drug)	Co-development: Teijin Pharma Limited
In preparation for application Extension study	KD2-305	Suppression of bleeding tendency in patients with blood coagulation factor VIII or factor IX deficiency who have coagulation factor inhibitors	Development: KM Biologics Co., Ltd.

Note: The above list shows development status as of August 12, 2021.

## 8. Disclosure Changes from FYE March 2022

### 1. Applying the Accounting Standard for Revenue Recognition

The Accounting Standard for Revenue Recognition is applied from the beginning of FYE March 2022.

As such, the consolidated figures and the figures by segment for FYE March 2022 are calculated based on the assumption of accounting treatment changes related to revenue recognition. Furthermore, FYE March 2021 earnings provided as reference information are calculated based on the same assumption.

### 2. Category Changes within Segments

From FYE March 2022, we have implemented the following changes to business categories within segments.

Results and targets are disclosed as a new classification.

#### Former Classification (~FYE March 2021)

##### [Food Segment]

Category	Main Products
Fresh and Fermented Dairy	Probiotic yogurt, yogurt, drinking milk, <i>SAVAS Milk Protein</i>
Processed Food	Cheese, ice cream, prepared foods, butter and margarine, professional food products
Confectionery	Chocolate, gummy, chewing gum, candy
Nutritions	Infant formula, sports nutrition, beauty supplement, enteral formula, OTC drugs
Overseas	Overseas subsidiaries, exports
Other Domestic Subsidiaries	Domestic subsidiaries

##### [Pharmaceutical Segment]

Category	Main Products
Japan	Domestic ethical pharmaceuticals (incl. human vaccines), domestic agricultural chemicals, domestic veterinary drugs
Overseas	Overseas ethical pharmaceuticals, overseas agricultural chemicals, overseas veterinary drugs
KM Biologics	Human vaccines, blood plasma products, veterinary vaccines

#### Current Classification (FYE March 2022~)

##### [Food Segment]

Category	Main Products
Yogurt&cheese	Probiotic yogurt, yogurt, cheese
Nutrition	Infant formula, sports nutrition (incl. <i>SAVAS Milk Protein</i> ), enteral formula, beauty supplement
Chocolate&gummy	Chocolate, gummy
Drinking milk	Drinking milk
B to B	Professional food products
Frozen dessert&ready meal	Ice cream, prepared foods, butter and margarine
Overseas	Overseas subsidiaries, exports
Other / domestic subsidiaries	Domestic subsidiaries, chewing gum, candy, OTC drugs

##### [Pharmaceutical Segment]

Category	Main Products
Domestic ethical pharmaceuticals	Domestic ethical pharmaceuticals, blood plasma products
Overseas ethical pharmaceuticals	Overseas ethical pharmaceuticals
Human vaccines	Human vaccines
Agricultural chemicals&veterinary drugs	Agricultural chemicals (Japan/overseas), veterinary drugs (Japan/overseas), veterinary vaccines