



Supplementary Information

Nine months ended December 31, 2023

(April 1, 2023 to December 31, 2023)

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MEGMILK SNOW BRAND Co., Ltd.

1. Quarterly Consolidated Statements of Income (Result/Forecast)

(Unit: 100 million yen) (Amounts rounded down to the nearest 100 million yen)

| | Result for the year ending March 31, 2024 (FY2023) | | | | | | | | | | | | | | 【Forecast】 Year ending March 31, 2024 (FY2023) | | | | | | | | |
|---|--|------------|------------|---------|------------------------------|------------|------------|---------|------------------------------|------------|------------|---------|------------------------------|------------|---|---------|-------------|------------|---------|-----------|------------|---------|------|
| | 1st quarter-end | | | | 2nd quarter-end (cumulative) | | | | 3rd quarter-end (cumulative) | | | | 4th quarter-end (cumulative) | | | | Second half | | | Full year | | | |
| | FY 2022 | FY 2023 | Net change | | FY 2022 | FY 2023 | Net change | | FY 2022 | FY 2023 | Net change | | FY 2022 | FY 2023 | Net change | | Amount | Net change | | Amount | Net change | | |
| | | | Amount | YOY (%) | | | Amount | YOY (%) | | | Amount | YOY (%) | | | Amount | YOY (%) | | Amount | YOY (%) | | Amount | YOY (%) | |
| Net sales | 1,413 | 1,501 | 88 | 6.3 | 2,890 | 3,056 | 166 | 5.7 | 4,403 | 4,604 | 201 | 4.6 | 5,843 | | | | | 3,104 | 150 | 5.1 | 6,160 | 316 | 5.4 |
| Cost of sales | 1,183 | 1,248 | 64 | 5.5 | 2,443 | 2,553 | 109 | 4.5 | 3,732 | 3,851 | 118 | 3.2 | 4,971 | | | | | | | | | | |
| Vs. Sales (%) | 83.8 | 83.1 | | | 84.5 | 83.5 | | | 84.8 | 83.6 | | | 85.1 | | | | | | | | | | |
| Selling, general and administrative expenses | 189 | 200 | 10 | 5.7 | 373 | 391 | 17 | 4.6 | 559 | 590 | 30 | 5.5 | 741 | | | | | | | | | | |
| Vs. Sales (%) | 13.4 | 13.4 | | | 12.9 | 12.8 | | | 12.7 | 12.8 | | | 12.7 | | | | | | | | | | |
| Operating profit | 39 | 52 | 12 | 32.1 | 73 | 112 | 38 | 53.0 | 110 | 163 | 52 | 46.9 | 130 | | | | | 70 | 12 | 21.9 | 182 | 51 | 39.4 |
| Vs. Sales (%) | 2.8 | 3.5 | | | 2.5 | 3.7 | | | 2.5 | 3.5 | | | 2.2 | | | | | 2.2 | | | 3.0 | | |
| Non-operating income | 9 | 8 | (0) | (3.8) | 10 | 15 | 4 | 38.2 | 15 | 23 | 7 | 47.3 | 24 | | | | | | | | | | |
| Non-operating expenses | 2 | 2 | 0 | 11.3 | 15 | 5 | (10) | (66.8) | 16 | 8 | (8) | (48.0) | 10 | | | | | | | | | | |
| Ordinary profit | 46 | 58 | 12 | 26.1 | 68 | 122 | 53 | 77.8 | 110 | 177 | 67 | 61.4 | 144 | | | | | 73 | (3) | (4.4) | 195 | 50 | 34.7 |
| Vs. Sales (%) | 3.3 | 3.9 | | | 2.4 | 4.0 | | | 2.5 | 3.9 | | | 2.5 | | | | | 2.3 | | | 3.2 | | |
| Extraordinary income | 0 | 0 | (0) | (63.1) | 0 | 0 | (0) | (63.4) | 9 | 1 | (8) | (88.3) | 33 | | | | | | | | | | |
| Extraordinary loss | 26 | 3 | (23) | (88.4) | 29 | 7 | (22) | (75.6) | 31 | 11 | (19) | (62.8) | 48 | | | | | | | | | | |
| Profit before income taxes | 20 | 55 | 35 | 169.1 | 40 | 115 | 75 | 187.9 | 88 | 167 | 78 | 88.3 | 129 | | | | | | | | | | |
| Vs. Sales (%) | 1.5 | 3.7 | | | 1.4 | 3.8 | | | 2.0 | 3.6 | | | 2.2 | | | | | | | | | | |
| Income taxes | 6 | 19 | 12 | 181.8 | 16 | 37 | 20 | 125.5 | 28 | 52 | 23 | 81.8 | 38 | | | | | | | | | | |
| Profit (loss) attributable to non-controlling interests | 0 | 0 | 0 | 55.3 | 0 | 1 | 0 | 113.7 | 1 | 1 | 0 | 10.3 | 0 | | | | | | | | | | |
| Profit attributable to owners of parent | 13 | 35 | 22 | 167.0 | 23 | 76 | 53 | 234.5 | 59 | 113 | 54 | 92.9 | 91 | | | | | 45 | (23) | (34.1) | 122 | 30 | 33.6 |
| Vs. Sales (%) | 1.0 | 2.4 | | | 0.8 | 2.5 | | | 1.3 | 2.5 | | | 1.6 | | | | | 1.5 | | | 2.0 | | |

2. Quarterly Consolidated Sales and Operating Profit by Product of Each Segment (Result/Forecast)

(Sales and operating profit by product of each segment in the consolidated earnings forecasts released on November 10, 2023 have been revised.)

(Unit: 100 million yen) (Amounts rounded down to the nearest 100 million yen)

| | Result for the year ending March 31, 2024 (FY2023) | | | | | | | | | | | | | | 【Forecast】 Year ending March 31, 2024 (FY2023) | | | | | | | | |
|-------------------------------|--|--------------|------------|-------------|------------------------------|--------------|------------|--------------|------------------------------|--------------|-------------|--------------|------------------------------|------------|---|------------|-------------|--------------|------------|-------------|--------------|------------|-------------|
| | 1st quarter-end | | | | 2nd quarter-end (cumulative) | | | | 3rd quarter-end (cumulative) | | | | 4th quarter-end (cumulative) | | | | Second half | | | Full year | | | |
| | FY 2022 | FY 2023 | Net change | | FY 2022 | FY 2023 | Net change | | FY 2022 | FY 2023 | Net change | | FY 2022 | FY 2023 | Net change | | Amount | Net change | | Amount | Net change | | |
| | | | Amount | YOY (%) | | | Amount | YOY (%) | | | Amount | YOY (%) | | | Amount | YOY (%) | | Amount | YOY (%) | | | | |
| [Net sales] | | | | | | | | | | | | | | | | | | | | | | | |
| Butter | 57 | 61 | 3 | 7.0 | 116 | 122 | 6 | 5.2 | 195 | 205 | 9 | 5.1 | 272 | | | | | 169 | 12 | 8.0 | 291 | 18 | 6.8 |
| Margarine | 20 | 21 | 1 | 7.7 | 39 | 41 | 2 | 5.7 | 62 | 64 | 2 | 4.1 | 83 | | | | | 43 | 0 | 0.7 | 85 | 2 | 3.1 |
| Cheese | 133 | 142 | 9 | 7.1 | 274 | 290 | 16 | 5.9 | 439 | 458 | 19 | 4.3 | 575 | | | | | 313 | 12 | 4.3 | 604 | 28 | 5.0 |
| Other | 70 | 64 | (5) | (8.4) | 140 | 136 | (4) | (2.9) | 212 | 209 | (2) | (1.4) | 284 | | | | | 143 | 0 | 0.2 | 280 | (3) | (1.3) |
| Subsidiaries and other | 300 | 325 | 25 | 8.4 | 630 | 674 | 43 | 6.9 | 963 | 1,008 | 45 | 4.7 | 1,305 | | | | | 701 | 26 | 3.9 | 1,375 | 70 | 5.4 |
| Dairy Products | 582 | 616 | 34 | 5.9 | 1,201 | 1,265 | 63 | 5.3 | 1,874 | 1,948 | 73 | 3.9 | 2,520 | | | | | 1,371 | 52 | 4.0 | 2,637 | 116 | 4.6 |
| Milk and milk-based beverages | 180 | 198 | 17 | 9.6 | 356 | 399 | 42 | 12.0 | 540 | 599 | 58 | 10.8 | 716 | | | | | 390 | 30 | 8.5 | 790 | 73 | 10.2 |
| Other beverages | 74 | 74 | 0 | 0.0 | 154 | 160 | 5 | 3.7 | 225 | 230 | 5 | 2.4 | 291 | | | | | 138 | 1 | 1.4 | 298 | 7 | 2.6 |
| Yogurt | 123 | 129 | 5 | 4.9 | 245 | 259 | 13 | 5.5 | 361 | 383 | 21 | 6.1 | 478 | | | | | 251 | 19 | 8.3 | 511 | 32 | 6.9 |
| Desserts and fresh cream | 56 | 61 | 5 | 9.8 | 112 | 126 | 14 | 12.7 | 173 | 193 | 19 | 11.4 | 233 | | | | | 132 | 11 | 9.7 | 259 | 25 | 11.1 |
| Other | 7 | 9 | 1 | 16.5 | 16 | 19 | 2 | 17.4 | 26 | 30 | 4 | 15.4 | 36 | | | | | 22 | 2 | 12.1 | 41 | 5 | 14.5 |
| Subsidiaries and other | 161 | 174 | 12 | 8.0 | 337 | 355 | 17 | 5.2 | 507 | 525 | 18 | 3.6 | 655 | | | | | 321 | 4 | 1.4 | 676 | 21 | 3.3 |
| Beverages and Desserts | 603 | 646 | 42 | 7.1 | 1,224 | 1,320 | 96 | 7.9 | 1,835 | 1,963 | 128 | 7.0 | 2,411 | | | | | 1,257 | 70 | 5.9 | 2,578 | 166 | 6.9 |
| Feedstuffs | 102 | 107 | 5 | 5.0 | 213 | 209 | (4) | (2.0) | 331 | 314 | (17) | (5.3) | 441 | | | | | 231 | 3 | 1.4 | 440 | (0) | (0.2) |
| Seed products | 35 | 33 | (1) | (5.5) | 61 | 61 | (0) | (0.5) | 79 | 79 | 0 | 0.3 | 93 | | | | | 32 | 1 | 4.7 | 94 | 1 | 1.3 |
| Feedstuffs and Seed | 138 | 141 | 3 | 2.3 | 275 | 270 | (4) | (1.6) | 410 | 393 | (17) | (4.2) | 534 | | | | | 264 | 4 | 1.8 | 535 | 0 | 0.0 |
| Other | 89 | 97 | 7 | 8.8 | 189 | 200 | 10 | 5.4 | 282 | 299 | 17 | 6.0 | 376 | | | | | 209 | 23 | 12.4 | 410 | 33 | 8.9 |
| Total | 1,413 | 1,501 | 88 | 6.3 | 2,890 | 3,056 | 166 | 5.7 | 4,403 | 4,604 | 201 | 4.6 | 5,843 | | | | | 3,104 | 150 | 5.1 | 6,160 | 316 | 5.4 |
| [Operating profit] | | | | | | | | | | | | | | | | | | | | | | | |
| Dairy Products | 28 | 28 | 0 | 2.3 | 49 | 50 | 1 | 3.1 | 81 | 79 | (1) | (1.8) | 97 | | | | | 47 | (0) | (1.6) | 98 | 0 | 0.8 |
| Beverages and Desserts | 4 | 11 | 6 | 126.8 | 7 | 36 | 29 | 406.2 | 12 | 55 | 43 | 356.1 | 16 | | | | | 21 | 12 | 134.3 | 58 | 41 | 256.0 |
| Feedstuffs and Seed | 4 | 5 | 1 | 26.5 | 8 | 7 | (0) | (8.1) | 3 | 4 | 1 | 33.6 | 2 | | | | | (7) | (1) | — | 0 | (1) | (81.8) |
| Other | 2 | 6 | 4 | 225.7 | 8 | 16 | 8 | 98.3 | 14 | 22 | 8 | 60.5 | 14 | | | | | 8 | 2 | 36.0 | 25 | 10 | 72.3 |
| Eliminated | 0 | 0 | 0 | 27.9 | 0 | 0 | 0 | 198.3 | 0 | 0 | 0 | 839.6 | 0 | | | | | 0 | 0 | — | 0 | 0 | 496.9 |
| Total | 39 | 52 | 12 | 32.1 | 73 | 112 | 38 | 53.0 | 110 | 163 | 52 | 46.9 | 130 | | | | | 70 | 12 | 21.9 | 182 | 51 | 39.4 |

* Main types of goods traded by business segment

Dairy Products: Dairy products (cheese, butter, milk powder, etc.); margarine; Nutrition business (functional food products, Powdered milk, etc.), etc.

Beverages and Desserts: Beverages (milk drinks, fruit juice beverages, etc.); yogurts; desserts; fresh cream, etc.

Feedstuffs and Seed: Cattle feed; pasture forage and crop seed; vegetable seeds; landscaping, etc.

Other: Joint distribution center services; real estate leasing, etc.

* The net sales for each segment list the figures for external customers. Note that figures for external customers are also used in the year-on-year comparisons.

* Subsidiaries and other includes the sales by subsidiaries and the total effect from accounting for consolidation (intercompany elimination, etc.).

Feedstuffs and Seed are on a consolidated basis (after intercompany elimination, etc.).

* Eliminated amount of operating profit indicates the elimination of inter-segment transactions.

Nutrition Business of Dairy Products

(Sales and operating profit by product of each segment in the consolidated earnings forecasts released on November 10, 2023 have been revised.)

(Unit: 100 million yen) (Amounts rounded down to the nearest 100 million yen)

| | Result for the year ending March 31, 2024 (FY2023) | | | | | | | | | | | | | 【Forecast】 Year ending March 31, 2024 (FY2023) | | | | | | | | |
|--------------------------------------|--|------------|------------|------------|------------------------------|------------|------------|--------------|------------------------------|------------|------------|------------|------------------------------|---|------------|---------|-------------|------------|------------|------------|------------|------------|
| | 1st quarter-end | | | | 2nd quarter-end (cumulative) | | | | 3rd quarter-end (cumulative) | | | | 4th quarter-end (cumulative) | | | | Second half | | | Full year | | |
| | FY 2022 | FY 2023 | Net change | | FY 2022 | FY 2023 | Net change | | FY 2022 | FY 2023 | Net change | | FY 2022 | FY 2023 | Net change | | Amount | Net change | | Amount | Net change | |
| | | | Amount | YOY (%) | | | Amount | YOY (%) | | | Amount | YOY (%) | | | Amount | YOY (%) | | Amount | YOY (%) | | Amount | YOY (%) |
| [Net sales] | | | | | | | | | | | | | | | | | | | | | | |
| Functional food products | 22 | 21 | (0) | (3.5) | 43 | 45 | 1 | 2.6 | 67 | 68 | 0 | 1.1 | 89 | | | | 47 | 1 | 3.1 | 92 | 2 | 2.8 |
| Powdered milk and other | 26 | 27 | 0 | 3.7 | 54 | 53 | (1) | (2.1) | 82 | 82 | 0 | 0.1 | 108 | | | | 57 | 4 | 8.4 | 111 | 3 | 3.1 |
| Total on a consolidated basis | 48 | 48 | 0 | 0.4 | 98 | 98 | (0) | (0.0) | 149 | 150 | 0 | 0.6 | 197 | | | | 105 | 5 | 5.9 | 203 | 5 | 3.0 |

* These figures are on a consolidated basis (after intercompany elimination, etc.)

3. KPI Results for Business Strategy in the Group Medium-term Management Plan 2025

(Unit: 100 million yen) (Amounts rounded down to the nearest 100 million yen)

| | Result for the year ending March 31, 2024 (FY2023) | | | | | | | | | | | | | | | | 【Target value】 | | |
|--|--|------------|-------------------|------------|------------------------------|------------|-------------------|------------|------------------------------|------------|-------------------|------------|------------------------------|------------|-------------------|------------|-----------------------|----------------------------------|------------------------------|
| | 1st quarter-end | | | | 2nd quarter-end (cumulative) | | | | 3rd quarter-end (cumulative) | | | | 4th quarter-end (cumulative) | | | | FY2025 | | |
| | FY 2022 | FY 2023 | Net change YOY | | FY 2022 | FY 2023 | Net change YOY | | FY 2022 | FY 2023 | Net change YOY | | FY 2022 | FY 2023 | Net change YOY | | Amount or ratio | Net change compared to FY2022 | |
| | | | Amount | YOY (%) | | | Amount | YOY (%) | | | Amount | YOY (%) | | | Amount | YOY (%) | | Amount or ratio | Compared to FY2022 (%) |
| Sales of substitute foods | — | — | — | — | — | — | — | — | — | — | — | — | — | — | — | 60 | 60 | — | |
| Sales of function-added foods *1 | 138 | 144 | 6 | 104.9 | 280 | 293 | 13 | 104.7 | 418 | 439 | 21 | 105.0 | 552 | | | 700 | 147 | 126.6 | |
| Composition of overseas operating profit | 5.7% | 0.5% | | | 4.2% | 0.4% | | | 3.8% | 0.3% | | | 2.8% | | | 8.5% | 5.7% | | |
| Sales of cheese products *1*2 | 158 | 172 | 14 | 109.1 | 323 | 346 | 22 | 107.1 | 517 | 542 | 25 | 104.9 | 684 | | | 800 | 116 | 117.0 | |
| Sales of market milk | 442 | 472 | 30 | 106.8 | 886 | 965 | 79 | 108.9 | 1,327 | 1,437 | 109 | 108.3 | 1,756 | | | 2,000 | 244 | 114.0 | |

*1. Results for the previous fiscal year (fiscal year ended March 2023) differ from those announced on May 15, 2023 due to the revised calculating method.

*2. Sales figures include those of certain subsidiaries.

(Unit: 1,000 ha) (Amounts rounded down to the nearest 1,000 ha)

| | Result for the year ended March 31, 2024 (FY2023) | | | | | | | | | | | | | | | | 【Target value】 | | |
|--------------------------------|---|------------|----------------------------------|------------------------------|------------------------------|------------|----------------------------------|------------------------------|------------------------------|------------|----------------------------------|------------------------------|------------------------------|------------|----------------------------------|------------------------------|----------------|----------------------------------|------------------------------|
| | 1st quarter-end | | | | 2nd quarter-end (cumulative) | | | | 3rd quarter-end (cumulative) | | | | 4th quarter-end (cumulative) | | | | FY2030 | | |
| | FY 2019 | FY 2023 | Net change compared to FY2019 | | FY 2019 | FY 2023 | Net change compared to FY2019 | | FY 2019 | FY 2023 | Net change compared to FY2019 | | FY 2019 | FY 2023 | Net change compared to FY2019 | | Area | Net change compared to FY2019 | |
| | | | Area | Compared to FY2019 (%) | | | Area | Compared to FY2019 (%) | | | Area | Compared to FY2019 (%) | | | Area | Compared to FY2019 (%) | | Area | Compared to FY2019 (%) |
| Area of pasture forage/crop *3 | | | | | | | | | | | | | 97 | | | 100 | 3 | 103.0 | |

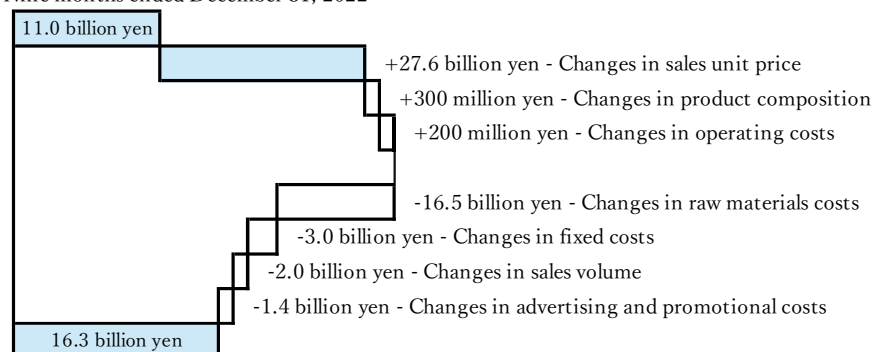
*3. The planted area is shown only for the 4th quarter (cumulative).

4. Causes of Net Changes in Consolidated Operating Profit (Result/Forecast)

(Causes of net changes in operating profit in the consolidated earnings forecasts released on November 10, 2023 have been revised.)

Result

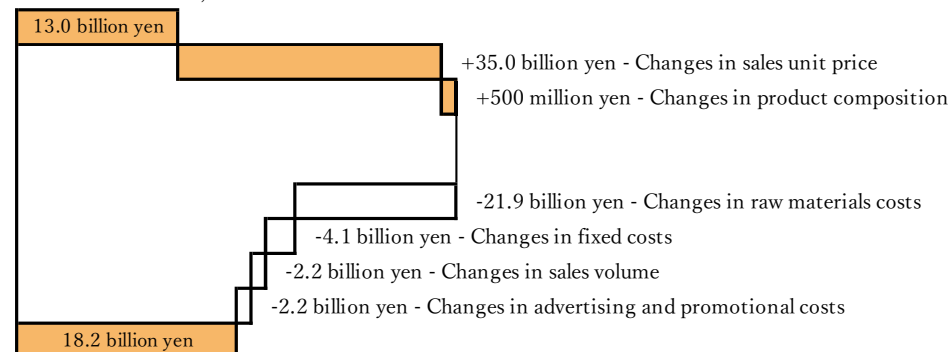
Nine months ended December 31, 2022



Nine months ended December 31, 2023

Forecast

Year ended March 31, 2023



Year ending March 31, 2024 (forecast)

Details of Consolidated Operating Profit by Segment

| Factors behind changes | FY2022 full year | Factors behind changes for the nine months ended December 31, 2023 | | | | | Quarterly change (cumulative) | | | |
|--|------------------|--|----------------|------------------------|----------------------|-------------------|-------------------------------|-------|-------|----|
| | | Total | Dairy Products | Beverages and Desserts | Feed-stuffs and Seed | Other/ Eliminated | 1Q | 2Q | 3Q | 4Q |
| 【Marginal profit】 | | | | | | | | | | |
| Changes in sales unit price | 66 | 276 | 102 | 176 | (2) | 0 | 89 | 188 | 276 | |
| Changes in sales volume | 16 | (20) | (20) | (10) | (2) | 12 | (4) | (10) | (20) | |
| Changes in product composition | 9 | 3 | 3 | 0 | 0 | 0 | 0 | 1 | 3 | |
| Changes in raw materials costs | (100) | (165) | (70) | (99) | 4 | 0 | (54) | (118) | (165) | |
| Changes in operating costs | (38) | 2 | 4 | (3) | 1 | 0 | (4) | (2) | 2 | |
| Subtotal | (47) | 96 | 19 | 64 | 1 | 12 | 27 | 59 | 96 | |
| 【Fixed costs and others】 | | | | | | | | | | |
| Changes in advertising and promotional costs | 7 | (14) | (3) | (11) | 0 | 0 | (4) | (7) | (14) | |
| Changes in fixed costs | (10) | (30) | (17) | (10) | 0 | (3) | (11) | (14) | (30) | |
| Subtotal | (3) | (44) | (20) | (21) | 0 | (3) | (15) | (21) | (44) | |
| Total | (50) | 52 | (1) | 43 | 1 | 9 | 12 | 38 | 52 | |

(Unit: 100 million yen) (Amounts rounded down to the nearest 100 million yen)

| Factors behind changes | 【Forecast】 Factors behind changes for the year ending March 31, 2024 (FY2023), full year | | | | |
|--|--|----------------|------------------------|----------------------|-------------------|
| | Total | Dairy Products | Beverages and Desserts | Feed-stuffs and Seed | Other/ Eliminated |
| 【Marginal profit】 | | | | | |
| Changes in sales unit price | 350 | 143 | 215 | (9) | 1 |
| Changes in sales volume | (22) | (23) | (12) | (2) | 15 |
| Changes in product composition | 5 | 5 | 0 | 0 | 0 |
| Changes in raw materials costs | (219) | (101) | (127) | 9 | 0 |
| Changes in operating costs | 0 | 4 | (3) | 0 | (1) |
| Subtotal | 114 | 28 | 73 | (2) | 15 |
| 【Fixed costs and others】 | | | | | |
| Changes in advertising and promotional costs | (22) | (5) | (17) | 0 | 0 |
| Changes in fixed costs | (41) | (23) | (15) | 1 | (5) |
| Subtotal | (63) | (28) | (32) | 1 | (5) |
| Total | 51 | 0 | 41 | (1) | 10 |

*Other/Eliminated shows the sum of other segment operating profit and consolidation (intra-group offset, etc.).

5. Quarterly Consolidated Balance Sheets (Result)

(Unit: 100 million yen) (Amounts rounded down to the nearest 100 million yen)

| | March 31, 2023 | December 31, 2023 | Amount of net change |
|---|----------------|-------------------|----------------------|
| (Current assets) | 1,641 | 1,713 | 71 |
| Cash and deposits | 203 | 154 | (48) |
| Notes and accounts receivable-trade and contract assets | 802 | 924 | 121 |
| Inventory assets | 578 | 575 | (2) |
| Other | 57 | 58 | 1 |
| (Non-current assets) | 2,459 | 2,558 | 98 |
| Property, plant and equipment | 1,801 | 1,800 | (0) |
| Intangible assets | 31 | 40 | 8 |
| Investment securities | 504 | 594 | 89 |
| Deferred tax assets | 31 | 28 | (2) |
| Other | 91 | 94 | 3 |
| Total assets | 4,101 | 4,271 | 170 |

| | March 31, 2023 | December 31, 2023 | Amount of net change |
|---------------------------------|----------------|-------------------|----------------------|
| (Current liabilities) | 1,169 | 1,193 | 24 |
| Payables | 642 | 679 | 36 |
| Short-term loans payable | 178 | 141 | (36) |
| Other | 347 | 372 | 24 |
| (Non-current liabilities) | 773 | 780 | 7 |
| Bonds payable | 150 | 150 | — |
| Long-term loans payable | 321 | 302 | (19) |
| Net defined benefit liabilities | 87 | 89 | 2 |
| Other | 214 | 239 | 24 |
| Total liabilities | 1,942 | 1,974 | 32 |
| Shareholders' equity | 2,128 | 2,264 | 136 |
| Non-controlling interests | 30 | 31 | 1 |
| Total net assets | 2,158 | 2,296 | 137 |
| Total liabilities/net assets | 4,101 | 4,271 | 170 |

6. Quarterly Consolidated Statements of Cash Flows (Result)

(Unit: 100 million yen) (Amounts rounded down to the nearest 100 million yen)

| | Result for the year ending March 31, 2024 (FY2023) | | | | | | | | | | | |
|--|--|--------|----------------------|------------------------------|--------|----------------------|------------------------------|--------|----------------------|------------------------------|--------|----------------------|
| | 1st quarter-end | | | 2nd quarter-end (cumulative) | | | 3rd quarter-end (cumulative) | | | 4th quarter-end (cumulative) | | |
| | FY2022 | FY2023 | Amount of net change | FY2022 | FY2023 | Amount of net change | FY2022 | FY2023 | Amount of net change | FY2022 | FY2023 | Amount of net change |
| I Cash flows from operating activities | 21 | 52 | 30 | 91 | 108 | 16 | 101 | 205 | 103 | 268 | | |
| II Cash flows from investing activities | (51) | (44) | 7 | (110) | (89) | 20 | (131) | (152) | (20) | (196) | | |
| III Cash flows from financing activities | (40) | (44) | (4) | (45) | (99) | (53) | (23) | (102) | (79) | (72) | | |
| IV Effect of exchange rate on cash and cash equivalents | 1 | 0 | (1) | 2 | 1 | (1) | 2 | 1 | (1) | 1 | | |
| V Amount of net change in cash and cash equivalents | (68) | (36) | 31 | (61) | (79) | (17) | (50) | (48) | 2 | 0 | | |
| VI Cash and cash equivalents at beginning of period | 199 | 203 | 3 | 199 | 203 | 3 | 199 | 203 | 3 | 199 | | |
| VII Increase in cash and cash equivalents from newly consolidated subsidiaries | 3 | — | (3) | 3 | — | (3) | 3 | — | (3) | 3 | | |
| VIII Cash and cash equivalents at end of period | 134 | 166 | 32 | 141 | 124 | (17) | 152 | 154 | 2 | 203 | | |
| (Ref.) Free cash flow (I + II) | (29) | 7 | 37 | (18) | 18 | 37 | (30) | 52 | 82 | 71 | | |

7. Other Management Indicators (Result/Forecast)

(Unit: 100 million yen) (Amounts rounded down to the nearest 100 million yen)

| | Result for the year ending March 31, 2024 (FY2023) | | | | | | | | 【Forecast】 Year ending March 31, 2024, full year (FY2023) |
|---|--|--------|------------------------------|--------|------------------------------|--------|------------------------------|--------|---|
| | 1st quarter-end | | 2nd quarter-end (cumulative) | | 3rd quarter-end (cumulative) | | 4th quarter-end (cumulative) | | |
| | FY2022 | FY2023 | FY2022 | FY2023 | FY2022 | FY2023 | FY2022 | FY2023 | |
| Amount of capital investment | 26 | 51 | 99 | 83 | 156 | 135 | 195 | | 200 |
| Depreciation and amortization costs * | 42 | 42 | 85 | 87 | 128 | 131 | 171 | | 175 |
| Consolidated research & development costs | 12 | 14 | 22 | 24 | 34 | 39 | 45 | | |
| | 1st quarter-end | | 2nd quarter-end | | 3rd quarter-end | | 4th quarter-end | | |
| | FY2022 | FY2023 | FY2022 | FY2023 | FY2022 | FY2023 | FY2022 | FY2023 | |
| Number of consolidated employees | 5,781 | 5,799 | 5,799 | 5,797 | 5,789 | 5,779 | 5,715 | | |

* Depreciation and amortization costs are the sum of the depreciation of property, plant and equipment and the amortization of intangible assets (excluding goodwill) and long-term prepaid expenses.

| | FY2018 Full year | FY2019 Full year | FY2020 Full year | FY2021 Full year | FY2022 Full year |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|
| Ratio of operating profit to net sales | 2.9% | 2.9% | 3.2% | 3.2% | 2.2% |
| EBITDA | 33.1 billion | 34.1 billion | 35.6 billion | 35.0 billion | 30.2 billion |
| ROE | 6.7% | 7.1% | 8.1% | 6.0% | 4.4% |
| Equity ratio | 46.3% | 47.3% | 49.0% | 51.5% | 51.9% |
| Payout ratio | 25.2% | 22.3% | 18.1% | 33.6% | 44.4% |
| Interest-bearing debt* | 71.7 billion | 69.3 billion | 79.3 billion | 72.2 billion | 69.8 billion |

* The balance for interest-bearing debt is the sum of outstanding borrowings plus bonds payable and outstanding lease obligations.

* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020), etc. effective from the beginning of the fiscal year ended March 31, 2022.

The accounting standard, etc. has not been applied to the full-year figures for the years through FY2020 (the fiscal year ended March 31, 2021).

8. Financial Performance Data from FY2018 to FY2022

Quarterly Consolidated Balance Sheets

(Unit: 100 million yen) (Amounts rounded down to the nearest 100 million yen)

| | March 31, 2019 | | March 31, 2020 | | March 31, 2021 | | March 31, 2022 | | March 31, 2023 | |
|---|----------------|------------|----------------|------------|----------------|------------|----------------|------------|----------------|------------|
| | Result | Net change | Result | Net change | Result | Net change | Result | Net change | Result | Net change |
| (Current assets) | 1,488 | 67 | 1,511 | 23 | 1,617 | 105 | 1,601 | (15) | 1,641 | 40 |
| Cash and deposits | 143 | (2) | 155 | 11 | 218 | 63 | 199 | (18) | 203 | 3 |
| Notes and accounts receivable-trade and contract assets | 747 | 54 | 718 | (28) | 717 | (1) | 722 | 5 | 802 | 79 |
| Inventory assets | 556 | 17 | 589 | 33 | 599 | 9 | 621 | 22 | 578 | (43) |
| Other | 40 | (2) | 47 | 6 | 82 | 34 | 56 | (25) | 57 | 0 |
| (Non-current assets) | 2,105 | 14 | 2,192 | 86 | 2,369 | 176 | 2,417 | 48 | 2,459 | 42 |
| Property, plant and equipment | 1,623 | (24) | 1,710 | 87 | 1,772 | 62 | 1,788 | 16 | 1,801 | 12 |
| Intangible assets | 32 | (7) | 37 | 5 | 35 | (2) | 32 | (2) | 31 | (1) |
| Investment securities | 354 | 61 | 348 | (6) | 445 | 97 | 481 | 35 | 504 | 23 |
| Deferred tax assets | 29 | (19) | 30 | 0 | 30 | 0 | 29 | (1) | 31 | 1 |
| Other | 66 | 4 | 66 | 0 | 85 | 18 | 85 | 0 | 91 | 5 |
| Total assets | 3,594 | 82 | 3,704 | 109 | 3,986 | 282 | 4,018 | 32 | 4,101 | 82 |
| (Current liabilities) | 1,179 | (227) | 1,203 | 23 | 1,285 | 82 | 1,131 | (154) | 1,169 | 37 |
| Payables | 640 | (4) | 607 | (32) | 597 | (10) | 587 | (10) | 642 | 55 |
| Short-term loans payable | 199 | (218) | 181 | (18) | 320 | 138 | 179 | (140) | 178 | (1) |
| Other | 339 | (4) | 413 | 74 | 367 | (46) | 364 | (2) | 347 | (16) |
| (Non-current liabilities) | 727 | 195 | 720 | (7) | 718 | (1) | 792 | 73 | 773 | (19) |
| Bonds payable | 100 | 100 | 100 | — | 100 | — | 100 | — | 150 | 50 |
| Long-term loans payable | 358 | 87 | 351 | (7) | 320 | (30) | 393 | 73 | 321 | (71) |
| Net defined benefit liabilities | 93 | 7 | 100 | 6 | 95 | (4) | 88 | (7) | 87 | (1) |
| Other | 175 | 0 | 168 | (6) | 202 | 33 | 210 | 8 | 214 | 4 |
| Total liabilities | 1,906 | (32) | 1,923 | 16 | 2,003 | 80 | 1,923 | (80) | 1,942 | 18 |
| Shareholders' equity | 1,662 | 112 | 1,751 | 88 | 1,952 | 201 | 2,067 | 115 | 2,128 | 61 |
| Non-controlling interests | 24 | 1 | 29 | 4 | 30 | 0 | 27 | (2) | 30 | 2 |
| Total net assets | 1,687 | 114 | 1,780 | 93 | 1,982 | 201 | 2,095 | 112 | 2,158 | 63 |
| Total liabilities/net assets | 3,594 | 82 | 3,704 | 109 | 3,986 | 282 | 4,018 | 32 | 4,101 | 82 |

Quarterly Consolidated Statements of Income

(Unit: 100 million yen) (Amounts rounded down to the nearest 100 million yen)

| | FY2018 | | FY2019 | | FY2020 | | FY2021 | | FY2022 | |
|---|--------|----------------|--------|----------------|--------|----------------|--------|----------------|--------|----------------|
| | Result | YOY change (%) | Result | YOY change (%) | Result | YOY change (%) | Result | YOY change (%) | Result | YOY change (%) |
| Net sales | 6,033 | 1.2 | 6,134 | 1.7 | 6,151 | 0.3 | 5,584 | 0.7 | 5,843 | 4.6 |
| Dairy Products | 2,410 | 0.5 | 2,490 | 3.4 | 2,623 | 5.3 | 2,369 | 2.7 | 2,520 | 6.4 |
| Beverages and Desserts | 2,797 | 1.5 | 2,839 | 1.5 | 2,744 | (3.3) | 2,397 | (3.6) | 2,411 | 0.6 |
| Feedstuffs and Seed | 460 | 3.0 | 437 | (5.1) | 433 | (0.8) | 468 | 14.3 | 534 | 14.1 |
| Other | 366 | 1.2 | 366 | 0.2 | 350 | (4.5) | 348 | 2.1 | 376 | 8.0 |
| Cost of sales | 4,608 | 1.9 | 4,702 | 2.0 | 4,725 | 0.5 | 4,689 | 0.8 | 4,971 | 6.0 |
| Selling, general and administrative expenses | 1,252 | 0.6 | 1,251 | (0.1) | 1,228 | (1.9) | 713 | 2.6 | 741 | 3.9 |
| Operating profit | 172 | (11.0) | 179 | 4.5 | 197 | 9.9 | 180 | (8.7) | 130 | (27.7) |
| Dairy Products | 117 | (3.1) | 115 | (1.7) | 136 | 18.3 | 125 | (8.4) | 97 | (22.4) |
| Beverages and Desserts | 31 | (33.4) | 52 | 65.0 | 41 | (20.8) | 36 | (12.9) | 16 | (54.9) |
| Feedstuffs and Seed | 11 | (13.8) | 10 | (10.9) | 11 | 8.4 | 6 | (38.1) | 2 | (68.4) |
| Other | 10 | (7.1) | 1 | (83.9) | 10 | 519.6 | 11 | 8.8 | 14 | 28.5 |
| Non-operating income | 28 | 6.0 | 28 | (2.3) | 30 | 7.2 | 29 | (1.2) | 24 | (17.4) |
| Non-operating expenses | 11 | 1.3 | 11 | 3.1 | 11 | 0.3 | 10 | (7.3) | 10 | (1.7) |
| Ordinary profit | 190 | (9.4) | 196 | 3.5 | 216 | 10.1 | 199 | (7.7) | 144 | (27.6) |
| Extraordinary income | 5 | 172.1 | 1 | (79.8) | 31 | — | 0 | (99.8) | 33 | — |
| Extraordinary loss | 42 | 101.1 | 29 | (32.1) | 36 | 26.0 | 27 | (24.3) | 48 | 73.7 |
| Profit before income taxes | 152 | (19.9) | 168 | 10.5 | 211 | 25.3 | 172 | (18.6) | 129 | (24.6) |
| Income taxes | 43 | (23.4) | 45 | 5.7 | 61 | 34.5 | 49 | (19.1) | 38 | (23.7) |
| Profit (loss) attributable to non-controlling interests | 1 | — | 1 | (28.3) | 0 | (48.5) | 1 | 145.1 | 0 | (68.0) |
| Profit attributable to owners of parent | 107 | (19.7) | 121 | 13.1 | 149 | 22.6 | 120 | (19.1) | 91 | (24.3) |

* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020), etc. effective from the beginning of the fiscal year ended March 31, 2022. The accounting standard, etc. has not been applied to the figures for the years through FY2020 (the fiscal year ended March 31, 2021). YoY changes for the fiscal year ended March 31, 2022, were prepared assuming that the accounting standard, etc. had been applied effective from the fiscal year ended March 31, 2021.

Quarterly Consolidated Statements of Cash Flows

(Unit: 100 million yen) (Amounts rounded down to the nearest 100 million yen)

| | FY2018 | | FY2019 | | FY2020 | | FY2021 | | FY2022 | |
|--|--------|------------|--------|------------|--------|------------|--------|------------|--------|------------|
| | Result | YOY change | Result | YOY change | Result | YOY change | Result | YOY change | Result | YOY change |
| I Cash flows from operating activities | 219 | (8) | 243 | 23 | 265 | 22 | 294 | 28 | 268 | (26) |
| II Cash flows from investing activities | (142) | (24) | (166) | (23) | (270) | (104) | (202) | 68 | (196) | 5 |
| III Cash flows from financing activities | (73) | 55 | (66) | 7 | 67 | 134 | (112) | (180) | (72) | 39 |
| IV Effect of exchange rate on cash and cash equivalents | (0) | (0) | 0 | 0 | 0 | 0 | 1 | 1 | 1 | (0) |
| V Amount of net change in cash and cash equivalents | 2 | 20 | 10 | 8 | 63 | 52 | (18) | (81) | 0 | 18 |
| VI Cash and cash equivalents at beginning of period | 140 | (18) | 143 | 2 | 155 | 12 | 218 | 63 | 199 | (18) |
| VII Increase in cash and cash equivalents from newly consolidated subsidiaries | — | — | 1 | 1 | — | (1) | — | — | 3 | 3 |
| VIII Cash and cash equivalents at end of period | 143 | 2 | 155 | 12 | 218 | 63 | 199 | (18) | 203 | 3 |
| (Ref.) Free cash flow (I + II) | 76 | (33) | 76 | 0 | (5) | (82) | 92 | 97 | 71 | (20) |