

Financial Results Report

for the Third Quarter of the Fiscal Year Ending March 31, 2017

February 7, 2017

MORINAGA MILK INDUSTRY CO., LTD.

(Unit: billion yen)

Third Quarter	FYE March 2016	FYE March 2017	Year-on- Year change	Year on Year
Net Sales	470.5	461.4	-9.1	-1.9%
Operating Income	14.3	22.5	+8.2	+57.5%
Ordinary Income	14.9	23.3	+8.4	+56.6%
Profit Attributable to owners of parent	11.7	14.8	+3.1	+26.4%
R O S (Operating Income / Net Sales)	3.0%	4.9%		

(The first part) Net Sales & Operating Income by Business Fields
 (The second part) Net Sales by Product Fields in B-to-C Business (Non-consolidated)



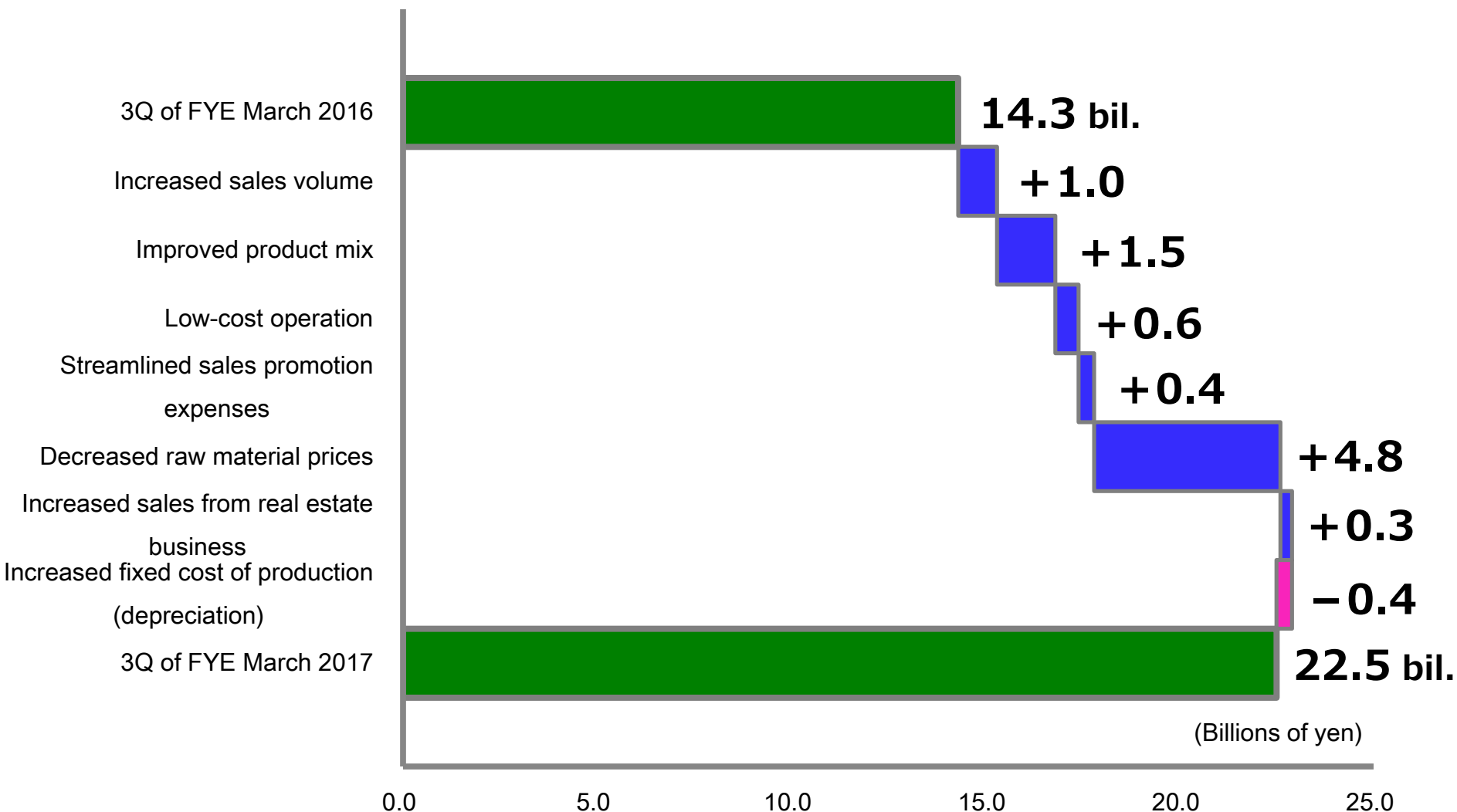
(Unit: billion yen)

FYE March 2017	Net Sales				Operating Income			
	Third Quarter		Full Year Target		Third Quarter		Full Year Target	
	Net Sales	Year on Year	Net Sales	Year on Year	Operating Income	Year-on-Year Change	Operating Income	Year-on-Year Change
B-to-B Business	69.5	-1%	91.0	±0%	4.9	+0.8	5.5	+0.6
International Business	15.4	-12%	19.0	-13%	0.6	+0.3	0.3	+0.3
Health and Nutritional Food Business	36.3	+8%	46.5	+6%	2.8	+1.1	2.7	+0.8
B-to-C Business	258.6	-6%	336.0	-4%	12.0	+5.2	10.0	+4.1
Other / Deleted	81.6	+10%	100.5	+6%	2.2	+0.8	2.0	+0.4
Total	461.4	-2%	593.0	-1%	22.5	+8.2	20.5	+6.2

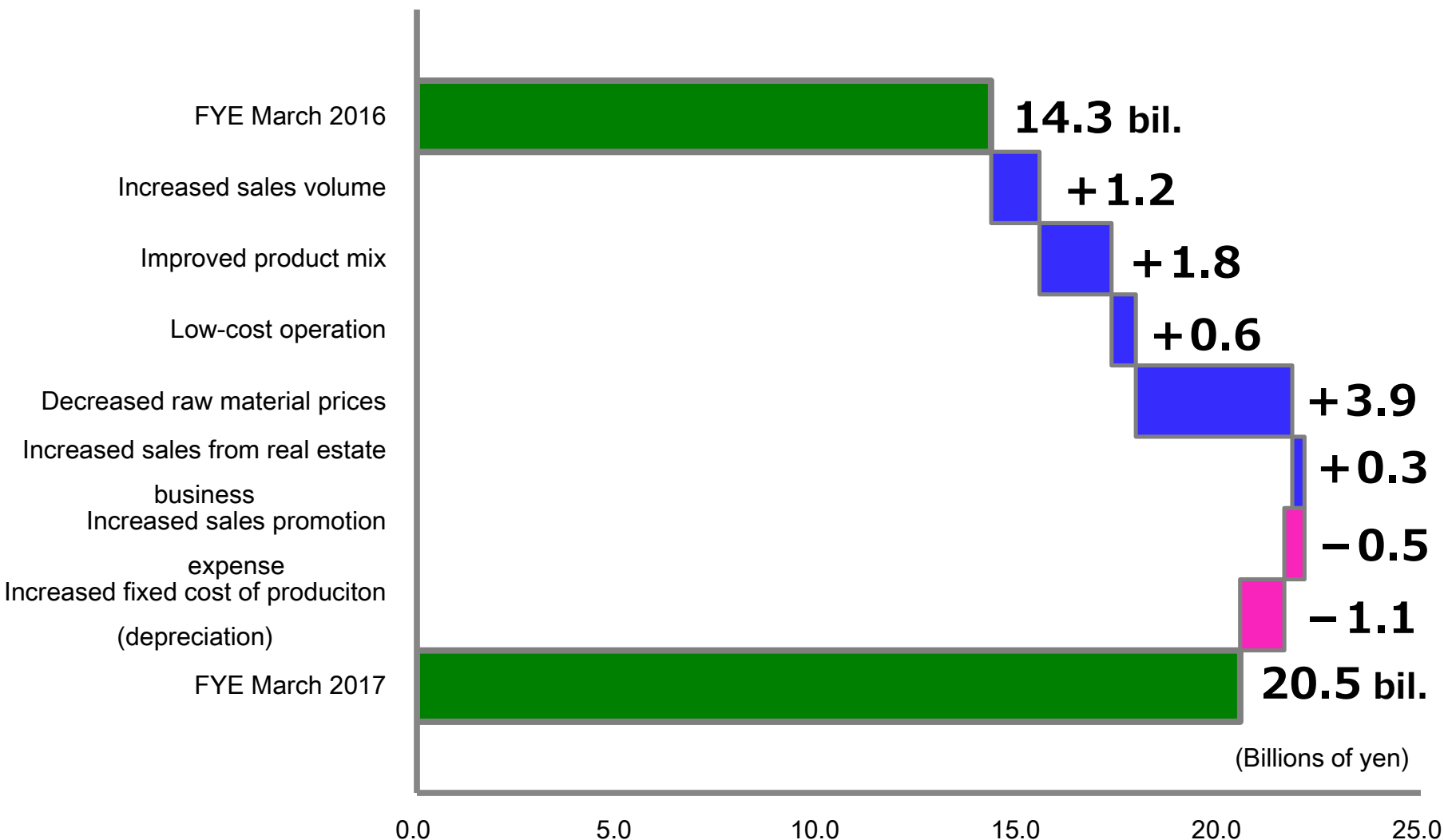
FYE March 2017	Third Quarter			Full Year Target		
	Net Sales	Year on Year	*Adjusted for Change (%)	Net Sales	Year on Year	*Adjusted for Change (%)
Chilled cup-type drinks	34.0	-3%	-1%	43.7	-1%	+2%
Chilled tea	12.0	-9%	-8%	15.1	-10%	-8%
Ice cream	39.4	+4%	+7%	47.5	+3%	+6%
Yogurt	39.2	+4%	+5%	53.0	+6%	+7%
Cheese	24.3	±0%	+3%	31.9	+1%	+3%
Milk	45.5	-4%	-3%	60.0	-3%	-2%
Chilled desserts	10.9	-20%	-19%	14.0	-20%	-19%
Commercial Milk (delivery, etc.)	16.9	-2%	+1%	22.3	-2%	+1%

*Adjusted for Change (%) is the % change after adjusting for the effect of transferring sales to subsidiaries in Kyushu

Factors of Changes in Consolidated Operating Income (Third Quarter Comparison)



Outlook of Increases and Decreases in Consolidated Operating Income (FYE March 2017)





MORINAGA MILK INDUSTRY CO., LTD.

Cautionary Note Regarding Business Forecasts

Figures for plans, policies and other figures included in this report other than actual past results are forecasts of future business performance, and are calculated based on management's estimates and understanding of the information available to the Company at the time this presentation was prepared.

Accordingly, these forward-looking figures contain elements of risk and uncertainty, and actual results may differ from these forecasts for a variety of reasons. These elements of potential risk and uncertainty include economic conditions in the Company's major markets, trends in demand for the Company's products, exchange rate movements, and regulatory changes and changes in accounting standards and business practices in Japan and other countries.

Monetary amounts in this presentation are shown in billions of yen, with amounts of less than 0.1 billion yen rounded to the nearest 0.1 billion yen, and as a result, total figures may differ from the sum of the corresponding breakdown figures.