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DyDo

FY2017 1st Quarter Financial Highlights

DyDo Group Holdings Inc.

(1st Section of the Tokyo Stock Exchange: 2590)

May 26, 2017

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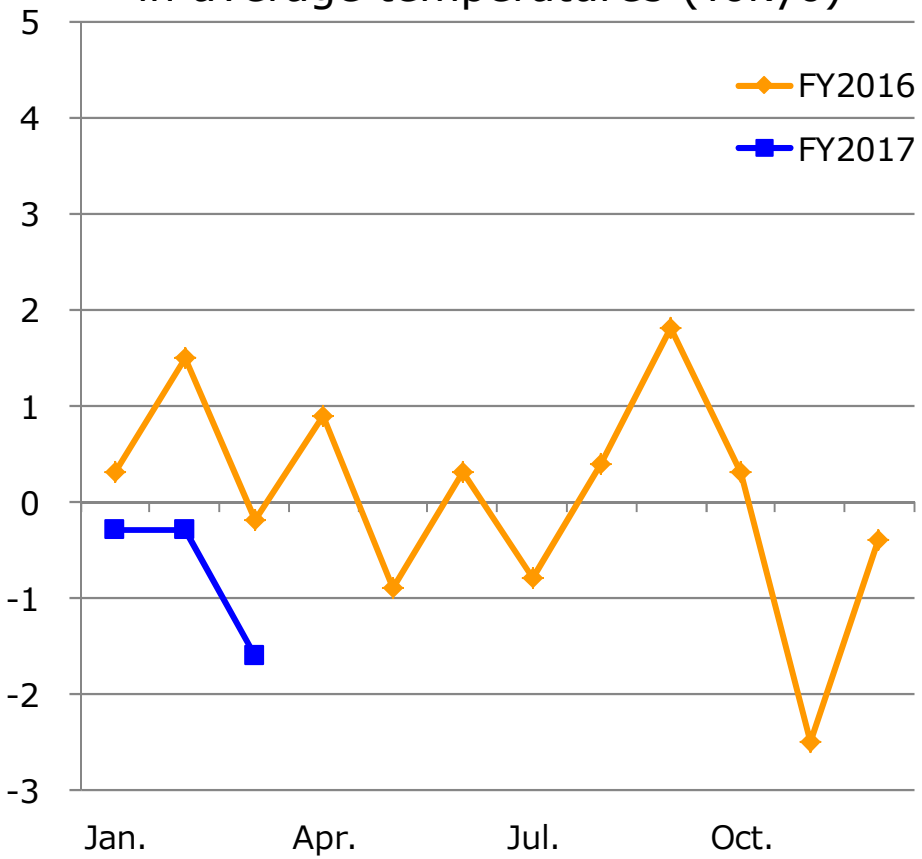
1. FY2017 1st Quarter Financial Highlights / Full-year Earnings Forecast

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Trends in the Beverages Industry

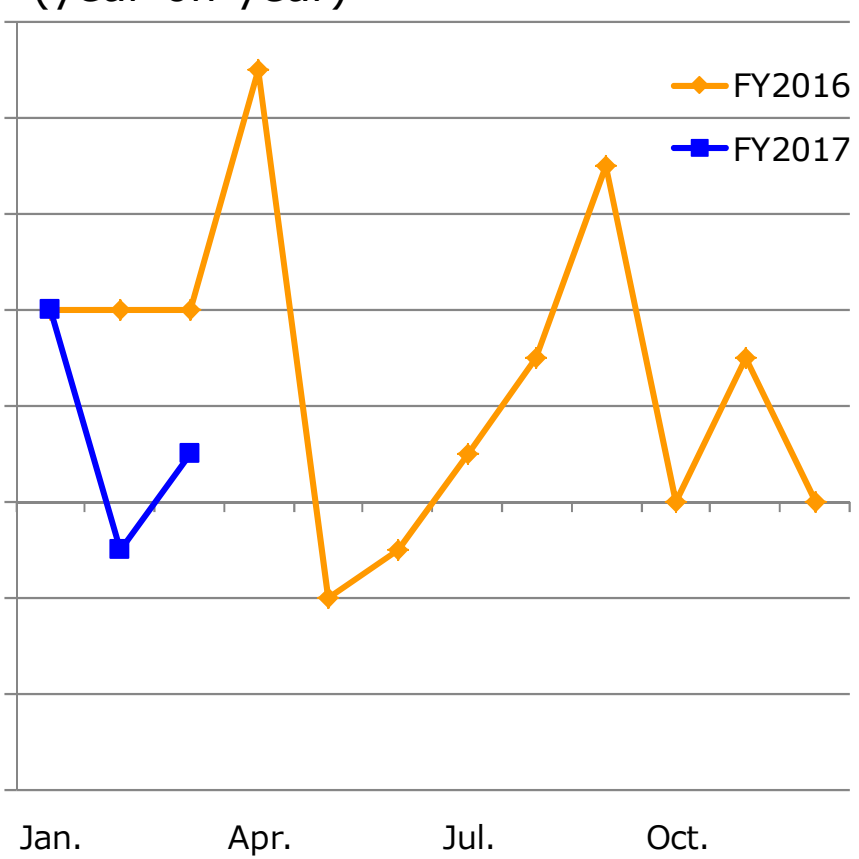
- Sales volume was comparatively robust despite a low-temperature trend during the 1st quarter

Year-on-year difference in average temperatures (Tokyo)



*Left graph: Compiled by DyDo based on statistical data released by the Japan Meteorological Agency (weather observation data).

Domestic beverage sales trends (year-on-year)



* Right graph: Compiled by DyDo

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Overview of Consolidated Financial Information for FY2017 1st Quarter

- Sales and order volume were robust for all segments during the 1st quarter
- The Turkish beverage business whose acquisition we completed the previous February began to contribute to sales results from the beginning of the fiscal year
- Net sales in the Domestic Beverage Business rose, and factors including growth in orders in the Pharmaceutical-related Business contributed to profits
- Due in part to our treatment of income from negative goodwill during the 1st quarter of the previous year as extraordinary income, the quarterly net loss attributable to parent company shareholders totaled 403 million yen.

(Millions of yen)

	1st Quarter (Jan 21 - Apr 20)					Full-year				
	FY2016 results		FY2017 results			FY2016 results		FY2017 earnings forecasts		
		Component ratio		Component ratio	Change		Component ratio		Component ratio	Change
Net sales	38,204	100.0%	38,940	100.0%	1.9%	171,401	100.0%	175,500	100.0%	2.4%
Operating income	(391)	–	(53)	–	–	3,857	2.3%	5,300	3.0%	37.4%
Ordinary income	(521)	–	(50)	–	–	3,741	2.2%	5,200	3.0%	39.0%
Net income attributable to owners of parent company shareholders	(239)	–	(403)	–	–	3,269	1.9%	3,000	1.7%	(8.2%)
EPS	(14.44 yen)		(24.37 yen)		68.8%	197.34 yen		181.08 yen		(8.2%)
Dividend per share	–		–		–	60 yen		60 yen		–

*During the second consolidated accounting quarter of the previous fiscal year, we finalized provisional accounting related to the integration of operations following the acquisition. The quarterly consolidated financial statements for the cumulative first consolidated accounting quarter of the previous fiscal year reflect significant revisions to the allocation of acquisition costs.

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FY2016 1st Quarter Consolidated Earnings / FY2017 Full-year Consolidated Earnings Forecast - Details -

(Millions of yen)

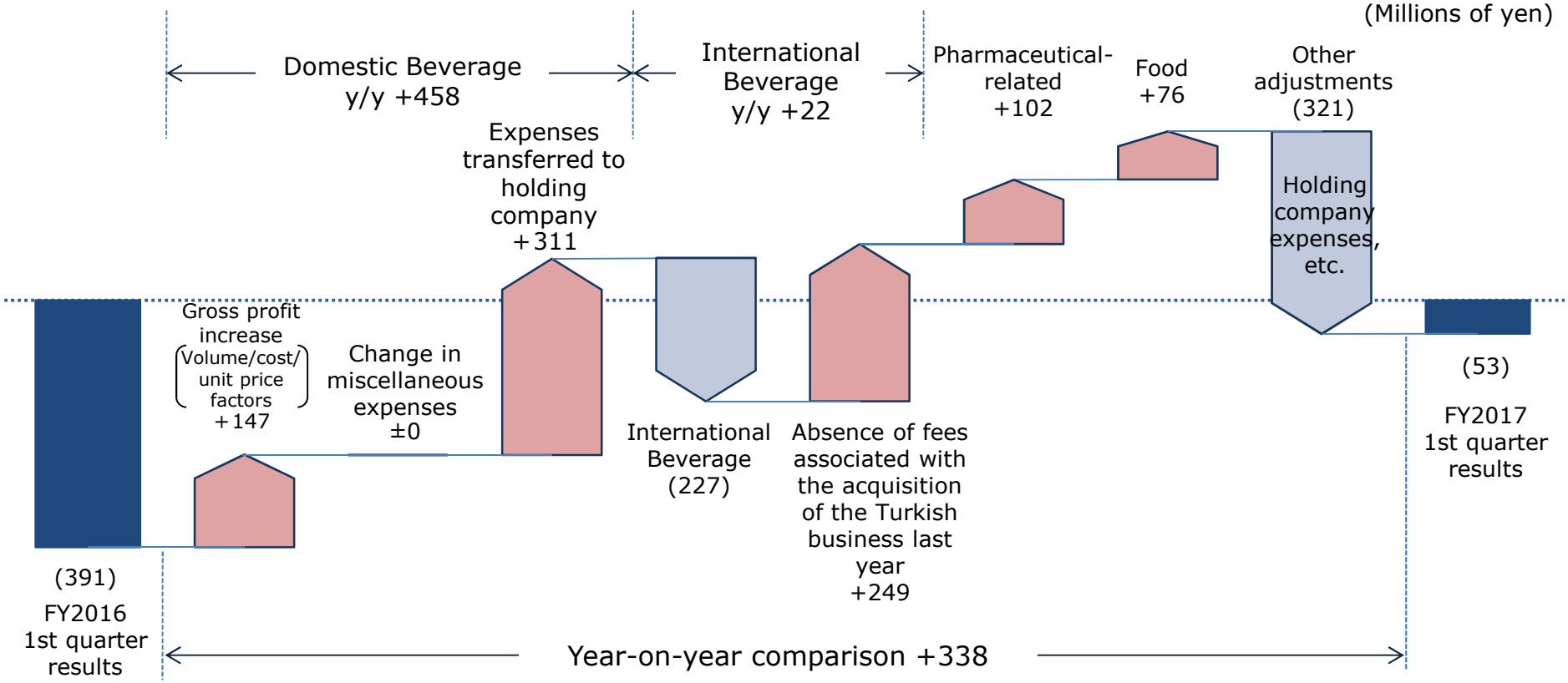
	FY2016 1st quater results	FY2017 1st quater results			FY2016 full-year results	FY2017 full-year earnings forecast		
			Change (%)	Change			Change (%)	Change
Domestic Beverage Business	29,451	29,698	0.8%	247	128,278	129,400	0.9%	1,122
International Beverage Business	2,939	3,331	13.4%	392	16,735	19,100	14.1%	2,365
Pharmaceutical-related Business	2,288	2,408	5.2%	119	9,068	9,500	4.8%	432
Food Business	3,717	3,697	(0.5%)	(20)	18,013	18,180	0.9%	167
Adjustment	(191)	(195)	–	(3)	(695)	(680)	–	15
Total net sales	38,204	38,940	1.9%	735	171,401	175,500	2.4%	4,099
Domestic Beverage Business	(103)	354	–	458	3,958	6,100	54.1%	2,142
International Beverage Business	(389)	(366)	–	22	(1,266)	(410)	–	856
Pharmaceutical-related Business	252	354	40.5%	102	944	835	(11.5%)	(109)
Food Business	(148)	(71)	–	76	212	345	62.7%	133
Adjustment	(2)	(324)	–	(321)	9	(1,570)	–	(1,579)
Total operating income	(391)	(53)	–	338	3,857	5,300	37.4%	1,443

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Factors Driving Increases/Decreases in Operating Income (Losses) for FY2017 1st Quarter - Year-on-year Comparison -

- Growth in sales volume and improvements in the average selling price in the Domestic Beverage Business drove up gross profit
- Fees associated with the acquisition of the Turkish beverage business that were posted during the 1st quarter of the previous fiscal year were temporary in nature and therefore are absent from this quarter's results
- An increase in orders brought about by an organizational focus on interdepartmental collaboration in solution-based sales in the Pharmaceutical-related Business contributed to profits
- Initiatives to reform the profit structure in the Food Business, including by means of production and procurement strategies, have been successful



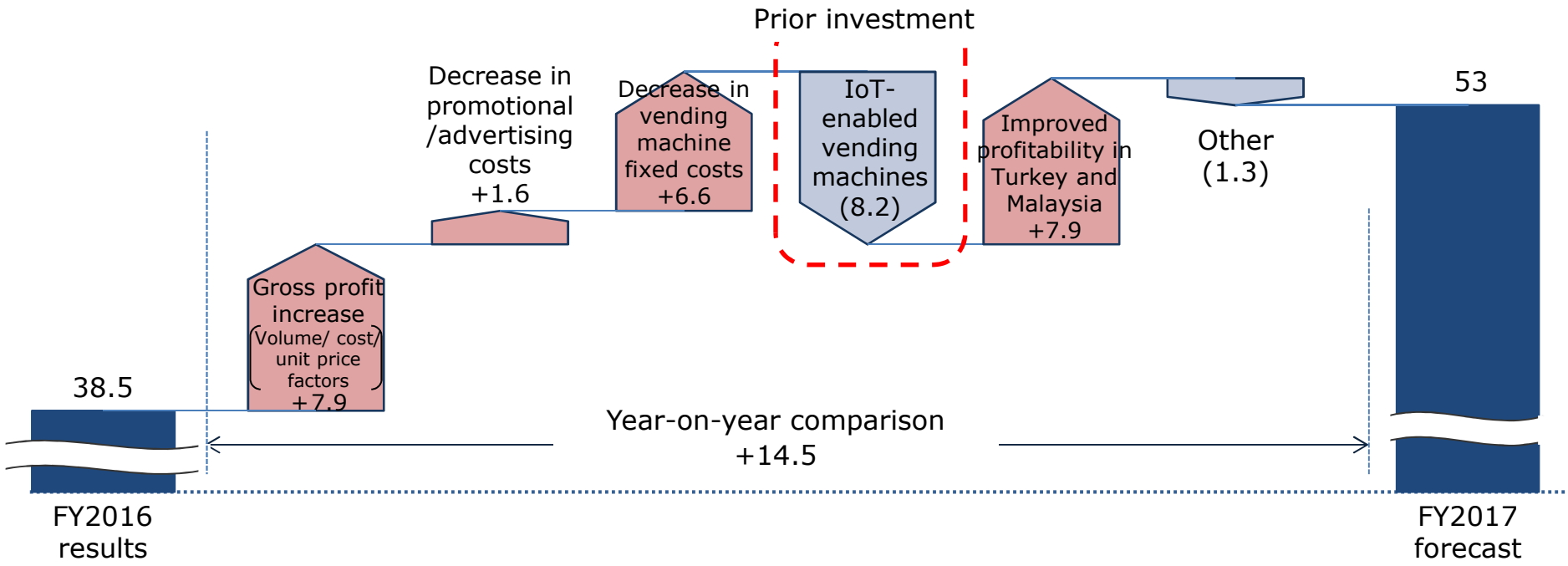
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<Reference> Factors Driving Increases/Decreases in Operating Income for FY2017 Full-year Earnings Forecast - Year-on-year Comparison -

- Sales volume in the Domestic Beverage Business will rise 0.2% year on year
- We will maintain and improve per-machine sales
- The contribution of the "Supervised by the World's Top Barista" series for Kirin Beverage to net sales will increase
- Savings in vending machine fixed costs will be invested in IoT-enabled vending machines to facilitate future growth
- We will focus on establishing a foundation for the International Beverage Business and improving its profitability

(100 million yen)



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Overview by Segment

Domestic Beverage Business

(Millions of yen)

	FY2016 1st quarter results	FY2017 1st quarter results			FY2016 full-year results	FY2017 full-year earnings forecast		
			Change (%)	Change			Change (%)	Change
Net sales	29,451	29,698	0.8%	247	128,278	129,400	0.9%	1,122
Operating income	(103)	354	–	458	3,958	6,100	54.1%	2,142

(Note) Figures prior to consolidated adjustment.

International Beverage Business

(Millions of yen)

	FY2016 1st quarter results	FY2017 1st quarter results			FY2016 full-year results	FY2017 full-year earnings forecast		
			Change (%)	Change			Change (%)	Change
Net sales	2,939	3,331	13.4%	392	16,735	19,100	14.1%	2,365
Operating income	(87)	(278)	–	(191)	(657)	(30)	–	627
Amortization of goodwill, etc.	52	88	69.0%	36	359	380	5.8%	21
Operating income after amortization of goodwill, etc.	(139)	(366)	–	(227)	(1,017)	(410)	–	607
Acquisition fees	249	0	–	(249)	249	–	–	(249)
Operating margin after subtracting the above fees	(389)	(366)	–	22	(1,266)	(410)	–	856
Turkish lira	39.25	30.67	(21.9%)	(8.58)	36.13	33.00	–	(3.13)
Malaysian ringgit	28.04	25.48	(9.1%)	(2.56)	26.44	25.00	–	(1.44)

(Note) Figures prior to consolidated adjustment.

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Overview by Segment

Pharmaceutical-related Business

(Millions of yen)

	FY2016 1st quarter results	FY2017 1st quarter results			FY2016 full-year results	FY2017 full-year earnings forecast		
			Change (%)	Change			Change (%)	Change
Net sales	2,288	2,408	5.2%	119	9,068	9,500	4.8%	432
Operating income	252	354	40.5%	102	944	835	(11.5%)	(109)

(Note) Figures prior to consolidated adjustment.

Food Business

(Millions of yen)

	FY2016 1st quarter results	FY2017 1st quarter results			FY2016 full-year results	FY2017 full-year earnings forecast		
			Change (%)	Change			Change (%)	Change
Net sales	3,717	3,697	(0.5%)	(20)	18,013	18,180	0.9%	167
Operating income	(60)	16	–	76	564	697	23.6%	133

(Note) Figures prior to consolidated adjustment.

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Trends in Monthly Sales Volume for the Domestic Beverage Business for the FY2017 1st Quarter

- Cumulative sales volume during the 1st quarter rose 0.9% year on year
- Sales by vending machines were affected by a low-temperature trend
- Although sales to Kirin Beverage, which began last April, contributed to performance through March, April marked a downturn in sales volume compared to the beginning of last year
- Sales of the "Supervised by the World's Top Barista*" series and "Calolimit" Blended Tea strengthened in the convenience store/other distribution channel

	Jan. 21 - Feb. 20	Feb. 21 - Mar. 20	Mar. 21 - Apr. 20	Total, Jan. 21 - Apr. 20		Sales volume by channel, Jan. 21 - Apr. 20			
						Vending machines		Other	
	Change(%)	Change(%)	Change(%)	Sales volume (thousands of cases)	Change(%)	Sales volume (thousands of cases)	Change (%)	Sales volume (thousands of cases)	Change (%)
Coffee beverages	3.5%	7.7%	(1.8%)	8,346	2.8%	6,616	1.6%	1,730	7.5%
Tea beverages	12.7%	13.8%	1.0%	1,752	8.5%	1,422	(3.9%)	329	146.4%
Other beverages	(13.9%)	(3.8%)	(4.6%)	3,211	(7.0%)	2,931	(6.8%)	279	(8.3%)
Total	0.5%	5.5%	(2.2%)	13,310	0.9%	10,971	(1.5%)	2,339	14.2%
Change in days of operation compared to previous quarter	- 1 day	±0 days	±0 days	- 1 day					

*Pete Licata, 14th World Barista Championship winner

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Domestic Beverage Business
Strengthening the DyDo Blend Brand

Updating DyDo Blend Umami Blend

Gaining younger customers and revitalizing the high-volume market (small cans)





- New design that highlights coffee's savory flavor
- Encouraging customers to try the product by hinting at a new type of savory flavor
- Facilitating the product's evolution toward a highly savory flavor
- Launching a new sweetened black ice coffee with a new savory flavor

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Domestic Beverage Business
Strengthening the DyDo Blend Brand

Expand sales channels for “DyDo Blend” brand

- Continue to sell two “DyDo Blend” products through vending machines of Kirin Beverage Co., Ltd.
- Offer two “Supervised by the World's Top Barista*” products to increase appeal among vending machine customers

DyDo

KIRIN





Place two products (“Gogo-no-Kocha” Milk Tea and "Mets Cola" (food for specified health uses) in DyDo vending machines and work to generate even better results (no change in item number: 2 items).

*Pete Licata, 14th World Barista Championship winner

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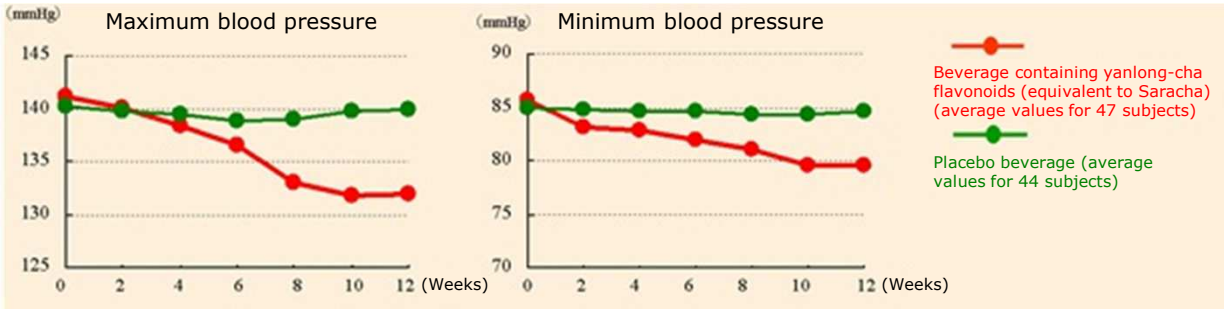
Domestic Beverage Business
Offering products that supply new added value

- Offering innovative products with high added value to accommodate consumer interest in health
  - "Calolimit" Blended Tea: DyDo DRINCO's first food with a functional claim
    - ✓ Sales exceeded 10 million bottles during the first four months after product launch!
    - ✓ Test sales in vending machines began at the end of March.
  - Chinese Tea "Saracha (Food for Specified Health Use)" for customers who have issues with their blood pressure
    - ✓ Authentic Chinese tea made with 100% Rafuma tea leaves
    - ✓ Refreshing and enjoyable flavor





Below: Effects of drinking 1 bottle (500 mL) of a beverage containing yanlong-cha flavonoids
Trial in which subjects with high blood pressure drank one beverage (500 mL) containing yanlong-cha flavovoids (47 subjects) or a placebo beverage (44 subjects) per day



Reference: "Blood pressure-reducing effects of a beverage containing yanlong-cha flavonoids on individuals with high normal blood pressure or mild hypertension," Health Sciences 21: 115-129, 2005

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Domestic Beverage Business Acceleration in Smile STAND

- We've been rolling out IoT-enabled vending machines at a fast pace and enhancing the content in our app
- For the first time, Smile STAND features content that ensures all users will win a prize! Launch of a gift exchange service as part of CLUB DYDO*

  Part 8 of DyDo's "Connecting Customers and Vending Machines" initiative will be launched on April 1!



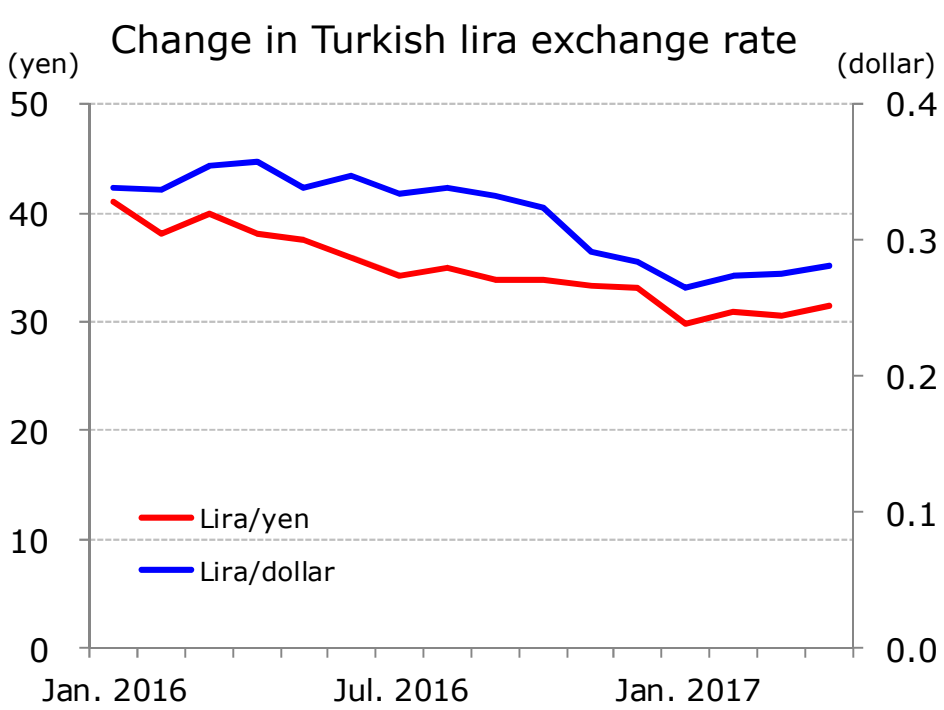
*Point card campaign featuring vending machines that support DyDo point cards, which were introduced 20 years ago this year

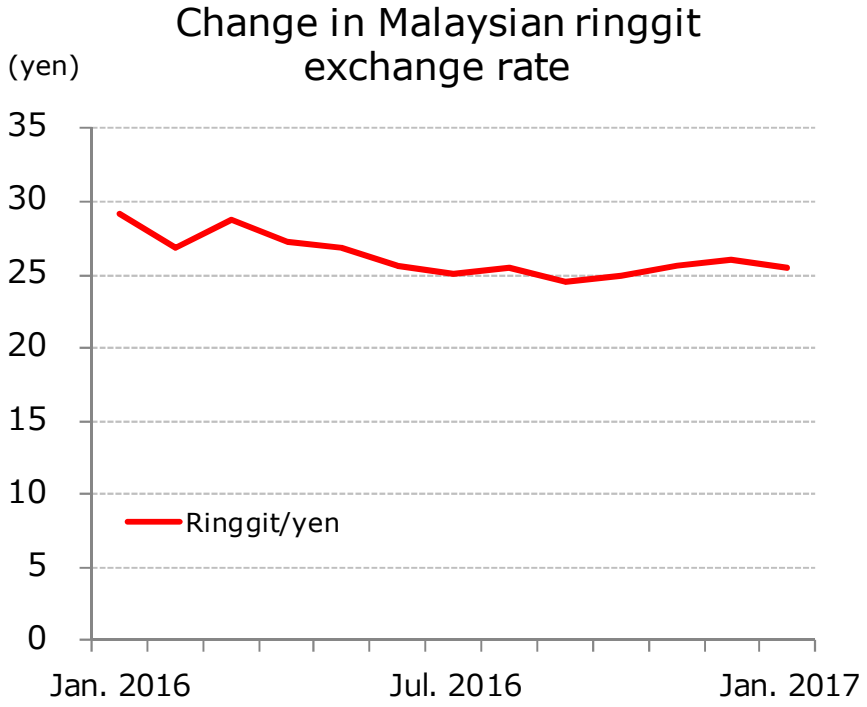
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International Beverage Business
Exchange rates

Turkish lira and Malaysian ringgit





Turkish lira		1st quarter	2nd quarter	3rd quarter	4th quarter
FY2017	Cumulative results	30.67 yen			
	Annual forecast	33 yen			
FY2016	Cumulative results	39.25 yen	38.43 yen	37.08 yen	36.13 yen
	Annual results	36.13 yen			

Malaysian ringgit		1st quarter	2nd quarter	3rd quarter	4th quarter
FY2017	Cumulative results	25.48 yen			
	Annual forecast	25 yen			
FY2016	Cumulative results	28.04 yen	27.58 yen	26.80 yen	26.44 yen
	Annual results	26.44 yen			

*Date on which our acquisition of the Turkish business was completed: February 3, 2016

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Pharmaceutical-related Business Plans for building a new factory in the greater Tokyo area

DyDo Pharmaceutical Corporation will construct a new factory in the greater Tokyo area.

DAIDO PHARMACEUTICAL CORPORATION

- Objectives
  - To respond quickly to customer needs
  - To put in places structures to facilitate high manufacturing quality and stable supply
  - To disperse production risk as part of the company's BCP measures
- Overview of the new factory

Name	Kanto Plant
Tentative site	No. 7, 110 Uchiya, Shimosagawa-cho, Tatebayashi-shi, Gunma Prefecture
Site area	About 27,000 m^2
Completion of construction	End of 2019
Planned start of operation	Start of 2020
Products	Drinkable preparations
Production capacity	150 million units per year
Capital investment	About 6 billion yen

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Food Business
Healthy jelly products with a focus on health and beauty

"Fruits & Beauty": A new product line from Tarami that supports cultivate beauty with fruit

A delicious way to beautify and moisturize
"Fruits & Beauty Fruit & Collagen"


Orange


Mango


Pink grapefruit

A fruit dessert that's packed with vitamin C featuring durain and flavored sauce
"Fruit & Beauty with Vitamin C"


Orange and raspberry sauce


Mango and blood orange sauce


Grapefruit ad yogurt sauce

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2. The Business Model of DyDo Group

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DyDo Group History

(100 million yen)

2,000

1,000

0

◆ New business

◆ Overseas expansion

- Expansion of vending machine business within Moscow
- Entry into the Turkish and Malaysian markets

Tarami

- Acquisition of Tarami Corporation

DyDo

- Establishment of Dydo Drinco, Inc. and launch of DyDo blend coffee



- HOT & COLD vending machine



- Launch of Demitasse Coffee



- Introduction of point card



- Introduction of talking vending machines with different dialects



- Launch of MIU



- Strengthening of the DyDo Blend brand
- Launch of the "Supervised by the World's Top Barista" series



- Smile STAND



Beverage sales business spun off

DAIDO PHARMACEUTICAL CORPORATION

- Establishment as household pharmaceutical distributor and start of manufacture of drinkable preparations



- Start sales of drinkable preparations and canned coffee at gas station



- Full-scale involvement in OEM following relaxation of regulations for quasi-drugs



2001
- Listed on the Second Section of the Tokyo Stock Exchange

2003
- Designated as a blue-chip stock on the First Section of the Tokyo Stock Exchange



- Expansion of orders of beauty health drink



*Envisioned sales

1950s 1970s 1990s 2010s 2018

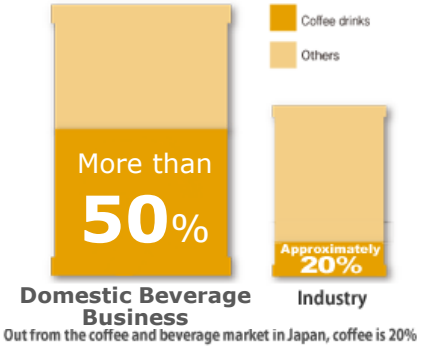
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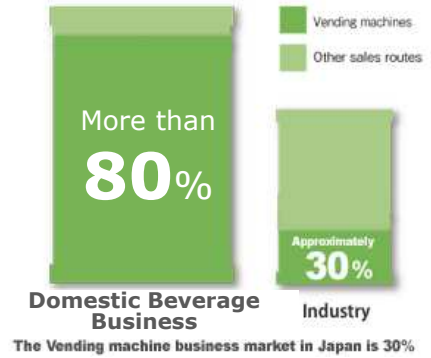
Key Features / Strengths of Domestic Beverage Business

◆ Securing steady profit with coffee × vending machines

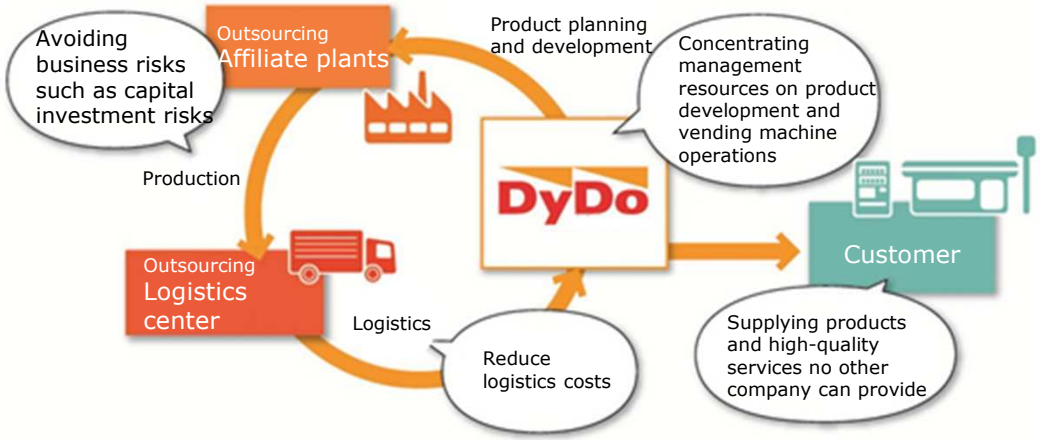
Coffee sales account for more than 50%

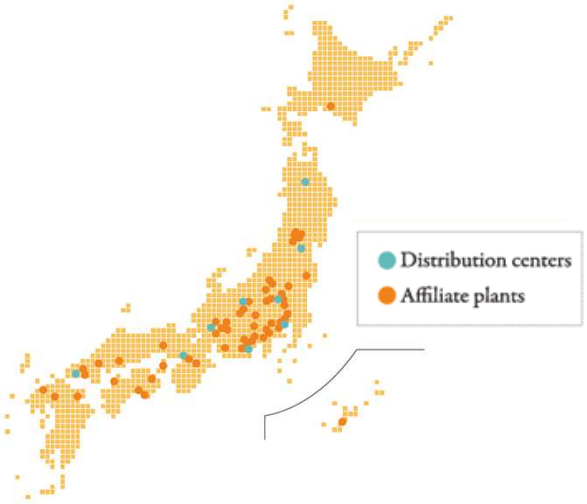


Vending Machine Sales account for more than 80%



Effective use of management resources via fabless management





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Key Features / Strengths of the Pharmaceutical-related Business (DAIDO Pharmaceutical Corporation)

- We’re developing an OEM business by pursuing the research, development, and manufacture of drinkable preparation.
- We’ve maintained high profitability as a company that enjoys top market share in its industry and that is involved with about 50 products every year, from pharmaceuticals and quasi-drugs to beverages.
- We’re striving to become the industry’s No. 1 contract manufacturer while working to maintain and strengthen safe and secure production structures.









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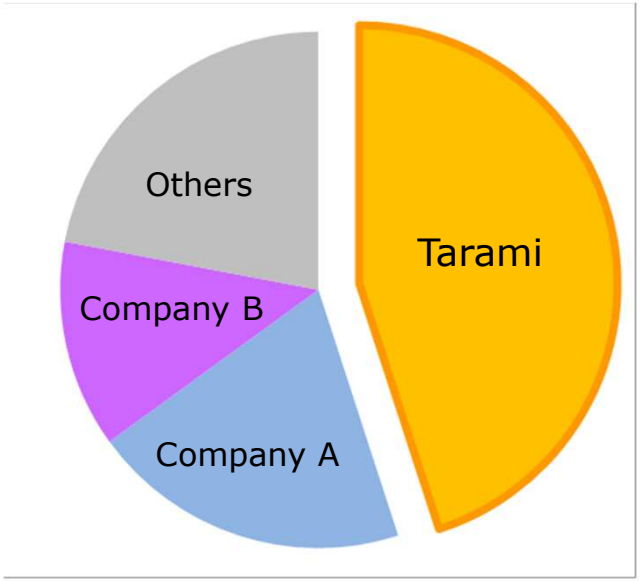
Key Features / Strengths of the Food Business (Tarami Corporation)

- Tarami became a wholly owned subsidiary in June 2012 and today contributes to consolidated performance as the Group's third core business.
- Thanks to high name recognition and brand strength, we've maintained top share in the gelatin fruit dessert market.
- Going forward, we plan to develop higher-added-value products, new markets, and sales channels while building an unshakable position in the gelatinous fruit dessert market.









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3. Striving to Achieve Sustained Growth

Group Philosophy / Vision / Slogan Formulation

DyDo Group Philosophy

DyDo Group strives to achieve happiness and prosperity
together with people and society as a whole.
To realize this, we will continue our dynamic efforts
to take on new challenges.

DyDo Group Vision

Together with customers	We are always offering high-quality products with added surprise to deliver distinctively DyDo taste and wellness to customers.
Together with society	We are committed to building a rich and vibrant society through "All DyDo" product development and corporate activities involving the entire group.
Together with future generations	We create "DyDo standards" for future generations that go beyond current frameworks and values.
Together with people	We uphold a tireless "DyDo challenging spirit" to bring happiness to all people whose lives are touched by the DyDo Group.

Group Slogan

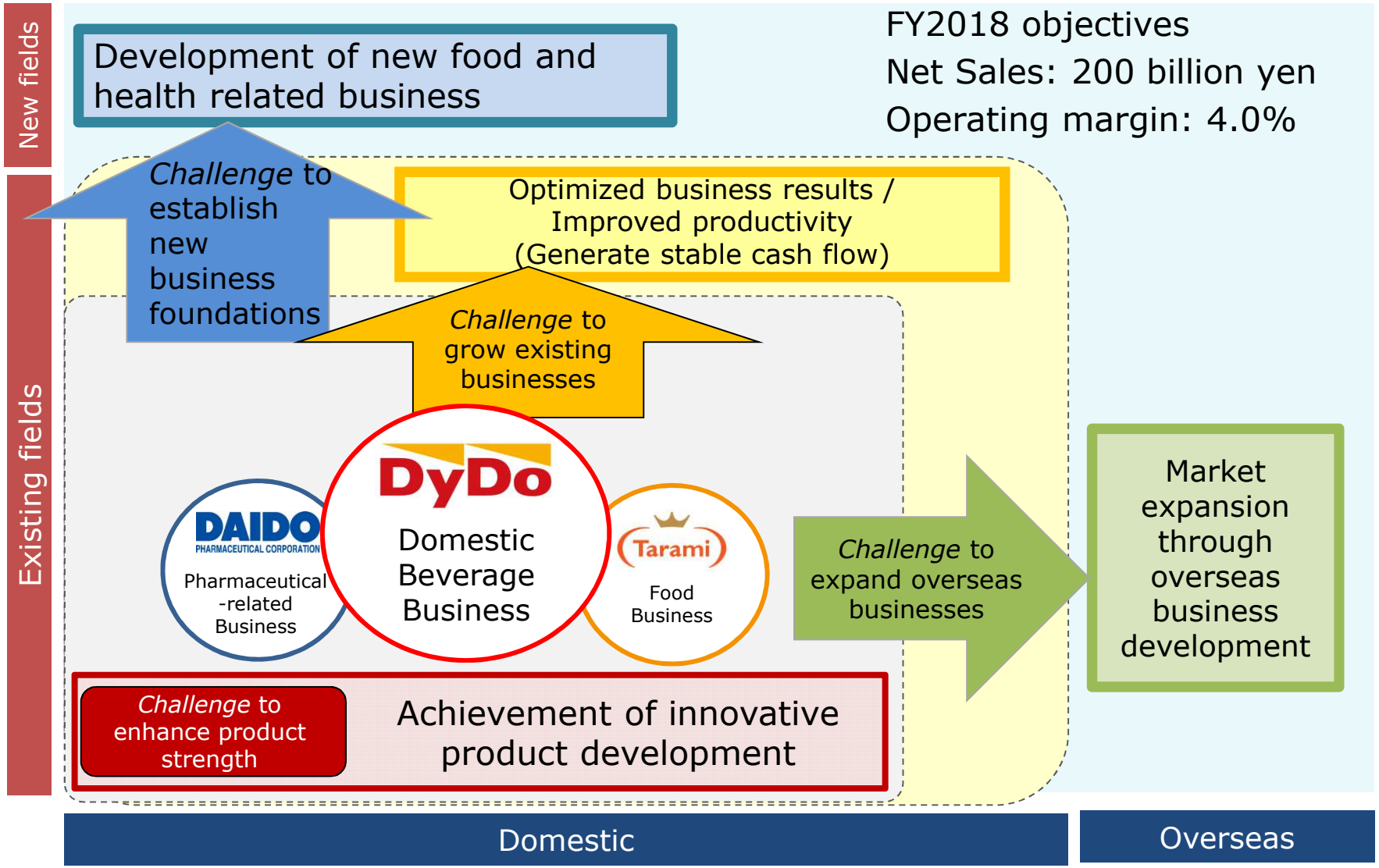
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Offering delicious products
for the sound mind and body

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Mid-term Business Plan: "Challenge the Next Stage" - Four Challenges to the Next Stage -



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Business Strategy
- Challenge to Create Future-oriented Corporate Value -

Challenge to grow existing businesses

Work to increase cash flows on an ongoing basis by reforming the vending machine business model

Challenge to enhance product strength

Enhance the DyDo Blend brand and strive to make it the leading brand in its market segment

Challenge to expand overseas businesses

Achieve dramatic, top-line growth by accelerating the development of our overseas businesses

Challenge to establish new business foundations

Establish new profit centers through an M&A strategy

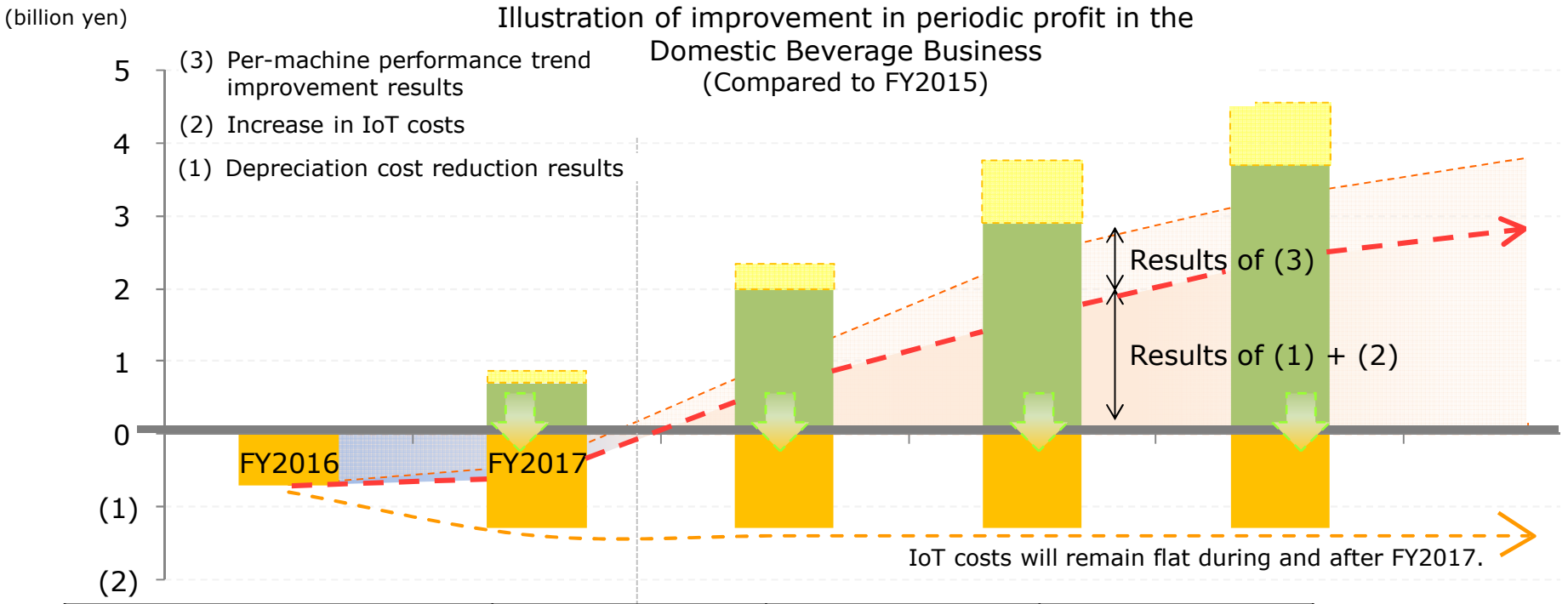
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Facilitating Continued Increases in Cash Flow

Bringing innovation to our vending machine business model

(1) Lowering per-machine procurement costs while maintaining the number of installations
(2) Utilizing cost savings to boost investments in IoT-enabled vending machines
(3) Working to improve the per-machine performance trend by investing in IoT-enabled vending machines



Domestic Beverage Business	FY2015	FY2016	FY2017 (budget)
Capital expenditure	9.3 billion yen	6.8 billion yen	6.6 billion yen
Depreciation expenses	9.8 billion yen	9.8 billion yen	9.2 billion yen

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Strengthening and Cultivating the International Beverage Business: Turkey

Long-term vision	Looking toward the EU based on growth in the Turkish market

Current business conditions

• Brands with high name recognition, for example CAMLICA, Saka, and Icim • Five manufacturing factories in Turkey (in northern and southern Turkey)	• Relatively low market share • High degree of dependence on Yildiz
• Potential for market growth as the result of the country's growing population • Drinking of coffee and tea as an entrenched custom • Potential of new product categories	• Inflation rate • Exchange rate fluctuations • Geopolitical risk

S W O T

Action plan

- Bring sales structures in-house
- Focus on core brands and streamline promotional efforts
- Streamline operations by relocating manufacturing lines
- Embrace the challenge of harnessing Japanese expertise to create new product categories



FY2017 profit improvement plan

• Increase in gross profit	+884
• Variable costs, etc.	(625)
• Elimination of one-time costs	+249
Total	+508 (million yen)

Exchange rate	FY2016 rate: TRY 1 = JPY 36.13 FY2017 forecast: TRY 1 = JPY 33.00

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Strengthening and cultivating the International Beverage Business: Malaysia

Long-term vision	Looking toward the Middle East and ASEAN as strategic bases in the Islamic world

Current business conditions

S • Joint venture with Mamee, one of Malaysia's leading snack manufacturers • Mamee's sales capabilities • Dry and chilled products manufacturing factories	**W** • Relatively low market share • Issues with growing core brands
O • Perception that Japanese products have high quality • High market growth potential	**T** • Downward pressure on prices due to intensifying competition

Action plan

- Focus on chilled products; grow brands
- Achieve stable sales of beverages (dry); ensure promotional tools are effectively utilized
- Harness Japanese expertise to launch new products



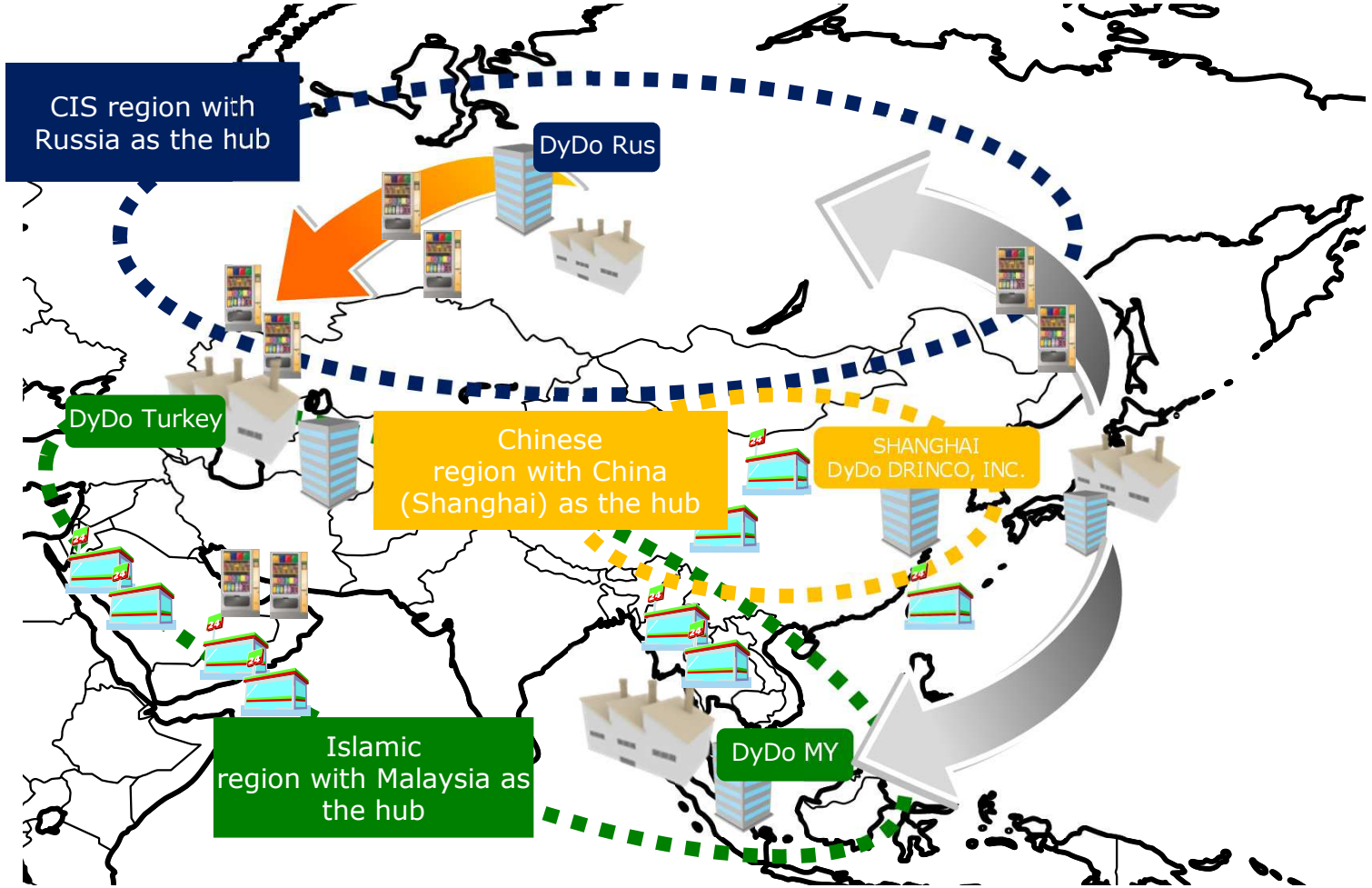
FY2017 profit improvement plan	
• Increase in gross profit	+186
• Streamlining of promotional efforts	+141
• Variable costs, etc.	(44)
Total	+283 (million yen)
Exchange rate	FY2016 rate: MYR 1 = JPY 26.44 FY2017 forecast: MYR 1 = JPY 25.00

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Future vision for the International Beverage Business

Expand into the CIS region with Russia as the hub; the Islamic region with Malaysia as the hub; the Chinese region with Shanghai as the hub.

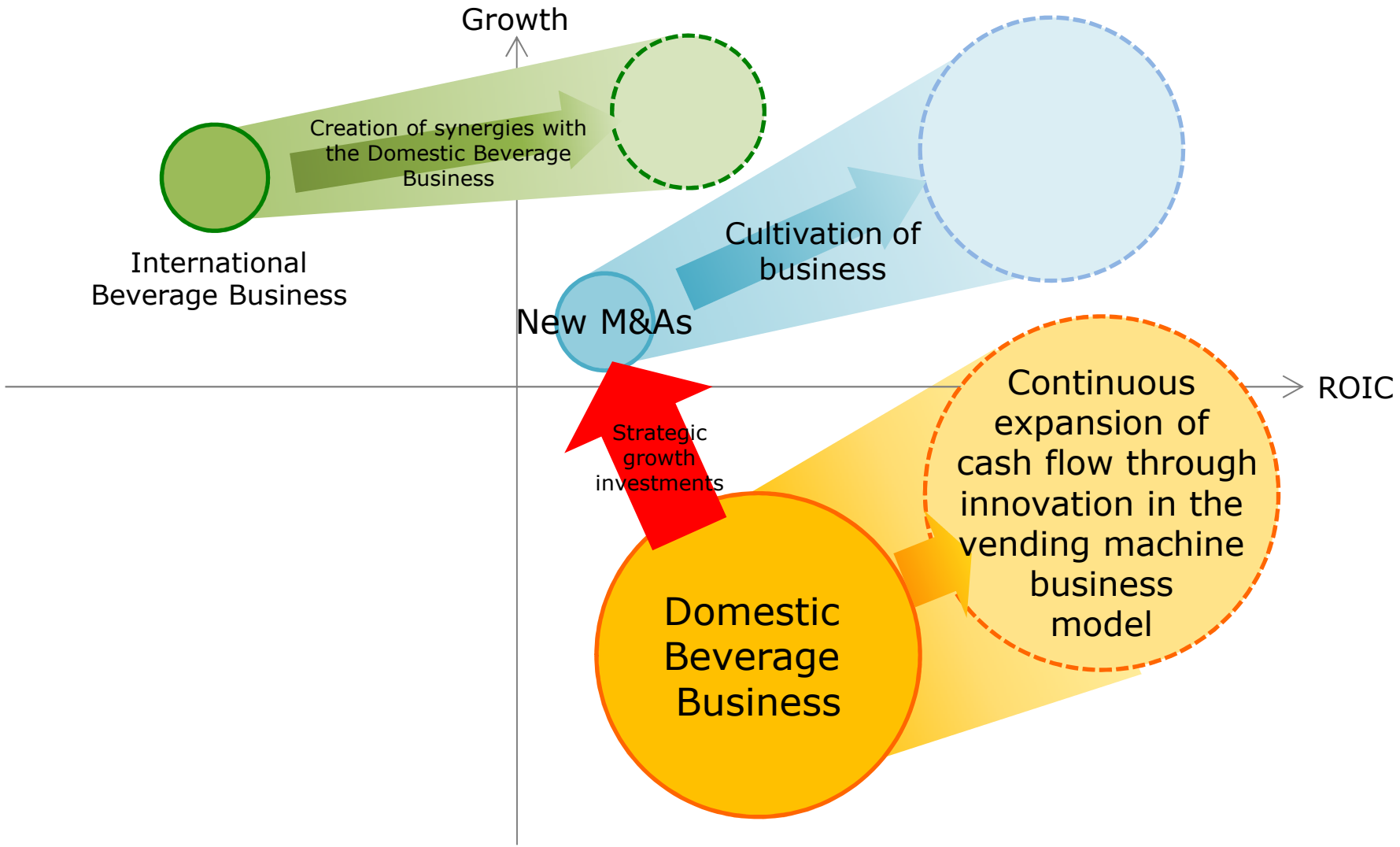


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Direction of DyDo's Growth Strategy

Strengthening and enhancing the group's portfolio of business



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■ APPENDIX

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Seasonal Fluctuations – Net sales –

(Millions of yen)

Consolidated

	1st quarter	2nd quarter	3rd quarter	4th quarter	Total
FY2016	38,204	47,933	46,095	39,167	171,401
Ratio of full year (%)	22.3%	28.0%	26.9%	22.8%	100.0%
FY2017	38,940	–	–	–	–

Domestic Beverage Business

	1st quarter	2nd quarter	3rd quarter	4th quarter	Total
FY2016	29,451	33,982	33,740	31,104	128,278
Ratio of full year (%)	23.0%	26.5%	26.3%	24.2%	100.0%
FY2017	29,698	–	–	–	–

International Beverage Business

	1st quarter	2nd quarter	3rd quarter	4th quarter	Total
FY2016	2,939	5,729	5,012	3,053	16,735
Ratio of full year (%)	17.6%	34.2%	30.0%	18.2%	100.0%
FY2017	3,331	–	–	–	–

Pharmaceutical-related Business

	1st quarter	2nd quarter	3rd quarter	4th quarter	Total
FY2016	2,288	2,352	2,325	2,101	9,068
Ratio of full year (%)	25.2%	25.9%	25.7%	23.2%	100.0%
FY2017	2,408	–	–	–	–

Food Business

	1st quarter	2nd quarter	3rd quarter	4th quarter	Total
FY2016	3,717	6,091	5,196	3,008	18,013
Ratio of full year (%)	20.6%	33.8%	28.9%	16.7%	100.0%
FY2017	3,697	–	–	–	–

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Seasonal Fluctuations – Operating income –

(Millions of yen)

Consolidated

	1st quarter	2nd quarter	3rd quarter	4th quarter	Total
FY2016	(391)	2,671	2,144	(566)	3,857
Ratio of full year (%)	–	69.3%	55.6%	–	100.0%
FY2017	(53)	–	–	–	–

Domestic Beverage Business

	1st quarter	2nd quarter	3rd quarter	4th quarter	Total
FY2016	(103)	2,068	1,680	312	3,958
Ratio of full year (%)	–	52.3%	42.5%	7.9%	100.0%
FY2017	354	–	–	–	–

International Beverage Business

- Before amortization of goodwill
- FY2016 does not include fees associated with the acquisition of the Turkish business.

	1st quarter	2nd quarter	3rd quarter	4th quarter	Total
FY2016	(87)	6	72	(649)	(657)
Ratio of full year (%)	–	(1.1%)	(11.0%)	–	100.0%
FY2017	(278)	–	–	–	–

Pharmaceutical-related Business

	1st quarter	2nd quarter	3rd quarter	4th quarter	Total
FY2016	252	256	271	164	944
Ratio of full year (%)	26.7%	27.2%	28.7%	17.4%	100.0%
FY2017	354	–	–	–	–

Food Business

- Before amortization of goodwill

	1st quarter	2nd quarter	3rd quarter	4th quarter	Total
FY2016	(60)	535	304	(214)	564
Ratio of full year (%)	–	94.9%	53.9%	–	100.0%
FY2017	16	–	–	–	–

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FY2017 1st Half Consolidated Earnings Forecast

Consolidated

(Millions of yen)

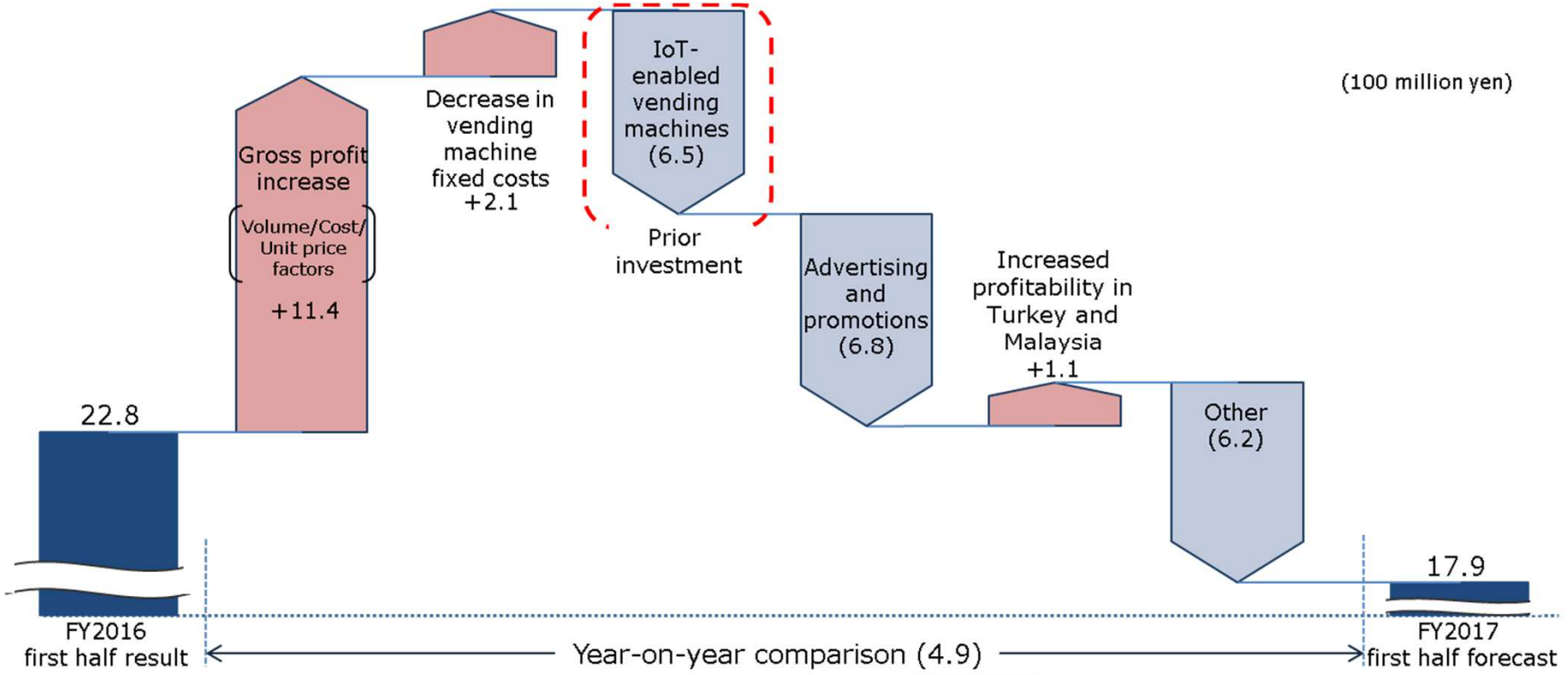
	FY2016 1st half results		FY2017 1st half earnings forecast			
		Component ratio		Component ratio	Change (%)	Change
Net sales	86,138	50.3%	89,250	50.9%	3.6%	3,112
Operating income	2,280	1.3%	1,790	1.0%	(21.5%)	(490)
Ordinary income	2,218	1.3%	1,700	1.0%	(23.4%)	(518)
Quarter net income returned to parent company shareholders	1,925	1.1%	850	0.5%	(55.8%)	(1,075)
EPS	116.23 yen		51.31 yen		(55.9%)	(64.92 yen)
Dividend per share	30 yen		30 yen		0.0%	-

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Factors Affecting Operating Income in the 1st Half of FY2017

- 1st-half sales volume in the Domestic Beverage Business will grow 2.3% year on year
- Sales of products in the "Supervised by the World's Top Barista*" series to Kirin Beverage will contribute to results from the beginning of the fiscal year (the initiative began last April)
- Savings from reductions in vending machine fixed costs will be allocated to the rollout of IoT-enabled vending machines
- We will actively pursue advertising and promotional efforts during the 1st half in order to strengthen the DyDo Blend brand



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FY2017 1st Half Earnings Forecast by Segments

Domestic Beverage Business

(Millions of yen)

	FY2015 1st half results	FY2016 1st half results			FY2017 1st half earnings forecast		
			Change (%)	Change		Change (%)	Change
Net sales	61,060	63,434	3.9%	2,373	65,450	3.2%	2,016
Operating income	891	1,964	120.3%	1,073	2,390	21.7%	426

(Note) Figures prior to consolidated adjustment.
FY2015 results include Russia and China.

International Beverage Business

(Millions of yen)

	FY2015 1st half results	FY2016 1st half results			FY2017 1st half earnings forecast		
			Change (%)	Change		Change (%)	Change
Net sales	–	8,668	–	–	9,680	11.7%	1,012
Operating income	–	(80)	–	–	(160)	–	(80)
Amortization of goodwill, etc.	–	161	–	–	190	18.0%	29
Operating income after amortization of goodwill, etc.	–	(241)	–	–	(350)	–	(109)
Acquisition fees	–	249	–	–	–	–	(249)
Operating margin after subtracting the above fees	–	(491)	–	–	(350)	–	141
Turkish lira	–	38.43	–	–	33.00	–	(5.43)
Malaysian ringgit	–	27.58	–	–	25.00	–	(2.58)

(Note) Figures prior to consolidated adjustment.
DyDo-operated businesses in Turkey and Malaysia became consolidated subsidiaries in FY2016.

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FY2017 1st Half Earnings Forecast by Segments

Pharmaceutical-related Business

(Millions of yen)

	FY2015 1st half results	FY2016 1st half result			FY2017 1st half earnings forecast		
			Change (%)	Change		Change (%)	Change
Net sales	4,548	4,641	2.0%	92	4,710	1.5%	69
Operating income	487	508	4.3%	21	350	(31.1%)	(158)

(Note) Figures prior to consolidated adjustment.

Food Business

(Millions of yen)

	FY2015 1st half results	FY2016 1st half results			FY2017 1st half earnings forecast		
			Change (%)	Change		Change (%)	Change
Net sales	9,104	9,808	7.7%	703	9,770	(0.4%)	(38)
Operating income	524	475	(9.4%)	(49)	426	(10.3%)	(49)

(Note) Figures prior to consolidated adjustment.

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