

MORIYAMA

CORPORATE PROFILE



“Unique” Products that Deliver the Bounty of Nature to the Dinner Table

MORIYAMA provides a full product lineup that responds to various needs, whether it is for retail or OEM products. We use distinctive technology gained over many years of experience of practical long-life storage and a flexible production system. This system implements high-mix, low-volume production of a diverse range of products. Our company's product manufacturing processes are strictly controlled in order to declare with confidence the safety of our products. The hallmarks of our product manufacturing are long-life storage, ecologically friendly to the environment, uniqueness and delicious taste.



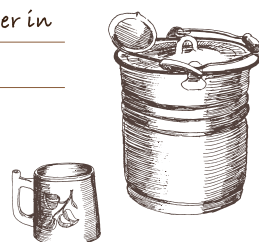
Message from the President & CEO



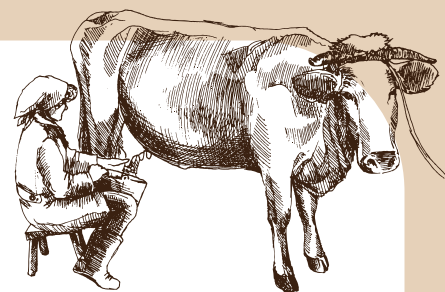
President & Chief Executive Officer
Naoto Ohtsuka

~ 100 years Since Founding ~

MORIYAMA, since our founding in 1918, has created various products as a pioneer dairy product's manufacturer. We have contributed to the development of the food culture of Japan with products full of originality, such as Japan's first produced and marketed coffee milk, instant creamy powder, and sugarless condensed milk. We have made products in pursuit of goals of "taste" and "uniqueness" to constantly meet the needs of the times and the preferences of our many customers. At the same time, we have continued to refine our technology so that we can deliver reassuring, safe products to our customers. Our unrivaled major strength is that we possess technology for making practical long life (LL) storage using ultra-high temperature instant sterilization technology while preserving the taste and flavor. Through products that take advantage of the bounty of Mother Nature, we put a smile on the face of our customers — this is our corporate philosophy. It is our dream that our products become endeared to many more customers in the future and, above all else, to become the No. 1 producer in the LL sector in the global market!



Pursuit of “Taste,” the Foundation of Foods



Accomplishments

The strength of our products is that every one of them is created in the pursuit of taste and flavor. Our company has a disciplined, proven track record with the discerning palate of food professionals of our major customers, such as listed companies, hotels, and restaurants. Furthermore, about 75% of our products are for business purposes in hotels and restaurants while the remaining 25% is retail, so a wide range of customers consume our products.

We meet the needs of our many customers, not by mass production using fully-automated production lines, but by employing a market-oriented style. By using production methods based on a combination of unique technologies developed over many years and not just relying on automation, we can support the needs of various customers in a flexible and meticulous way, which large corporations that specialize in high-volume production cannot.

History

Since launching Japan's first coffee milk in 1920, we have manufactured and marketed other unique products for the first time in Japan, such as condensed milk, evaporated milk, and cream powder for coffee. We have continued our run through the ages as a product manufacturer pioneer, leading the industry in the development and commercialization of products, for example in infant milk formula and powder mix for soft-serve ice creams.

We have also manufactured jelly and pudding type desserts, portion creams, and drinks such as iced coffee, tea, and cocoa. We also supply hospital food products for medical use and have now grown to be a comprehensive dairy manufacturer.

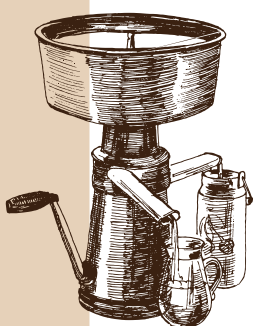
Throughout our entire 100-year history, we have continued to actively develop products that meet customer preferences over the years.



Commitment to Quality

The various commitments that MORIYAMA employees address individually when working on product development include planning ability to reflect customer requirements, adoption of selected raw materials, combining technologies based on accumulated experience and capital investment to further enhance quality. We are able to deliver products of the highest quality because of this overall commitment to accurately reflect the changing times and needs of customers.

Each individual employee is working to manufacture products, thoroughly striving for the “taste” and “uniqueness” that reflect the changing times and customer demands. This is done none other than for the enjoyment of each and every customer.





Safe, Secure Products for Healthy, Comfortable Living

Same Quality Level as Medical Supplies

MORIYAMA has been working on OEM products for pharmaceutical manufacturers since 2001. The manufacture of nutritional and dietary supplements for medical use requires process control on the same level as the production of medical supplies. We have achieved very high-levels of quality control by the application of the more strict pharmaceutical standards to normal foods.

In addition, we have acquired ISO9001* accreditation, the international standard for quality management systems. In order to manufacture conforming products as a company that has received accreditation, we conduct business processes with transparency and operate strict quality control management. As part of building a stronger quality control foundation, we are also switching to rationalized plants with higher sanitary standards.

*ISO9001: Family of corporate quality control standards defined by the International Organization for Standardization. Instituted as standards not only for establishment of a quality management system but also the improvement of system effectiveness through continued application.



Radioactivity Countermeasures

Ever since the impact of the Great East Japan Earthquake that occurred on March 11, 2011, there has been a growing awareness by consumers concerned with the levels of radioactivity contained in food. MORIYAMA implemented measures at an early date to ensure the safety of our products. We also established a system to evaluate the safety of products before shipping using the guidelines comprising the 9 items listed below.

Information collection guidelines relating to production and radiation inspection before shipping

1. Equipment model: NaI scintillation-method "LB200 Becquerel Monitor" (model recommended by Ministry of Health, Labour, and Welfare)
2. Test parameter: γ (gamma) radiation
3. Detection accuracy: 20 Bq/kg (Becquerels per kilogram)
4. Calibration method: Confirmation of correlation between manufacturer's certification with an official agency
5. Frequency of inspection: Measurement of representative samples from each line (weekly)
6. Confirmation of accuracy: Comparison of analysis results of representative samples by an official agency every 1 to 2 months
7. Water use management: Confirmation and recording (weekly) of water supply treatment plant measurement values (raw water and clean water)
8. Radiation level in air: Confirmation and recording (daily) of measurement values recorded at production base
9. Raw milk vessels: Confirmation and recording (1 to 2 times per week) of measurement values taken at cooler stations in primary collection areas

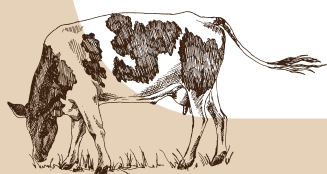
Made in Japan

It is not an exaggeration to say that the manufacture of safe, secure products is the lifeline of our business. In order to maintain this lifeline, all our products are manufactured at plants within Japan under a strict quality control regime.

Even the raw materials we use are carefully selected from produce harvested within Japan.

For example, soy milk dessert uses 100% Japanese-produced soya beans and Matcha (green tea) dessert uses 100% Japanese-produced Uji Matcha green tea.

The use of safe raw materials from Japan reassures our customers that they are receiving safe products.



Distinctive Technology Fostered over Many Years of Experience



Advanced Sterilization Technology to Achieve Long-Life Product Storage

MORIYAMA's principal products are long-life products that can be stored at room temperatures for up to 120 to 150 days, or even 180 days for some items. The production of long-life products is built on high-level technology that we are justly proud of.

We are committed to the diligent study of technologies, such as UHT (ultra high temperature instant sterilization) technology, so that we can extend the life of each product while retaining quality. Naturally, we are also actively involved in the introduction of cutting-edge equipment for quality control.

In addition, we have a laboratory fitted with direct and indirect sterilization machinery where we can perform low-volume product manufacturing tests. Testing enables us to perform research and development and acquire joint patents in collaboration with leading food manufacturers.

Our company goal is to become the No. 1 company in the long-life food sector and to continue to further improve our technical capabilities to that end.



History

Japan's first "Bottled Coffee Milk" developed by MORIYAMA in 1920, just 2 years after our founding, was a bottled drink produced by adding sugar to equal portions of coffee and milk. After bottling, each bottle was then sterilized using boiling water, a ground-breaking method for that era, to achieve a product life of about 10 days. This was the origin of the production of long-life products that are our forte.

Since then, our technical capabilities have also evolved with the times, such as the introduction of Japan's first aseptic paper packaging containers.

While respecting traditions as a well-established company boasting 100 years since inception, we continue to be a company that never forgets about innovation.

