



February 28, 2025

Collaboration with PT ABC Kogen Dairy, a leading player in the manufacture and sale of Indonesian dairy products

Notice of Conclusion of Basic Agreement Regarding Business for Sale of Dairy Goods in Singapore

Morinaga Milk Industry Co., Ltd. (hereinafter “the Company”; head office: Minato City, Tokyo; President: Yohichi Ohnuki) hereby announces that on February 13, 2025, it concluded a basic agreement on a feasibility study with PT ABC Kogen Dairy, a leading player in the manufacture and sale of Indonesian dairy products (hereinafter “AKD”; head office: Jakarta, Indonesia; President Director: Warren Choo), regarding the sale of dairy products in Singapore. As a result, dairy products manufactured by AKD in Indonesia will be double-branded with both the Morinaga brand and AKD’s main “KIN” brand, and sold in Singapore, beginning in April 2025. This collaboration has been entered into with an eye on the future expansion of the business to other Asian countries, including Indonesia.

As part of the Morinaga Milk Group 10-year Vision, the Company has set a goal of becoming “a global company that exerts a unique presence worldwide” (a Global Business sales ratio of at least 15% by the fiscal year ending March 31, 2029). Through the commencement of this collaborative initiative with AKD, the Company seeks to strengthen its Asian business and accelerate its initiatives for making further contributions to building nutritional infrastructure.

Reference information: Morinaga Milk’s Indonesian business

Since beginning exports of formula milk to Indonesia in 1979, the Company has continued its business in Indonesia over a period of 45 years. Over the course of many years the Company’s branded products have steadily expanded their share of the still-growing formula milk market.

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