



**Supplementary Materials for Financial  
Statements For the third quarter Ended  
December 31, 2022  
( April 1, 2022 to December 31, 2022 )**

February 10, 2023

Yakult Honsha Co., Ltd.  
Public Relations Department  
Investor Relations Department  
URL <https://www.yakult.co.jp/company/ir/>

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About a numeric display of this material

1. Unit of money : Less than one million yen is rounded down.

2. Quantity results: Less than 1000 is rounded off.

3. Year on year percentage: The second place is rounded off after the decimal point.

# Consolidated

## 1. Consolidated Balance Sheet

( Millions of yen )

	As of Mar.31 2022	As of Dec. 31 2022	Increase ( Decrease )
<b>Total Assets</b>	<b>672,855</b>	<b>770,194</b>	<b>97,339</b>
<b>Current assets</b>			
Cash and deposits	202,941	244,608	41,667
Notes and accounts receivable - trade	52,581	69,511	16,929
Inventories	30,649	36,132	5,483
Others	14,226	15,963	1,736
<b>Non-current assets</b>			
<b>Property, plant and equipment</b>			
Buildings and structures ( net )	84,139	87,251	3,112
Others ( net )	127,017	145,559	18,542
<b>Intangible assets</b>	5,386	5,658	271
<b>Investments and other assets</b>			
Investment securities	67,628	69,076	1,447
Shares of affiliates	73,044	79,753	6,708
Others	15,240	16,679	1,439
<b>Total Liabilities</b>	<b>187,920</b>	<b>208,133</b>	<b>20,213</b>
<b>Current liabilities</b>			
Notes and accounts payable - trade	26,039	33,648	7,608
Short-term loans payable	10,239	14,307	4,067
Others	53,001	60,050	7,048
<b>Non-current liabilities</b>			
Long-term loans payable	60,298	55,875	(4,423)
Net defined benefit liability	4,280	4,379	98
Others	34,059	39,873	5,813
<b>Total Net Assets</b>	<b>484,935</b>	<b>562,061</b>	<b>77,125</b>
<b>Shareholders' equity</b>	454,169	467,034	12,864
<b>Accumulated other comprehensive income</b>	(8,101)	42,906	51,008
<b>Non-controlling interests</b>	38,867	52,119	13,252

## 2. Consolidated Statement of Income

( Millions of yen. % )

	3Q of FY 2021 ( 2021.4 ~ 12 )	3Q of FY 2022 ( 2022.4 ~ 12 )	Increase ( Decrease )	
			Amount	Ratio
<b>Net sales</b>	<b>316,539</b>	<b>367,868</b>	<b>51,329</b>	<b>16.2</b>
( Net sales by business segments )				
Food and beverages ( Japan )	153,893	179,733	25,839	16.8
Food and beverages ( Overseas )	141,985	165,511	23,525	16.6
Pharmaceuticals	13,197	10,247	(2,949)	(22.4)
Others	14,825	20,566	5,740	38.7
Adjustments	(7,363)	(8,189)	(826)	11.2
<b>Cost of sales</b>	<b>125,389</b>	<b>145,631</b>	<b>20,242</b>	<b>16.1</b>
<b>Gross profit</b>	<b>191,149</b>	<b>222,237</b>	<b>31,087</b>	<b>16.3</b>
Gross profit margin	60.4	60.4	—	
<b>Selling, general and administrative expenses</b>	<b>144,514</b>	<b>163,894</b>	<b>19,379</b>	<b>13.4</b>
Selling expenses	68,195	76,349	8,153	
General and administrative expenses	76,319	87,544	11,225	
<b>Operating profit</b>	<b>46,634</b>	<b>58,342</b>	<b>11,707</b>	<b>25.1</b>
Operating profit margin	14.7	15.9	1.2	
( Operating profit by business segments )				
Food and beverages ( Japan )	22,123	37,756	15,633	70.7
Food and beverages ( Overseas )	33,774	30,899	(2,874)	(8.5)
Pharmaceuticals	2,309	569	(1,739)	(75.3)
Others	(320)	1,893	2,213	—
Adjustments	(11,252)	(12,777)	(1,524)	13.5
{ include corporate expenses }	{ (7,118) }	{ (7,973) }	{ (855) }	12.0
Non-operating incomes	12,849	11,650	(1,198)	(9.3)
Interest income	2,386	3,965	1,579	
Dividend income	1,810	1,851	40	
Share of profit of entities accounted for using equity method	5,750	3,315	(2,434)	
Others	2,901	2,517	(384)	
Non-operating expenses	985	1,514	529	53.7
Interest expenses	519	504	(14)	
Others	466	1,009	543	
<b>Ordinary profit</b>	<b>58,499</b>	<b>68,478</b>	<b>9,979</b>	<b>17.1</b>
Ratio of ordinary profit to net sales	18.5	18.6	0.1	
Extraordinary income	3,757	2,940	(817)	(21.7)
Extraordinary losses	1,223	633	(590)	(48.2)
<b>Profit before income taxes</b>	<b>61,033</b>	<b>70,786</b>	<b>9,752</b>	<b>16.0</b>
Income taxes	15,691	20,418	4,726	
<b>Profit</b>	<b>45,342</b>	<b>50,368</b>	<b>5,025</b>	<b>11.1</b>
Profit attributable to non-controlling interests	3,319	4,084	765	23.1
<b>Profit attributable to owners of parent</b>	<b>42,022</b>	<b>46,283</b>	<b>4,260</b>	<b>10.1</b>
Ratio of profit attributable to owners of parent to net sales	13.3	12.6	(0.7)	

### 3. Performance Overview

#### ( 1 ) Breakdown of Statement of Income

( Millions of yen . % )

	3Q of FY 2021 ( April 1, 2021 ~ December 31, 2021 )		3Q of FY 2022 ( April 1, 2022 ~ December 31, 2022 )	
	Results	Year on year	Results	Year on year
Net sales	316,539	106.9	367,868	116.2
Operating profit	46,634	116.4	58,342	125.1
Ordinary profit	58,499	110.0	68,478	117.1
Profit attributable to owners of parent	42,022	112.5	46,283	110.1

#### ( 2 ) Share of profit of entities accounted for using equity method

( Millions of yen . % )

	3Q of FY 2021 ( April 1, 2021 ~ December 31, 2021 )		3Q of FY 2022 ( April 1, 2022 ~ December 31, 2022 )	
	Results	Year on year	Results	Year on year
Share of profit of entities accounted for using equity method	5,750	148.1	3,315	57.7

## 4. Segment Information

### ( 1 ) Result of the third quarter

① Results of the third quarter ended December 31, 2021 ( April 1, 2021 ~ December 31, 2021 )

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	153,893	141,985	35,097	99,819	7,068
Percentage of net sales	48.6	44.8	11.1	31.5	2.2
Year on year	98.0	110.1	110.8	109.8	111.9
Operating expenses	131,769	108,211	25,640	76,396	6,174
Year on year	95.0	113.9	111.1	115.1	111.3
Operating profit ( loss )	22,123	33,774	9,457	23,423	894
Year on year	121.0	99.5	109.9	95.4	116.0
Operating profit margin	14.4	23.8	26.9	23.5	12.7

  

	Pharmaceuticals	Others	Total	Adjustments	Consolidated
Net sales	13,197	14,825	323,902	(7,363)	316,539
Percentage of net sales	4.2	4.7	102.3	(2.3)	100.0
Year on year	97.3	105.8	103.3	42.1	106.9
Operating expenses	10,888	15,146	266,015	3,889	269,904
Year on year	82.4	113.7	102.2	---	105.4
Operating profit ( loss )	2,309	(320)	57,887	(11,252)*	46,634
Year on year	648.2	---	108.7	85.2	116.4
Operating profit margin	17.5	(2.2)	---	---	14.7

\* The details of "Adjustments" are as follows.

- Administrative expenses in parent company : 7,118 million yen
- Elimination of royalty income : 4,134 million yen

② Results of the third quarter ended December 31, 2022 ( April 1, 2022 ~ December 31, 2022 )

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	179,733	165,511	47,768	110,354	7,388
Percentage of net sales	48.8	45.0	13.0	30.0	2.0
Year on year	116.8	116.6	136.1	110.6	104.5
Operating expenses	141,976	134,611	35,426	92,099	7,085
Year on year	107.7	124.4	138.2	120.6	114.8
Operating profit ( loss )	37,756	30,899	12,341	18,254	303
Year on year	170.7	91.5	130.5	77.9	33.9
Operating profit margin	21.0	18.7	25.8	16.5	4.1

  

	Pharmaceuticals	Others	Total	Adjustments	Consolidated
Net sales	10,247	20,566	376,058	(8,189)	367,868
Percentage of net sales	2.8	5.6	102.2	(2.2)	100.0
Year on year	77.6	138.7	116.1	111.2	116.2
Operating expenses	9,677	18,672	304,938	4,587	309,526
Year on year	88.9	123.3	114.6	118.0	114.7
Operating profit ( loss )	569	1,893	71,120	(12,777)*	58,342
Year on year	24.7	---	122.9	113.5	125.1
Operating profit margin	5.6	9.2	---	---	15.9

\* The details of "Adjustments" are as follows.

- Administrative expenses in parent company : 7,973 million yen
- Elimination of royalty income : 4,803 million yen

< Reference >

Results of the third quarter ended December 31, 2022 ( April 1, 2022 ~ December 31, 2022 )

( on the basis of average exchange rate between Jan. 2021 and Sep. 2021 )

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	179,733	142,519	39,856	95,655	7,008
Percentage of net sales	52.1	41.3	11.6	27.7	2.0
Year on year	116.8	100.4	113.6	95.8	99.1
Operating expenses	141,976	116,189	29,523	79,921	6,744
Year on year	107.7	107.4	115.1	104.6	109.2
Operating profit ( loss )	37,756	26,330	10,332	15,734	263
Year on year	170.7	78.0	109.3	67.2	29.5
Operating profit margin	21.0	18.5	25.9	16.4	3.8

  

	Pharmaceuticals	Others	Total	Adjustments	Consolidated
Net sales	10,247	20,566	353,066	(8,189)	344,876
Percentage of net sales	3.0	6.0	102.4	(2.4)	100.0
Year on year	77.6	138.7	109.0	111.2	109.0
Operating expenses	9,677	18,672	286,516	4,587	291,103
Year on year	88.9	123.3	107.7	118.0	107.9
Operating profit ( loss )	569	1,893	66,550	(12,777)*	53,773
Year on year	24.7	---	115.0	113.5	115.3
Operating profit margin	5.6	9.2	---	---	15.6

\* The details of "Adjustments" are as follows.

- Administrative expenses in parent company : 7,973 million yen
- Elimination of royalty income : 4,803 million yen



## ( 2 ) Quarterly Results

① Quarterly Results of the third quarter ended March 31, 2022 ( October 1, 2021 ~ December 31, 2021 ) \*

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	52,537	53,138	12,255	38,648	2,234
Percentage of net sales	46.3	46.8	10.8	34.0	2.0
Year on year	99.9	112.6	118.2	111.2	108.8
Operating expenses	45,352	38,777	8,972	27,752	2,052
Year on year	97.2	114.9	121.3	113.8	105.1
Operating profit ( loss )	7,185	14,360	3,282	10,896	181
Year on year	121.4	106.8	110.5	105.1	178.1
Operating profit margin	13.7	27.0	26.8	28.2	8.1

  

	Pharmaceuticals	Others	Total	Adjustments	Consolidated
Net sales	4,578	5,582	115,837	(2,294)	113,542
Percentage of net sales	4.0	4.9	102.0	(2.0)	100.0
Year on year	98.6	90.1	104.7	46.2	107.5
Operating expenses	3,598	5,783	93,511	1,219	94,730
Year on year	73.6	108.8	103.2	---	105.6
Operating profit ( loss )	980	(200)	22,326	(3,514)**	18,812
Year on year	---	---	111.6	85.7	118.3
Operating profit margin	21.4	(3.6)	---	---	16.6

\* The above results are the amount obtained by subtracting the cumulative results for the 2nd quarter (on the basis of average exchange rate between Jan. 2021 and Jun. 2021) from the cumulative results for the 3rd quarter (on the basis of average exchange rate between Jan. 2021 and Sep. 2021).

\*\* The details of "Adjustments" are as follows.

- Administrative expenses in parent company : 2,239 million yen
- Elimination of royalty income : 1,274 million yen

② Quarterly Results of the third quarter ending March 31, 2023 ( October 1, 2022 ~ December 31, 2022 ) \*

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	62,410	63,705	17,423	43,925	2,356
Percentage of net sales	46.2	47.2	12.9	32.5	1.8
Year on year	118.8	119.9	142.2	113.7	105.5
Operating expenses	49,551	50,316	13,110	34,928	2,277
Year on year	109.3	129.8	146.1	125.9	110.9
Operating profit ( loss )	12,859	13,388	4,313	8,996	79
Year on year	179.0	93.2	131.4	82.6	43.6
Operating profit margin	20.6	21.0	24.8	20.5	3.4

  

	Pharmaceuticals	Others	Total	Adjustments	Consolidated
Net sales	3,013	8,323	137,453	(2,370)	135,083
Percentage of net sales	2.2	6.2	101.8	(1.8)	100.0
Year on year	65.8	149.1	118.7	103.3	119.0
Operating expenses	3,171	7,571	110,611	1,426	112,037
Year on year	88.1	130.9	118.3	116.9	118.3
Operating profit ( loss )	(158)	752	26,842	(3,796)**	23,045
Year on year	---	---	120.2	108.0	122.5
Operating profit margin	(5.2)	9.0	---	---	17.1

\* The above results are the amount obtained by subtracting the cumulative results for the 2nd quarter (on the basis of average exchange rate between Jan. 2022 and Jun. 2022) from the cumulative results for the 3rd quarter (on the basis of average exchange rate between Jan. 2022 and Sep. 2022).

\*\* The details of "Adjustments" are as follows.

- Administrative expenses in parent company : 2,581 million yen
- Elimination of royalty income : 1,214 million yen

<Reference>

Quarterly Results of the third quarter ending March 31, 2023 ( October 1, 2022 ~ December 31, 2022 ) \*

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	62,410	53,128	13,837	37,099	2,191
Percentage of net sales	50.1	42.7	11.1	29.8	1.8
Year on year	118.8	100.0	112.9	96.0	98.1
Operating expenses	49,551	42,077	10,443	29,515	2,118
Year on year	109.3	108.5	116.4	106.4	103.2
Operating profit ( loss )	12,859	11,051	3,394	7,583	73
Year on year	179.0	77.0	103.4	69.6	40.4
Operating profit margin	20.6	20.8	24.5	20.4	3.4

  

	Pharmaceuticals	Others	Total	Adjustments	Consolidated
Net sales	3,013	8,323	126,877	(2,370)	124,507
Percentage of net sales	2.4	6.7	101.9	(1.9)	100.0
Year on year	65.8	149.1	109.5	103.3	109.7
Operating expenses	3,171	7,571	102,372	1,426	103,798
Year on year	88.1	130.9	109.5	116.9	109.6
Operating profit ( loss )	(158)	752	24,504	(3,796)**	20,708
Year on year	---	---	109.8	108.0	110.1
Operating profit margin	(5.2)	9.0	---	---	16.6

\* The above results are the amount obtained by subtracting the cumulative results for the 2nd quarter (on the basis of average exchange rate between Jan. 2021 and Jun. 2021) from the cumulative results for the 3rd quarter (on the basis of average exchange rate between Jan. 2021 and Sep. 2021 ).

\*\* The details of "Adjustments" are as follows.

- Administrative expenses in parent company : 2,581 million yen
- Elimination of royalty income : 1,214 million yen

## 5. Overseas Dairy Products sales ( Bottles sold per day )

( Thousands of bottles/day . % )

Company Name <sup>(*)</sup>	Consolidation Classification	3Q of FY 2022 ( From January to September 2022 )		Preliminary figure ( From January to December 2022 )	
		Results	Year on year	Results	Year on year
Yakult Taiwan Co., Ltd.	Equity method	676	95.4	645	94.8
Hong Kong Yakult Co., Ltd.	Consolidated	361	81.6	351	83.2
Yakult (Thailand) Co., Ltd. <sup>(*)2</sup>	Equity method	2,286	115.2	2,323	113.0
Korea Yakult (hy Co., Ltd.)	Equity method	2,479	91.1	2,409	90.5
Yakult Philippines, Inc.	Equity method	3,777	104.5	3,777	106.7
Yakult (Singapore) Pte. Ltd.	Consolidated	248	94.2	242	91.7
PT. Yakult Indonesia Persada <sup>(*)3</sup>	Consolidated	7,364	101.7	7,276	99.3
Yakult Australia Pty. Ltd.	Consolidated	314	109.0	316	109.1
Guangzhou Yakult Co., Ltd.	Consolidated	2,760	91.0	2,596	91.9
Yakult (Malaysia) Sdn. Bhd.	Consolidated	418	125.9	417	126.5
Shanghai Yakult Co., Ltd.	Consolidated	394	84.6	372	86.3
Beijing Yakult Co., Ltd.	Consolidated	341	89.9	315	91.4
Yakult (China) Corporation <sup>(*)4</sup>	Consolidated	3,298	87.9	2,974	87.8
Yakult Vietnam Co., Ltd.	Consolidated	904	116.5	904	117.1
Yakult Danone India Pvt. Ltd. <sup>(*)5</sup>	Consolidated	242	105.1	234	104.0
Yakult Middle East FZCO	Consolidated	17	81.8	17	86.1
Yakult Myanmar Co., Ltd. <sup>(*)6</sup>	Consolidated	—	—	—	—
<b>Asia and Oceania Total</b>		<b>25,878</b>	<b>98.6</b>	<b>25,170</b>	<b>98.4</b>
<b>( Consolidated subsidiaries company Total )</b>		<b>16,661</b>	<b>96.7</b>	<b>16,014</b>	<b>96.2</b>
Yakult S/A Ind. E Com. (Brazil)	Consolidated	1,417	100.8	1,410	102.0
Yakult S.A. De C.V. (Mexico)	Consolidated	3,746	108.4	3,684	107.2
Yakult U.S.A. Inc.	Consolidated	632	115.5	632	112.3
<b>The Americas Total</b>		<b>5,795</b>	<b>107.2</b>	<b>5,726</b>	<b>106.4</b>
Yakult Nederland B.V.	Consolidated	174	94.9	169	92.3
Yakult Belgium N.V./S.A.	Consolidated	56	97.5	55	97.1
Yakult Europe B.V. <sup>(*)7</sup>	Consolidated	26	94.5	25	91.8
Yakult UK Ltd.	Consolidated	232	97.6	227	95.5
Yakult Deutschland GmbH	Consolidated	76	98.7	75	95.5
Yakult Oesterreich GmbH	Consolidated	10	90.8	10	93.6
Yakult Italia S.r.l.	Consolidated	94	106.5	92	102.9
<b>Europe Total</b>		<b>668</b>	<b>97.9</b>	<b>653</b>	<b>95.5</b>
<b>Total</b>		<b>32,341</b>	<b>100.0</b>	<b>31,548</b>	<b>99.7</b>
<b>( Consolidated subsidiaries company Total )</b>		<b>23,124</b>	<b>99.2</b>	<b>22,393</b>	<b>98.6</b>

< Accounting period: From January to December >

(\*)1 Companies are organized in ascending order of business start date by region.

(\*)2 Yakult (Thailand) Co., Ltd. : Accounting date : 31st May.

(\*)3 PT. Yakult Indonesia Persada : Started sales of "Yakult Light" in October 2022.

(\*)4 Sales Base of Yakult (China) Corporation : Nanjing city, Tianjin city, Suzhou city, Hangzhou city, Qingdao city, Ningbo city, Jinan city, Yantai city, Wuhan city, Wenzhou city, Shenyang city, Dalian city, Fuzhou city, Xiamen city, Hefei city, Changsha city, Xi'an city, Nanchang city, Changchun city, Shijiazhuang city, Chengdu city, Chongqing city, Zhengzhou city, Taiyuan city, Harbin city, Hohhot city, Jinhua city, Huaian city, Kunming city, Nanning city, Jiaxing city, Wuxi city, Guiyang city, Lanzhou city, Nantong city, Shaoxing city, Hengyang city, Wuhu city. (excluding Guangdong and Hainan, Shanghai city, Beijing city)

(\*)5 Yakult Danone India Pvt. Ltd. : Accounting date : 31st March.

(\*)6 Yakult Myanmar Co., Ltd. : Accounting date : 31st March.

(\*)7 Sales Area of Yakult Europe B.V. : France, Switzerland, Denmark, Spain

# ( Reference ) Non-Consolidated

Non-consolidated financial results are presented in accordance with "Regulation for quarterly financial statements".  
But, it is not subject to be reviewed by auditors under the law.

## 1. Breakdown of Statement of Income

( Millions of yen . % )

	3Q of FY 2021 ( April 1, 2021 ~ December 31, 2021 )		3Q of FY 2022 ( April 1, 2022 ~ December 31, 2022 )	
	Results	Year on year	Results	Year on year
Net sales	119,309	93.5	133,400	111.8
Operating profit	10,170	150.5	19,860	195.3
Ordinary profit	16,402	111.0	27,791	169.4
Profit	14,515	107.8	24,073	165.9

## 2. Breakdown of Sales

### ( 1 ) Sales by Product Category

( Millions of yen . % )

	3Q of FY 2021 ( April 1, 2021 ~ December 31, 2021 )		3Q of FY 2022 ( April 1, 2022 ~ December 31, 2022 )	
	Results	Year on year	Results	Year on year
Dairy products	76,052	108.9	91,807	120.7
Beverages etc.	18,775	98.7	19,086	101.7
<b>Sub Total</b>	<b>94,827</b>	<b>106.8</b>	<b>110,893</b>	<b>116.9</b>
Cosmetics	5,370	98.2	5,304	98.8
Pharmaceuticals	13,197	97.3	10,247	77.6
Others	5,914	30.0	6,954	117.6
<b>Total</b>	<b>119,309</b>	<b>93.5</b>	<b>133,400</b>	<b>111.8</b>

## ( 2 ) Dairy Products sales ( Bottles sold per day )

( Thousands of bottles/day . % )

		3Q of FY 2021 ( April 1, 2021 ~ December 31, 2021 )		3Q of FY 2022 ( April 1, 2022 ~ December 31, 2022 )	
		Results	Year on year	Results	Year on year
	<i>New Yakult</i> products	4,056	98.3	4,267	105.2
	<i>Yakult 400</i> products <sup>(*1)</sup>	2,685	82.9	2,433	90.6
	<i>Yakult 1000</i> <sup>(*2)</sup>	1,140	306.9	1,960	172.0
	Other <i>Yakult</i> products <sup>(*3)</sup>	173	184.6	<sup>(*4)</sup> 564	326.3
<b>Total for <i>Yakult</i> products</b>		<b>8,054</b>	<b>102.8</b>	<b>9,226</b>	<b>114.5</b>
	<i>Joie</i> products	576	96.2	551	95.8
	<i>Mil-Mil</i> products	422	91.6	429	101.5
	<i>Sofuhl</i> products	504	113.5	509	100.9
	Other fermented milk products <sup>(*5)</sup>	93	90.6	88	95.0
<b>Total for fermented milk</b>		<b>1,595</b>	<b>99.3</b>	<b>1,577</b>	<b>98.9</b>
<b>Others</b> <sup>(*6)</sup>		<b>139</b>	<b>94.5</b>	<b>140</b>	<b>100.9</b>
<b>Total</b>		<b>9,788</b>	<b>102.1</b>	<b>10,943</b>	<b>111.8</b>

(\*1) Total of *Yakult 400* , *Yakult 400LT* and *Yakult 400W*.

*Yakult 400W*

From Jan. 2020 : All of the Kyushu region

From Apr. 2020 : All of the Chugoku & Shikoku regions as well as the prefectures of part of Hyogo, Nara,

Wakayama, part of Gifu, Mie, part of Ishikawa & Fukui

From Jun. 2020 : All of the Kinki region as well as the prefectures of Aichi, Gifu, Ishikawa & Toyama

From May 2021 : Tokyo & 6 other prefectures in Kanto ( Ibaraki, Tochigi, Gunma, Saitama, Chiba & Kanagawa )

From Aug. 2021 : Launched all over Japan

(\*2) *Yakult 1000*

From Oct. 2019 : Tokyo & 6 other prefectures in Kanto ( Ibaraki, Tochigi, Gunma, Saitama, Chiba & Kanagawa )

From Aug. 2020 : Hokkaido & Tohoku regions as well as the prefectures of Shizuoka, Yamanashi, Nagano & Niigata

From Apr. 2021 : Launched all over Japan

(\*3) Total of *Yakult Five* , *Mainichi Nomu Yakult 365* , *Yakult W* and *Y1000*.

*Mainichi Nomu Yakult 365* ( Sales were stopped in January 2022 ).

*Yakult W* ( Sales were stopped in December 2021 ). *Y1000* ( Launched in October 2021 ).

(\*4) The sales bottles of *Y1000* is 448 thousands of bottles / day out of 564 thousands of bottles / day ( Year on year 549.7 % ).

(\*5) Total of *Aloe Yogurt* and *Ichinichibun no Tetsu & Yousan Yogurt*.

(\*6) Total of *BF-1* , *Pretio* , *Yakult no Hakko Tonyu* and *Cup de Yakult* .

## ( 3 ) Beverages sales ( Total Bottles sold )

( Thousands of bottles . % )

		3Q of FY 2021		3Q of FY 2022	
		( April 1, 2021 ~ December 31, 2021 )		( April 1, 2022 ~ December 31, 2022 )	
		Results	Year on year	Results	Year on year
Health drinks	<i>Bansoreicha</i> products	11,116	100.5	10,845	97.6
	<i>Toughman</i> products	25,872	100.4	26,440	102.2
	<i>Kurozu Drink</i> product	17,963	92.3	18,571	103.4
	Soy milk drinks products	23,822	95.8	21,808	91.5
	<i>Milouge</i> products	15,368	101.3	16,292	106.0
Soft drinks	Juices products	25,293	99.9	23,919	94.6
	<i>Kininaruyasai</i> product	25,958	102.0	25,417	97.9
	<i>Coffee Time</i> product	8,464	97.1	7,593	89.7
	<i>FIRE</i> product	33,803	97.9	32,988	97.6

## ( 4 ) Pharmaceuticals sales

( Millions of yen . % )

		3Q of FY 2021		3Q of FY 2022	
		( April 1, 2021 ~ December 31, 2021 )		( April 1, 2022 ~ December 31, 2022 )	
		Results	Year on year	Results	Year on year
<i>Campto</i>		570	98.0	352	61.8
<i>Elplat</i>		6,902	91.1	5,603	81.2
<i>Gemcitabine</i>		1,403	83.6	1,309	93.3
Other pharmaceuticals		4,808	128.8	3,403	70.8
<b>Sub Total</b>		13,684	100.9	10,669	78.0
Deduction amount by "Accounting standard for Revenue recognition"		(486)	---	(421)	---
<b>Total</b>		<b>13,197</b>	<b>97.3</b>	<b>10,247</b>	<b>77.6</b>

## **CAUTIONARY STATEMENT**

Statements contained in these materials with respect to Yakult's plans, forecasts and other statements that are not historical facts but forward - looking statements that involve risks and uncertainties that could result in actual results differing substantially from expectations.

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