



Supplementary Information for the Three months Ended June 30, 2024 (April 1, 2024 to June 30, 2024) Table of Contents for Attachments

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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, 2025 (FY2024)														【Forecast】 Year ending March 31, 2025 (FY2024)							
	1st quarter-end				2nd quarter-end (cumulative)				3rd quarter-end (cumulative)				4th quarter-end (cumulative)				2nd quarter-end (cumulative)			Full year		
	FY 2023	FY 2024	Net change		FY 2023	FY 2024	Net change		FY 2023	FY 2024	Net change		FY 2023	FY 2024	Net change		Amount	Net change		Amount	Net change	
		Amount	YOY (%)			Amount	YOY (%)			Amount	YOY (%)			Amount	YOY (%)	Amount		Amount	YOY (%)		Amount	Amount
Net sales	1,501	1,524	22	1.5	3,056				4,604				6,054				3,160	103	3.4	6,300	245	4.1
Cost of sales	1,248	1,258	10	0.8	2,553				3,851				5,071									
Vs. Sales (%)	83.1	82.6			83.5				83.6				83.8									
Selling, general and administrative expenses	200	207	7	3.6	391				590				798									
Vs. Sales (%)	13.4	13.6			12.8				12.8				13.2									
Operating profit	52	57	5	9.7	112				163				184				104	(8)	(7.5)	190	5	2.9
Vs. Sales (%)	3.5	3.8			3.7				3.5				3.0				3.3			3.0		
Non-operating income	8	7	(1)	(12.1)	15				23				29									
Non-operating expenses	2	1	(0)	(27.6)	5				8				15									
Ordinary profit	58	63	4	8.0	122				177				198				112	(10)	(8.5)	203	4	2.1
Vs. Sales (%)	3.9	4.2			4.0				3.9				3.3				3.5			3.2		
Extraordinary income	0	13	13	—	0				1				115									
Extraordinary loss	3	2	(0)	(9.0)	7				11				35									
Profit before income taxes	55	74	18	32.6	115				167				278									
Vs. Sales (%)	3.7	4.9			3.8				3.6				4.6									
Income taxes	19	21	2	10.8	37				52				82									
Profit (loss) attributable to non-controlling interests	0	0	(0)	(84.9)	1				1				1									
Profit attributable to owners of parent	35	52	16	46.9	76				113				194				82	5	6.5	136	(58)	(30.0)
Vs. Sales (%)	2.4	3.5			2.5				2.5				3.2				2.6			2.2		

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

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

	Result for the year ending March 31, 2025 (FY2024)														【Forecast】 Year ending March 31, 2025 (FY2024)									
	1st quarter-end				2nd quarter-end (cumulative)				3rd quarter-end (cumulative)				4th quarter-end (cumulative)				2nd quarter-end (cumulative)			Full year				
	FY 2023	FY 2024	Net change		FY 2023	FY 2024	Net change		FY 2023	FY 2024	Net change		FY 2023	FY 2024	Net change		Amount	Net change		Amount	Net change			
			Amount	YOY (%)			Amount	YOY (%)			Amount	YOY (%)			Amount	YOY (%)		Amount	YOY (%)					
[Net sales]																								
Butter	61	67	5	9.5	122					205					278				135	13	11.2	302	23	8.4
Margarine	21	21	(0)	(0.1)	41					64					86				46	4	11.6	95	8	10.2
Cheese	142	148	5	3.9	290					458					599				317	26	9.2	649	49	8.3
Other	64	68	3	6.0	136					209					279				144	8	6.0	293	14	5.1
Subsidiaries and other	325	315	(9)	(3.0)	674					1,008					1,348				671	(2)	(0.4)	1,379	31	2.3
Dairy Products	616	621	5	0.9	1,265					1,948					2,592				1,316	50	4.0	2,720	127	4.9
Milk and milk-based beverages	198	207	9	4.6	399					599					786				417	18	4.6	820	33	4.2
Other beverages	74	86	11	15.3	160					230					297				171	11	6.9	321	24	8.1
Yogurt	129	136	7	5.5	259					383					508				281	22	8.7	553	45	8.9
Desserts and fresh cream	61	68	7	11.6	126					193					258				129	3	2.5	264	5	2.3
Other	9	8	(0)	(6.8)	19					30					40				20	1	7.8	42	2	5.0
Subsidiaries and other	174	162	(11)	(6.4)	355					525					668				354	(1)	(0.3)	667	(0)	(0.1)
Beverages and Desserts	646	669	22	3.6	1,320					1,963					2,560				1,376	55	4.2	2,670	109	4.3
Feedstuffs	107	99	(8)	(7.6)	209					314					415				203	(5)	(2.7)	413	(1)	(0.5)
Seed products	33	34	0	0.9	61					79					93				64	2	4.8	96	3	3.9
Feedstuffs and Seed	141	133	(7)	(5.6)	270					393					508				268	(2)	(1.0)	510	1	0.3
Other	97	99	1	2.0	200					299					393				200	(0)	(0.0)	400	6	1.8
Total	1,501	1,524	22	1.5	3,056					4,604					6,054				3,160	103	3.4	6,300	245	4.1
[Operating profit]																								
Dairy Products	28	23	(5)	(17.8)	50					79					98				43	(7)	(15.7)	99	0	0.1
Beverages and Desserts	11	24	13	117.5	36					55					56				41	4	11.1	64	7	13.0
Feedstuffs and Seed	5	3	(1)	(27.1)	7					4					2				7	(0)	(8.1)	3	0	1.3
Other	6	5	(1)	(23.7)	16					22					26				13	(3)	(21.5)	24	(2)	(9.6)
Eliminated	0	0	0	5.9	0					0					(0)									
Total	52	57	5	9.7	112					163					184				104	(8)	(7.5)	190	5	2.9

* 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.

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, 2025 (FY2024)													【Target value】								
	1st quarter-end				2nd quarter-end (cumulative)				3rd quarter-end (cumulative)				4th quarter-end (cumulative)				FY2024			FY2025		
	FY 2023	FY 2024	Net change YOY		FY 2023	FY 2024	Net change YOY		FY 2023	FY 2024	Net change YOY		FY 2023	FY 2024	Net change YOY		Amount or ratio	Net change YOY		Amount or ratio	Net change compared to FY2022	
			Amount	YOY (%)			Amount	YOY (%)			Amount	YOY (%)			Amount	YOY (%)		Amount or ratio	YOY (%)		Amount or ratio	Compared to FY2022 (%)
Sales of substitute foods	—	0	0	—	—							0				20	19	—	60	60	—	
Functional food products (mainly consisting of MBP-related products)	21	23	2	110.6	45							68				107	15	117.3				
Powdered milk and other	27	23	(3)	86.5	53							82				110	4	104.4				
Nutrition Business	48	47	(1)	97.1	98							150				218	20	110.4				
Other Dairy Products	0	0	(0)	85.8	0							1				2	0	141.5				
Dairy Products	49	47	(1)	97.0	99							151				220	21	110.6				
Beverages	33	37	3	111.0	69							104				156	18	113.1				
Yogurt	62	64	2	103.3	124							183				263	20	108.5				
Beverages and Desserts	95	101	5	106.0	193							287				419	38	110.2				
Sales of function-added foods	144	149	4	102.9	293							439				640	59	110.3	700	147	126.6	
Composition of overseas operating profit	0.5%	1.0%			0.4%							0.3%				2.9%			8.5%	5.7%		
Non-consolidated	142	148	5	103.9	290							458				649	49	108.3				
Subsidiary Total	29	28	(0)	96.9	56							83				131	15	113.4				
Sales of cheese products	172	177	4	102.7	346							542				780	65	109.1	800	116	117.0	
Sales of market milk (Non-consolidated)	472	506	34	107.2	965							1,437				2,002	110	105.8	2,000	244	114.0	

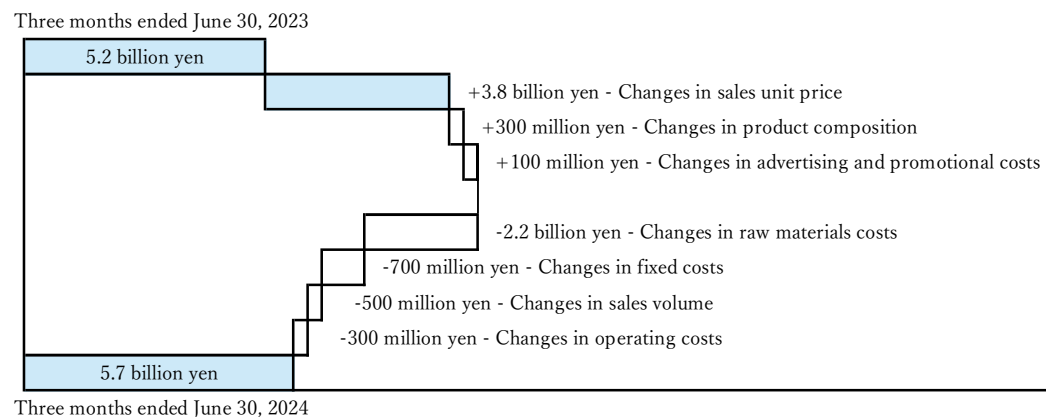
(Unit: 1,000 ha) (Amounts rounded down to the nearest 1,000 ha)

	Result for the year ending March 31, 2025 (FY2024)													【Target value】					
	1st quarter-end				2nd quarter-end (cumulative)				3rd quarter-end (cumulative)				4th quarter-end (cumulative)				FY2030		
	FY 2019	FY 2024	Net change compared to FY2019		FY 2019	FY 2024	Net change compared to FY2019		FY 2019	FY 2024	Net change compared to FY2019		FY 2019	FY 2024	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 *												97				100	3	103.0	

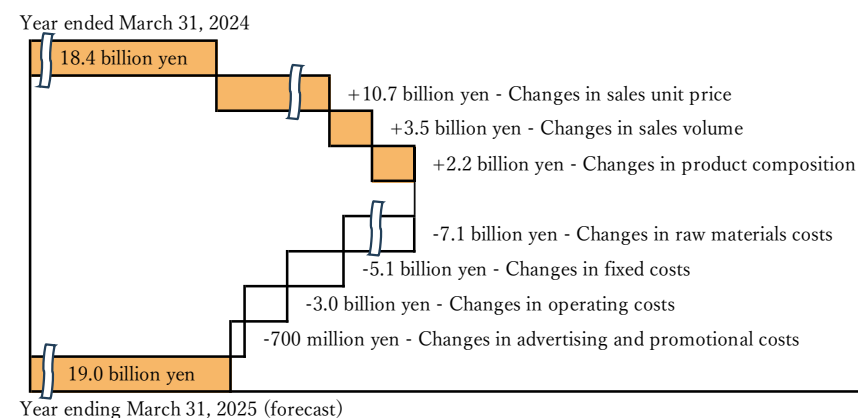
* The planted area is shown only for the 4th quarter (cumulative).

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

Result



Forecast



* The method to calculate changes in product composition has been changed in the forecast for the fiscal year ending March 31, 2025.

Details of Consolidated Operating Profit by Segment

Factors behind changes	FY2023 full year	Factors behind changes for the three months ended June 30, 2024					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	358	38	13	33	(8)	0	38			
Changes in sales volume	(26)	(5)	(5)	0	0	0	(5)			
Changes in product composition	5	3	2	1	0	0	3			
Changes in raw materials costs	(209)	(22)	(9)	(19)	7	(1)	(22)			
Changes in operating costs	3	(3)	(1)	(2)	0	(0)	(3)			
Subtotal	131	11	0	13	(1)	(1)	11			
【Fixed costs and others】										
Changes in advertising and promotional costs	(28)	1	(1)	2	0	0	1			
Changes in fixed costs	(49)	(7)	(4)	(2)	0	0	(7)			
Subtotal	(77)	(6)	(5)	0	0	0	(6)			
Total	54	5	(5)	13	(1)	(1)	5			

(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, 2025 (FY2024), full year				
	Total	Dairy Products	Beverages and Desserts	Feed-stuffs and Seed	Other/ Eliminated
【Marginal profit】					
Changes in sales unit price	107	37	75	(7)	2
Changes in sales volume	35	24	9	0	2
Changes in product composition	22	11	11	0	0
Changes in raw materials costs	(71)	(27)	(54)	8	2
Changes in operating costs	(30)	(13)	(14)	0	(3)
Subtotal	63	32	27	1	3
【Fixed costs and others】					
Changes in advertising and promotional costs	(7)	(6)	(1)	0	0
Changes in fixed costs	(51)	(26)	(19)	(1)	(5)
Subtotal	(58)	(32)	(20)	(1)	(5)
Total	5	0	7	0	(2)

* 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, 2024	June 30, 2024	Amount of net change
(Current assets)	1,817	1,763	(54)
Cash and deposits	290	162	(127)
Trade receivables and contract assets	879	909	29
Inventory assets	590	630	39
Other	56	60	3
(Non-current assets)	2,494	2,524	29
Property, plant and equipment	1,775	1,740	(34)
Intangible assets	44	47	2
Investment securities	533	582	49
Deferred tax assets	28	27	(1)
Other	112	125	13
Total assets	4,312	4,287	(24)

	March 31, 2024	June 30, 2024	Amount of net change
(Current liabilities)	1,224	1,149	(74)
Trade payables	672	706	33
Short-term loans payable	102	103	1
Other	450	339	(110)
(Non-current liabilities)	734	751	16
Bonds payable	150	150	—
Long-term loans payable	290	288	(2)
Net defined benefit liabilities	84	86	1
Other	209	226	17
Total liabilities	1,959	1,901	(58)
Shareholders' equity	2,320	2,354	33
Non-controlling interests	32	32	0
Total net assets	2,353	2,386	33
Total liabilities/net assets	4,312	4,287	(24)

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, 2025 (FY2024)											
	1st quarter-end			2nd quarter-end (cumulative)			3rd quarter-end (cumulative)			4th quarter-end (cumulative)		
	FY2023	FY2024	Amount of net change	FY2023	FY2024	Amount of net change	FY2023	FY2024	Amount of net change	FY2023	FY2024	Amount of net change
I Cash flows from operating activities	52	(30)	(83)	108			205			304		
II Cash flows from investing activities	(44)	(39)	4	(89)			(152)			(63)		
III Cash flows from financing activities	(44)	(56)	(11)	(99)			(102)			(156)		
IV Effect of exchange rate on cash and cash equivalents	0	0	0	1			1			1		
V Amount of net change in cash and cash equivalents	(36)	(127)	(90)	(79)			(48)			86		
VI Cash and cash equivalents at beginning of period	203	289	86	203			203			203		
VII Cash and cash equivalents at end of period	166	162	(3)	124			154			289		
(Ref.) Free cash flow (I + II)	7	(70)	(78)	18			52			241		

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, 2025 (FY2024)								【Forecast】 Year ending March 31, 2025, full year (FY2024)
	1st quarter-end		2nd quarter-end (cumulative)		3rd quarter-end (cumulative)		4th quarter-end (cumulative)		
	FY2023	FY2024	FY2023	FY2024	FY2023	FY2024	FY2023	FY2024	
Amount of capital investment	51	26	83		135		171		222
Depreciation and amortization costs *	42	43	87		131		175		177
Consolidated research & development costs	14	13	24		39		50		
	1st quarter-end		2nd quarter-end		3rd quarter-end		4th quarter-end		
	FY2023	FY2024	FY2023	FY2024	FY2023	FY2024	FY2023	FY2024	
Number of consolidated employees	5,799	5,800	5,797		5,779		5,731		

* 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.

	FY2019 Full year	FY2020 Full year	FY2021 Full year	FY2022 Full year	FY2023 Full year
Ratio of operating profit to net sales	2.9%	3.2%	3.2%	2.2%	3.0%
EBITDA	34.1 billion	35.6 billion	35.0 billion	30.2 billion	36.0 billion
ROE	7.1%	8.1%	6.0%	4.4%	8.7%
Equity ratio	47.3%	49.0%	51.5%	51.9%	53.8%
Payout ratio	22.3%	18.1%	33.6%	44.4%	27.8%
Interest-bearing debt*	69.3 billion	79.3 billion	72.2 billion	69.8 billion	58.8 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 FY2019 to FY2023

Consolidated Balance Sheets

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

	March 31, 2020		March 31, 2021		March 31, 2022		March 31, 2023		March 31, 2024	
	Result	Net change	Result	Net change	Result	Net change	Result	Net change	Result	Net change
(Current assets)	1,511	23	1,617	105	1,601	(15)	1,641	40	1,817	176
Cash and deposits	155	11	218	63	199	(18)	203	3	290	86
Trade receivables and contract assets	718	(28)	717	(1)	722	5	802	79	879	77
Inventory assets	589	33	599	9	621	22	578	(43)	590	12
Other	47	6	82	34	56	(25)	57	0	56	0
(Non-current assets)	2,192	86	2,369	176	2,417	48	2,459	42	2,494	34
Property, plant and equipment	1,710	87	1,772	62	1,788	16	1,801	12	1,775	(25)
Intangible assets	37	5	35	(2)	32	(2)	31	(1)	44	13
Investment securities	348	(6)	445	97	481	35	504	23	533	28
Deferred tax assets	30	0	30	0	29	(1)	31	1	28	(2)
Other	66	0	85	18	85	0	91	5	112	20
Total assets	3,704	109	3,986	282	4,018	32	4,101	82	4,312	210
(Current liabilities)	1,203	23	1,285	82	1,131	(154)	1,169	37	1,224	55
Trade payables	607	(32)	597	(10)	587	(10)	642	55	672	29
Short-term loans payable	181	(18)	320	138	179	(140)	178	(1)	102	(76)
Other	413	74	367	(46)	364	(2)	347	(16)	450	102
(Non-current liabilities)	720	(7)	718	(1)	792	73	773	(19)	734	(38)
Bonds payable	100	—	100	—	100	—	150	50	150	—
Long-term loans payable	351	(7)	320	(30)	393	73	321	(71)	290	(31)
Net defined benefit liabilities	100	6	95	(4)	88	(7)	87	(1)	84	(2)
Other	168	(6)	202	33	210	8	214	4	209	(5)
Total liabilities	1,923	16	2,003	80	1,923	(80)	1,942	18	1,959	16
Shareholders' equity	1,751	88	1,952	201	2,067	115	2,128	61	2,320	192
Non-controlling interests	29	4	30	0	27	(2)	30	2	32	1
Total net assets	1,780	93	1,982	201	2,095	112	2,158	63	2,353	194
Total liabilities/net assets	3,704	109	3,986	282	4,018	32	4,101	82	4,312	210

Consolidated Statements of Income

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

	FY2019		FY2020		FY2021		FY2022		FY2023	
	Result	YOY change (%)	Result	YOY change (%)	Result	YOY change (%)	Result	YOY change (%)	Result	YOY change (%)
Net sales	6,134	1.7	6,151	0.3	5,584	0.7	5,843	4.6	6,054	3.6
Dairy Products	2,490	3.4	2,623	5.3	2,369	2.7	2,520	6.4	2,592	2.8
Beverages and Desserts	2,839	1.5	2,744	(3.3)	2,397	(3.6)	2,411	0.6	2,560	6.2
Feedstuffs and Seed	437	(5.1)	433	(0.8)	468	14.3	534	14.1	508	(4.9)
Other	366	0.2	350	(4.5)	348	2.1	376	8.0	393	4.4
Cost of sales	4,702	2.0	4,725	0.5	4,689	0.8	4,971	6.0	5,071	2.0
Selling, general and administrative expenses	1,251	(0.1)	1,228	(1.9)	713	2.6	741	3.9	798	7.7
Operating profit	179	4.5	197	9.9	180	(8.7)	130	(27.7)	184	41.4
Dairy Products	115	(1.7)	136	18.3	125	(8.4)	97	(22.4)	98	1.8
Beverages and Desserts	52	65.0	41	(20.8)	36	(12.9)	16	(54.9)	56	247.6
Feedstuffs and Seed	10	(10.9)	11	8.4	6	(38.1)	2	(68.4)	2	35.0
Other	1	(83.9)	10	519.6	11	8.8	14	28.5	26	79.8
Non-operating income	28	(2.3)	30	7.2	29	(1.2)	24	(17.4)	29	19.2
Non-operating expenses	11	3.1	11	0.3	10	(7.3)	10	(1.7)	15	45.4
Ordinary profit	196	3.5	216	10.1	199	(7.7)	144	(27.6)	198	37.3
Extraordinary income	1	(79.8)	31	—	0	(99.8)	33	—	115	248.4
Extraordinary loss	29	(32.1)	36	26.0	27	(24.3)	48	73.7	35	(25.6)
Profit before income taxes	168	10.5	211	25.3	172	(18.6)	129	(24.6)	278	114.6
Income taxes	45	5.7	61	34.5	49	(19.1)	38	(23.7)	82	117.7
Profit (loss) attributable to non-controlling interests	1	(28.3)	0	(48.5)	1	145.1	0	(68.0)	1	202.5
Profit attributable to owners of parent	121	13.1	149	22.6	120	(19.1)	91	(24.3)	194	112.8

* 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.

Consolidated Statements of Cash Flows

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

	FY2019		FY2020		FY2021		FY2022		FY2023	
	Result	YOY change	Result	YOY change	Result	YOY change	Result	YOY change	Result	YOY change
I Cash flows from operating activities	243	23	265	22	294	28	268	(26)	304	36
II Cash flows from investing activities	(166)	(23)	(270)	(104)	(202)	68	(196)	5	(63)	133
III Cash flows from financing activities	(66)	7	67	134	(112)	(180)	(72)	39	(156)	(83)
IV Effect of exchange rate on cash and cash equivalents	0	0	0	0	1	1	1	(0)	1	0
V Amount of net change in cash and cash equivalents	10	8	63	52	(18)	(81)	0	18	86	86
VI Cash and cash equivalents at beginning of period	143	2	155	12	218	63	199	(18)	203	3
VII Increase in cash and cash equivalents from newly consolidated subsidiaries	1	1	—	(1)	—	—	3	3	—	(3)
VIII Cash and cash equivalents at end of period	155	12	218	63	199	(18)	203	3	289	86
(Ref.) Free cash flow (I + II)	76	0	(5)	(82)	92	97	71	(20)	241	169