



February 9, 2022

Company name: Morinaga Milk Industry Co., Ltd.
5-33-1 Shiba, Minato-ku, Tokyo
Representative: Yohichi Ohnuki,
President & Representative Director
(Code: 2264 First Section of the Tokyo Stock Exchange)

Notice Regarding Revision of the Financial Results Forecast

Morinaga Milk Industry Co., Ltd. (hereinafter, “the Company”) hereby announces that it has revised its forecasts of the consolidated financial results, as follows, with respect to the fiscal year ending March 31, 2022 (April 1, 2021 to March 31, 2022), disclosed on November 11, 2021.

1. Revision of the consolidated financial results forecast for the fiscal year ending March 31, 2022 (April 1, 2021 to March 31, 2022)

	Net sales	Operating income	Ordinary income	Profit attributable to owners of parent	Profit per share
	Millions of yen	Millions of yen	Millions of yen	Millions of yen	Yen
Previous forecast (A)	500,000	31,000	31,800	35,300	713.20
Revised forecast (B)	500,000	30,000	30,800	34,600	699.01
Change (B-A)	–	(1,000)	(1,000)	(700)	
Change (%)	–	(3.2)	(3.1)	(2.0)	
(Reference) Results for the fiscal year ended March 31, 2021	583,550	28,867	30,109	18,741	378.73

2. Reasons for the revision

With regard to operating income, ordinary income, and profit attributable to owners of parent, the negative impact on profits of raw material prices and logistics costs has significantly exceeded our projections. Although we continue to work on improving the product mix and on streamlining, results are likely to undershoot previously announced forecasts. No revisions have been made to net sales.

(Note) The above forecasts of consolidated financial results are based on information currently available to the Company and on certain assumptions on market trends, etc. deemed to be reasonable, and are subject to uncertainties. Consequently, actual results may vary with respect to the forecast amounts due to various unforeseen factors.

(Reference) Forecast for the fiscal year ending March 2022 by business field (four pillars of business) in the Medium-Term Business Plan

B-to-C business net sales	¥261,798 million	(-0.2% YoY)
B-to-C business operating income	¥15,960 million	(-¥168 million YoY)
Wellness business net sales	¥43,771 million	(+1.7% YoY)
Wellness business operating income	¥3,694 million	(+¥237 million YoY)
B-to-B business net sales	¥81,203 million	(+9.5% YoY)
B-to-B business operating income	¥3,614 million	(+¥1,000 million YoY)
Overseas business net sales	¥42,639 million	(+15.9% YoY)
Overseas business operating income	¥6,947 million	(+¥1,442 million YoY)

Note that the year-on-year comparison is calculated based on comparison of the forecast for the fiscal year ending March 31, 2022 with the result for the fiscal year ended March 31, 2021 adjusted by applying the accounting standard for revenue recognition due to application of the accounting standard for revenue recognition (ASBJ Statement No. 29 of March 31, 2020, "Accounting Standard for Revenue Recognition") and related guidance from the fiscal year ending March 31, 2022.