



Supplementary Materials for Fiscal Year ended March 31, 2017

May 12, 2017



Consolidated Financial results summary

(Millions of yen)

	FY2012	FY2013	FY2014	FY2015	FY2016	YOY	FY2017E	YOY
Net sales	591,197	599,273	594,834	601,499	592,617	-1.5%	600,000	1.2%
Cost of sales	412,554	421,844	422,281	419,454	399,286	-4.8%		
(% of sales)	69.8%	70.4%	71.0%	69.7%	67.4%	-		
Gross profit	178,643	177,428	172,552	182,045	193,330	6.2%		
SGA expenses	168,477	165,446	165,746	167,728	172,231	2.7%		
(% of sales)	28.5%	27.6%	27.9%	27.9%	29.1%	-		
Sales promotion/advatise	75,580	71,514	71,064	72,279	74,041	2.4%		
R&D	4,915	4,991	4,958	4,965	5,362	8.0%		
Operating income	10,166	11,982	6,805	14,317	21,099	47.4%	21,500	1.9%
(% of sales)	1.7%	2.0%	1.1%	2.4%	3.6%	-	3.6%	-
Ordinary income	10,551	12,395	8,232	14,959	21,960	46.8%	22,300	1.5%
(% of sales)	1.8%	2.1%	1.4%	2.5%	3.7%	-	3.7%	-
Income before income taxes	8,635	8,660	6,096	15,784	19,153	21.3%		
Profit attributable to owners of parent	5,016	4,839	4,164	10,576	13,202	24.8%	14,000	6.0%
(% of sales)	0.8%	0.8%	0.7%	1.8%	2.2%	-	2.3%	-

Cash flows (consolidated)

(Millions of yen)

	FY2012	FY2013	FY2014	FY2015	FY2016
Cash flows from operating activities	21,055	21,946	8,543	28,223	37,350
Cash flows from investing activities	-13,312	-15,930	-17,642	-22,234	-21,233
Cash flows from financing activities	-6,859	-18,211	12,887	-10,449	-15,243
Cash and cash equivalents at end of period	17,305	7,080	11,105	6,203	7,077
Free cash flows	7,743	6,016	-9,099	5,989	16,117

Purchase of non-current assetse/Depreciaton and amortization

(Millions of yen)

	FY2012	FY2013	FY2014	FY2015	FY2016
Purchase of non-current assets	15,985	16,346	20,221	29,175	22,291
Depreciation and amortization	17,674	15,631	16,810	17,561	17,643

(cash flow basis)

Major financial ratio (consolidated)

	FY2012	FY2013	FY2014	FY2015	FY2016
ROE (%)	4.4	4.1	3.4	8.4	9.8
ROA (%)	1.4	1.3	1.1	2.8	3.5
Equity ratio (%)	31.4	33.3	32.4	33.8	36.9
EPS(Yen)	20.04	19.60	16.86	42.80	53.40
BPS(Yen)	469.07	486.84	502.36	518.61	574.16
Dividend per share(Yen)	7.00	7.00	7.00	7.00	9.00

Net Sales & Operating Income by Business Field

Sales

(Millions of yen)

	FY2015				FY2016					FY2017E			
	Apr-Jun	Apr-Sep	Apr-Dec	Full year	Apr-Jun	Apr-Sep	Apr-Dec	Full year	YOY	Apr-Sep	YOY	Full year	YOY
B-to-B business	23,182	46,186	70,278	91,096	22,785	45,463	69,536	90,590	-0.6%	46,000	1.2%	92,500	2.1%
International business	6,300	12,643	17,470	21,735	5,647	10,218	15,360	21,844	0.5%	11,500	12.5%	24,000	9.9%
Health and Nutritional Food Business	10,613	21,565	33,694	44,094	11,505	23,331	36,283	47,180	7.0%	23,500	0.7%	48,000	1.7%
B-to-C business	93,575	190,829	275,056	349,770	88,082	178,492	258,618	330,527	-5.5%	179,000	0.3%	332,500	0.6%
Other/Eliminated	23,134	52,066	73,957	94,804	25,471	58,177	81,587	102,476	8.1%	58,000	-0.3%	103,000	0.5%
Total	156,805	323,288	470,455	601,500	153,491	315,682	461,384	592,617	-1.5%	318,000	0.7%	600,000	1.2%

Operating income

(Millions of yen)

	FY2015				FY2016					FY2017E			
	Apr-Jun	Apr-Sep	Apr-Dec	Full year	Apr-Jun	Apr-Sep	Apr-Dec	Full year	YOY	Apr-Sep	YOY	Full year	YOY
B-to-B business	1,117	2,417	4,132	4,929	1,317	2,768	4,946	5,925	20.2%	2,800	1.2%	6,000	1.3%
(% of sales)	4.8%	5.2%	5.9%	5.4%	5.8%	6.1%	7.1%	6.5%	-	6.1%	-	-	-
International business	448	354	265	-7	202	399	592	469	-	400	0.3%	400	-14.7%
(% of sales)	7.1%	2.8%	1.5%	0.0%	3.6%	3.9%	3.9%	2.1%	-	3.5%	-	-	-
Health and Nutritional Food Business	359	786	1,730	1,926	802	1,532	2,785	2,525	31.1%	1,600	4.4%	2,700	6.9%
(% of sales)	3.4%	3.6%	5.1%	4.4%	7.0%	6.6%	7.7%	5.4%	-	6.8%	-	-	-
B-to-C business	2,150	5,763	6,763	5,908	4,352	9,544	11,967	10,113	71.2%	9,800	2.7%	10,500	3.8%
(% of sales)	2.3%	3.0%	2.5%	1.7%	4.9%	5.3%	4.6%	3.1%	-	5.5%	-	-	-
Other/Eliminated	374	789	1,402	1,561	623	1,388	2,221	2,068	32.5%	1,400	0.9%	1,900	-8.1%
(% of sales)	1.6%	1.5%	1.9%	1.6%	2.4%	2.4%	2.7%	2.0%	-	2.4%	-	-	-
Total	4,447	10,110	14,291	14,317	7,297	15,632	22,511	21,099	47.4%	16,000	2.4%	21,500	1.9%
(% of sales)	2.8%	3.1%	3.0%	2.4%	4.8%	5.0%	4.9%	3.6%	-	5.0%	-	3.6%	-

Net Sales by Product Field in B-to-C Business (Non-consolidated)

(Billions of yen)

	FY2015				FY2016					FY2017E			
	Apr-Jun	Apr-Sep	Apr-Dec	Full year	Apr-Jun	Apr-Sep	Apr-Dec	Full year	YOY	Apr-Sep	YOY	Full year	YOY
Chilled cup-type drinks	11.8	24.6	35.2	44.0	11.8	24.1	34.0	42.3	-4%	25.0	4%	45.0	7%
Chilled tea	4.3	9.1	13.3	16.8	3.9	8.3	12.0	15.3	-9%	8.0	-3%	14.5	-5%
Ice cream	13.0	28.8	38.1	45.9	13.3	30.2	39.4	47.1	3%	31.0	3%	49.0	4%
Yogurt	13.4	25.6	37.8	50.2	14.0	27.0	39.2	51.4	2%	27.5	2%	53.5	4%
Cheese	7.8	15.5	24.2	31.7	8.1	15.7	24.3	32.0	1%	16.5	5%	33.5	5%
Milk	15.8	32.5	47.5	62.0	15.3	31.3	45.5	59.2	-5%	31.5	1%	59.0	0%
Chilled desserts	4.8	9.4	13.6	17.5	3.8	7.4	10.9	14.3	-19%	7.5	2%	14.5	2%
Commercial milk (home deliveries, etc.)	5.8	11.3	17.3	22.7	5.7	11.2	16.9	22.1	-3%	11.5	3%	22.5	2%

Exchange rate

	FY2015 Actual	FY2016 Actual	FY2017 Forecast
USD/Yen	121.1	109.4	110.0
EUR/Yen	134.1	120.3	120.0
Australian dollar/Yen	90.5	83.5	85.0

Market shares of major categories

	FY2015	FY2016	Rank
Chilled cup-type coffee	46%	45%	1
Chilled tea	70%	65%	1
Yogurt	11%	10%	3
Chilled desserts	22%	17%	1
Cheese	13%	13%	3
Ice cream	13%	12%	4

Note: Shares of home - use products by monetary amount

Source: INTAGE Inc.'s SRI (share of sales amounts in Apr 2015 - Mar 2016 and Apr 2016 - Mar 2017)

Collected milk volume

(Unit: Thousand tons)

	FY2012	FY2013	FY2014	FY2015	FY2016
Collected milk volume(parent)	825	791	767	765	736
Hokkaido	498	480	468	477	465
Other	327	311	299	288	271

Number of employees

	FY2012	FY2013	FY2014	FY2015	FY2016
Consolidated	5,712	5,664	5,649	5,602	5,771
Parent	3,122	3,123	3,078	3,023	3,035