



**Supplementary Materials for Financial  
Statements For the first quarter Ended  
June 30, 2019  
(April 1, 2019 to June 30, 2019)**

July 30, 2019

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.

# Consolidate

## 1. Major Increases (Decreases) in Consolidated Balance Sheet

(Millions of yen)

	As of Mar.31 2019	As of Jun. 30 2019	Increase (Decrease)
<b>Total Assets</b>	618,532	618,543	10
<b>Current assets</b>			
Cash and Deposits	156,484	153,543	(2,941)
Notes and accounts payable - trade	52,880	56,914	4,033
Inventories	29,113	31,042	1,928
Others	9,158	12,158	2,999
<b>Non-Current Assets</b>			
<b>Property, plant and equipment</b>			
Buildings and structures(net)	82,753	84,421	1,667
Others(net)	117,318	119,910	2,592
<b>Intangible assets</b>	4,782	4,656	(125)
<b>Investments and other assets</b>			
Investment securities	155,306	145,265	(10,040)
Others	10,733	10,631	(103)
<b>Total Liabilities</b>	226,253	224,233	(2,020)
<b>Current liabilities</b>			
Notes and accounts payable - trade	27,983	26,848	(1,135)
Short-term loans payable	40,141	41,721	1,580
Others	47,330	46,572	(758)
<b>Non-current liabilities</b>			
Long-term loans payable	76,344	74,956	(1,387)
Net defined benefit liability	5,463	5,127	(335)
Others	28,990	29,006	16
<b>Total Net Assets</b>	392,279	394,309	2,030
<b>Shareholders' equity</b>	365,767	370,288	4,521
Accumulated other comprehensive income	(8,495)	(12,659)	(4,164)
<b>Non-controlling interests</b>	35,007	36,680	1,672

## 2. Major Increases (Decreases) in Consolidated Statement of Income

(Millions of yen)

	1Q of FY 2018 (2018.4 ~ 6)	1Q of FY 2019 (2019.4 ~ 6)	Increase (Decrease)	
			Amount	Ratio (%)
<b>Net sales</b>	<b>96,691</b>	<b>95,856</b>	(834)	(0.9)
(Net sales by business segments)				
Food and beverages (Japan)	56,238	51,835	(4,403)	(7.8)
Food and beverages (Overseas)	39,860	40,411	550	1.4
Pharmaceuticals	5,651	5,460	(191)	(3.4)
Others	4,284	4,379	95	2.2
Adjustment	(9,343)	(6,229)	3,114	(33.3)
<b>Cost of sales</b>	<b>40,102</b>	<b>39,334</b>	<b>(767)</b>	<b>(1.9)</b>
<b>Gross profit</b>	<b>56,589</b>	<b>56,522</b>	<b>(67)</b>	<b>(0.1)</b>
Gross profit margin (%)	58.5	59.0	0.5	
<b>Selling, general and administrative expenses</b>	<b>46,576</b>	<b>46,545</b>	<b>(30)</b>	<b>(0.1)</b>
Selling expenses	21,139	21,366	226	
General and administrative expenses	25,436	25,178	(257)	
<b>Operating profit</b>	<b>10,013</b>	<b>9,976</b>	<b>(36)</b>	<b>(0.4)</b>
Operating profit margin (%)	10.4	10.4	-	
(Operating profit by business segments)				
Food and beverages (Japan)	4,905	4,545	(359)	(7.3)
Food and beverages (Overseas)	10,527	9,541	(986)	(9.4)
Pharmaceuticals	(727)	602	1,330	-
Others	(21)	63	84	-
Adjustment	(4,670)	(4,776)	(106)	2.3
{ include corporate expenses }	{ (3,454) }	{ (3,571) }	{ (116) }	
Non-operating incomes	3,556	4,184	627	17.7
Interests income	1,062	1,310	247	
Dividends income	974	965	(9)	
Share of profit of entities accounted for using equity method	968	1,119	150	
Others	550	789	239	
Non-operating expenses	917	437	(479)	(52.3)
Interest expenses	182	207	24	
Others	734	230	(504)	
<b>Ordinary profit</b>	<b>12,652</b>	<b>13,723</b>	<b>1,070</b>	<b>8.5</b>
Ratio of ordinary profit to net sales (%)	13.1	14.3	1.2	
Extraordinary income	1,389	1,027	(361)	(26.0)
Extraordinary losses	74	955	880	-
<b>Profit before income taxes</b>	<b>13,966</b>	<b>13,795</b>	<b>(171)</b>	<b>(1.2)</b>
Income taxes	2,946	3,964	1,017	
<b>Profit</b>	<b>11,020</b>	<b>9,831</b>	<b>(1,188)</b>	<b>(10.8)</b>
Profit attributable to non-controlling interests	996	1,202	206	20.7
<b>Profit attributable to owners of parent</b>	<b>10,023</b>	<b>8,628</b>	<b>(1,394)</b>	<b>(13.9)</b>
Ratio of profit attributable to owners of parent to net sales (%)	10.4	9.0	(1.4)	

### 3. Performance Overview

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

(Millions of yen)

	1Q of FY 2018 (April 1, 2018 ~ June 30, 2018)		1Q of FY 2019 (April 1, 2019 ~ June 30, 2019)	
	Results	Year on year(%)	Results	Year on year(%)
Net sales	96,691	102.3	95,856	99.1
Operating profit	10,013	100.3	9,976	99.6
Ordinary profit	12,652	105.2	13,723	108.5
Profit attributable to owners of parent	10,023	124.7	8,628	86.1

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

(Millions of yen)

	1Q of FY 2018 (April 1, 2018 ~ June 30, 2018)		1Q of FY 2019 (April 1, 2019 ~ June 30, 2019)	
	Results	Year on year(%)	Results	Year on year(%)
Share of profit of entities accounted for using equity method	968	113.0	1,119	115.5

## 4. Segment Information

### Actual Results

(1) Result of the first quarter ended June 30, 2018 (April 1, 2018 ~ June 30, 2018)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	56,238	39,860	12,415	25,001	2,443
Percentage of net sales (%)	58.2	41.2	12.8	25.9	2.5
Year on year (%)	108.2	108.5	99.6	112.6	117.1
Operating expenses	51,333	29,333	9,013	18,184	2,135
Year on year (%)	108.0	106.8	97.4	111.9	109.3
Operating profit (loss)	4,905	10,527	3,402	6,817	308
Year on year (%)	110.3	113.3	106.1	114.5	231.3
Operating profit margin (%)	8.7	26.4	27.4	27.3	12.6

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	5,651	4,284	106,035	(9,343)	96,691
Percentage of net sales (%)	5.9	4.4	109.7	(9.7)	100.0
Year on year (%)	84.4	100.1	106.3	178.9	102.3
Operating expenses	6,379	4,305	91,351	(4,673)	86,678
Year on year (%)	110.1	100.2	107.4	810.9	102.6
Operating profit (loss)	(727)	(21)	14,683	(4,670)*	10,013
Year on year (%)	---	---	100.4	100.5	100.3
Operating profit margin (%)	(12.9)	(0.5)	---	---	10.4

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

- Administrative expenses in parent company : 3,454 million yen
- Elimination of royalty income : 1,215 million yen

## (2) Result of the first quarter ended June 30, 2019 (April 1, 2019 ~ June 30, 2019)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	51,835	40,411	12,596	25,658	2,155
Percentage of net sales (%)	54.1	42.1	13.1	26.8	2.2
Year on year (%)	92.2	101.4	101.5	102.6	88.2
Operating expenses	47,289	30,870	8,950	19,869	2,049
Year on year (%)	92.1	105.2	99.3	109.3	96.0
Operating profit (loss)	4,545	9,541	3,646	5,788	106
Year on year (%)	92.7	90.6	107.2	84.9	34.6
Operating profit margin (%)	8.8	23.6	28.9	22.6	4.9

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	5,460	4,379	102,085	(6,229)	95,856
Percentage of net sales (%)	5.7	4.6	106.5	(6.5)	100.0
Year on year (%)	96.6	102.2	96.3	66.7	99.1
Operating expenses	4,857	4,315	87,332	(1,452)	85,879
Year on year (%)	76.1	100.2	95.6	31.1	99.1
Operating profit (loss)	602	63	14,753	(4,776)*	9,976
Year on year (%)	---	---	100.5	102.3	99.6
Operating profit margin (%)	11.0	1.5	---	---	10.4

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

- Administrative expenses in parent company : 3,571 million yen
- Elimination of royalty income : 1,205 million yen

〈Reference〉

Result of the first quarter ended June 30, 2019.

(on the basis of average exchange rate between Jan. 2018 and Mar. 2018)

(3) Result of the first quarter ended June 30, 2019 (April 1, 2019 ~ June 30, 2019)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	51,835	41,687	13,071	26,351	2,264
Percentage of net sales (%)	53.4	42.9	13.5	27.1	2.3
Year on year (%)	92.2	104.6	105.3	105.4	92.7
Operating expenses	47,289	31,946	9,371	20,416	2,158
Year on year (%)	92.1	108.9	104.0	112.3	101.1
Operating profit (loss)	4,545	9,741	3,699	5,935	105
Year on year (%)	92.7	92.5	108.7	87.1	34.3
Operating profit margin (%)	8.8	23.4	28.3	22.5	4.7

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	5,460	4,379	103,361	(6,229)	97,132
Percentage of net sales (%)	5.6	4.5	106.4	(6.4)	100.0
Year on year (%)	96.6	102.2	97.5	66.7	100.5
Operating expenses	4,857	4,315	88,408	(1,452)	86,955
Year on year (%)	76.1	100.2	96.8	31.1	100.3
Operating profit (loss)	602	63	14,953	(4,776)*	10,176
Year on year (%)	---	---	101.8	102.3	101.6
Operating profit margin (%)	11.0	1.5	---	---	10.5

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

- Administrative expenses in parent company : 3,571 million yen
- Elimination of royalty income : 1,205 million yen

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

(Thousands of bottles/day)

	Consolidation Classification	1Q of FY 2019 (From January to March 2019)		Preliminary figure (From January to June 2019)	
		Results	Year on year (%)	Results	Year on year (%)
Taiwan	Equity method	611	111.0	667	98.3
Hong Kong	Consolidated	454	99.5	506	96.9
Thailand <sup>1</sup>	Equity method	2,226	98.6	2,211	97.8
Korea	Equity method	2,890	90.7	3,132	93.3
Philippines	Equity method	3,243	106.0	3,206	104.1
Singapore	Consolidated	226	100.5	225	98.1
Indonesia	Consolidated	5,611	106.5	6,065	107.7
Australia	Consolidated	250	108.9	248	100.6
Malaysia	Consolidated	340	107.0	350	103.8
Vietnam	Consolidated	434	145.5	490	147.0
India <sup>2</sup>	Consolidated	215	108.3	231	110.3
Middle East	Consolidated	18	112.1	18	110.3
Guangzhou	Consolidated	2,236	100.7	2,682	98.9
Shanghai	Consolidated	425	90.7	526	89.1
Beijing	Consolidated	378	98.8	423	99.2
China <sup>3</sup>	Consolidated	2,935	103.3	3,511	102.1
China total		5,974	101.0	7,142	99.6
<b>Asia and Oceania total</b>		<b>22,492</b>	<b>102.3</b>	<b>24,491</b>	<b>101.7</b>
<b>(Consolidated subsidiaries company Total)</b>		<b>13,522</b>	<b>104.6</b>	<b>15,275</b>	<b>103.9</b>
Brazil	Consolidated	1,662	90.9	1,598	90.9
Mexico <sup>4</sup>	Consolidated	3,976	105.8	3,933	101.3
USA	Consolidated	371	112.8	373	111.9
<b>The Americas total</b>		<b>6,009</b>	<b>101.5</b>	<b>5,903</b>	<b>98.8</b>
Netherlands	Consolidated	172	89.8	165	92.9
Belgium <sup>5</sup>	Consolidated	84	99.8	80	100.4
United Kingdom	Consolidated	206	99.0	199	97.0
Germany	Consolidated	88	88.7	77	92.5
Austria	Consolidated	11	64.7	10	78.8
Italy	Consolidated	99	96.2	96	94.1
<b>Europe total</b>		<b>660</b>	<b>93.9</b>	<b>628</b>	<b>94.9</b>
<b>Total</b>		<b>29,161</b>	<b>102.0</b>	<b>31,022</b>	<b>101.0</b>
<b>(Consolidated subsidiaries company Total)</b>		<b>20,191</b>	<b>103.3</b>	<b>21,806</b>	<b>102.2</b>

<Accounting period: From January to December>

1 Thailand : Accounting date : 31st May.

2 India : Accounting date : 31st March.

3 Sales Area of Yakult (China) : 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. (excluding Guangdong, Hainan, Shanghai and Beijing city)

4 Mexico : Started sales of "Soful LT Peach" in May 2019.

5 Denmark : Started sales of "Yakult" in January 2019.

# (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 Statements of Income

(Millions of yen)

	1Q of FY 2018 (April 1, 2018 ~ June 30, 2018)		1Q of FY 2019 (April 1, 2019 ~ June 30, 2019)	
	Results	Year on year(%)	Results	Year on year(%)
Net sales	47,798	108.3	43,275	90.5
Operating profit	314	54.1	1,267	402.9
Ordinary profit	3,823	92.0	4,873	127.5
Profit	4,686	131.5	4,441	94.8

## 2. Sales breakdown

### (1) Sales by Product Category

(Millions of yen)

	1Q of FY 2018 (April 1, 2018 ~ June 30, 2018)		1Q of FY 2019 (April 1, 2019 ~ June 30, 2019)	
	Results	Year on year(%)	Results	Year on year(%)
Dairy products	22,639	101.6	22,061	97.4
Beverages etc.	7,595	99.0	7,360	96.9
Subtotal	30,235	100.9	29,421	97.3
Cosmetics	1,825	105.1	1,740	95.4
Pharmaceuticals	5,651	84.4	5,460	96.6
Others	10,086	175.6	6,653	66.0
<b>Total</b>	<b>47,798</b>	<b>108.3</b>	<b>43,275</b>	<b>90.5</b>

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

(Thousands of bottles/day)

	1Q of FY 2018 (April 1, 2018 ~ June 30, 2018)		1Q of FY 2019 (April 1, 2019 ~ June 30, 2019)	
	Results	Year on year(%)	Results	Year on year(%)
<i>New Yakult</i> products	4,168	103.9	4,017	96.4
<i>Yakult 400</i> products	3,574	99.9	3,443	96.3
Other <i>Yakult</i> products *	171	87.1	119	69.4
<b>Total for <i>Yakult</i> products</b>	<b>7,913</b>	<b>101.7</b>	<b>7,578</b>	<b>95.8</b>
<i>Joie</i> products	823	92.4	779	94.7
<i>Mil-Mil</i> products	407	103.7	479	117.9
<i>Sofuhl</i> products	490	105.0	467	95.3
<b>Total for fermented milk</b>	<b>1,720</b>	<b>98.3</b>	<b>1,726</b>	<b>100.4</b>
<b>Others **</b>	<b>163</b>	<b>90.6</b>	<b>162</b>	<b>99.9</b>
<b>Total</b>	<b>9,795</b>	<b>100.9</b>	<b>9,466</b>	<b>96.6</b>

\* Total of *Yakult Ace* , *Yakult Five* , *Mainichi Nomu Yakult* and *Synbiotics Yakult W*.

*Yakult Ace* ( Sales were stopped in March 2019 ) , *Yakult Five* ( Launched in March 2019 )

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

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

(Thousands of bottles)

		1Q of FY 2018 (April 1, 2018 ~ June 30, 2018)		1Q of FY 2019 (April 1, 2019 ~ June 30, 2019)	
		Results	Year on year(%)	Results	Year on year(%)
Health drinks	<i>Bansoreicha</i>	4,406	92.4	4,026	91.4
	<i>Toughman</i>	12,579	102.1	11,808	93.9
	<i>Kurozu Drink</i>	7,686	105.8	8,591	111.8
	<i>Soy milk drinks</i>	10,137	97.4	9,290	91.6
	<i>Milougu</i>	6,987	91.6	7,763	111.1
Soft drinks	<i>Juices</i>	10,020	92.1	9,177	91.6
	<i>Kininaruyasai</i>	10,035	99.1	9,233	92.0
	<i>Coffee Time</i>	4,181	90.2	3,664	87.6
	<i>FIRE</i>	15,162	94.9	13,862	91.4

## (4) Pharmaceuticals sales

(Millions of yen)

		1Q of FY 2018 (April 1, 2018 ~ June 30, 2018)		1Q of FY 2019 (April 1, 2019 ~ June 30, 2019)	
		Results	Year on year(%)	Results	Year on year(%)
	<i>Campto (Japan)</i>	213	81.4	195	91.6
	<i>Campto (Overseas)</i>	29	98.3	65	223.4
	<b><i>Campto total</i></b>	<b>243</b>	<b>83.2</b>	<b>261</b>	<b>107.6</b>
	<i>Elplat</i>	3,497	80.6	3,280	93.8
	<i>Gemcitabine</i>	641	84.2	666	103.9
	Other pharmaceuticals	1,269	97.4	1,251	98.6
	<b>Total</b>	<b>5,651</b>	<b>84.4</b>	<b>5,460</b>	<b>96.6</b>

## **CAUTIONARY STATEMENT**

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

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