



**Supplementary Materials for Financial  
Statements For the third quarter Ended  
December 31, 2019  
(April 1, 2019 to December 31, 2019)**

January 31, 2020

Yakult Honsha Co., Ltd.  
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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. Major Increases (Decreases) in Consolidated Balance Sheet

(Millions of yen)

	As of Mar.31 2019	As of Dec. 31 2019	Increase (Decrease)
<b>Total Assets</b>	618,532	628,864	10,331
<b>Current assets</b>			
Cash and deposits	156,484	170,564	14,079
Notes and accounts receivable - trade	52,880	59,266	6,385
Inventories	29,113	27,949	(1,164)
Others	9,158	9,774	615
<b>Non-current assets</b>			
<b>Property, plant and equipment</b>			
Buildings and structures (net)	82,753	83,884	1,131
Others (net)	117,318	113,883	(3,435)
<b>Intangible assets</b>	4,782	4,195	(587)
<b>Investments and other assets</b>			
Investment securities	155,306	148,632	(6,673)
Others	10,734	10,714	(19)
<b>Total Liabilities</b>	226,253	222,251	(4,001)
<b>Current liabilities</b>			
Notes and accounts payable - trade	27,983	27,907	(76)
Short-term loans payable	40,141	42,109	1,968
Others	47,330	44,111	(3,218)
<b>Non-current liabilities</b>			
Long-term loans payable	76,344	72,182	(4,161)
Net defined benefit liability	5,463	4,555	(908)
Others	28,990	31,385	2,394
<b>Total Net Assets</b>	392,279	406,613	14,333
<b>Shareholders' equity</b>	365,767	393,735	27,968
Accumulated other comprehensive income	(8,495)	(24,665)	(16,170)
<b>Non-controlling interests</b>	35,007	37,542	2,535

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

(Millions of yen)

	3Q of FY 2018 (2018.4~12)	3Q of FY 2019 (2019.4~12)	Increase (Decrease)	
			Amount	Ratio (%)
<b>Net sales</b>	<b>315,090</b>	<b>312,938</b>	(2,152)	(0.7)
(Net sales by business segments)				
Food and beverages (Japan)	165,256	158,620	(6,635)	
Food and beverages (Overseas)	138,755	138,056	(698)	
Pharmaceuticals	16,920	15,561	(1,359)	
Others	18,190	19,590	1,400	
Adjustments	(24,032)	(18,891)	5,140	
<b>Cost of sales</b>	<b>131,249</b>	<b>130,679</b>	(570)	(0.4)
<b>Gross profit</b>	<b>183,840</b>	<b>182,258</b>	(1,582)	(0.9)
Gross profit margin (%)	58.3	58.2	(0.1)	
<b>Selling, general and administrative expenses</b>	<b>142,956</b>	<b>140,719</b>	(2,237)	(1.6)
Selling expenses	68,847	67,069	(1,778)	
General and administrative expenses	74,109	73,649	(459)	
<b>Operating profit</b>	<b>40,884</b>	<b>41,539</b>	655	1.6
Operating profit margin (%)	13.0	13.3	0.3	
(Operating profit by business segments)				
Food and beverages (Japan)	12,531	14,385	1,854	
Food and beverages (Overseas)	41,025	37,624	(3,400)	
Pharmaceuticals	(1,244)	220	1,464	
Others	1,786	2,745	958	
Adjustments	(13,214)	(13,436)	(221)	
{ include corporate expenses }	{ (9,681) }	{ (9,772) }	{ (91) }	
Non-operating incomes	10,078	11,601	1,523	15.1
Interest income	3,268	4,060	791	
Dividend income	1,793	1,857	64	
Share of profit of entities accounted for using equity method	3,464	4,054	589	
Others	1,551	1,629	77	
Non-operating expenses	1,667	1,254	(412)	(24.7)
Interest expenses	545	653	108	
Others	1,121	600	(520)	
<b>Ordinary profit</b>	<b>49,295</b>	<b>51,885</b>	2,590	5.3
Ratio of ordinary profit to net sales (%)	15.6	16.6	1.0	
Extraordinary income	2,298	2,355	57	2.5
Extraordinary losses	230	1,645	1,414	-
<b>Profit before income taxes</b>	<b>51,363</b>	<b>52,595</b>	1,232	2.4
Income taxes	13,220	12,940	(279)	
<b>Profit</b>	<b>38,142</b>	<b>39,654</b>	1,511	4.0
Profit attributable to non-controlling interests	3,907	4,028	120	3.1
<b>Profit attributable to owners of parent</b>	<b>34,235</b>	<b>35,626</b>	1,391	4.1
Ratio of profit attributable to owners of parent to net sales (%)	10.9	11.4	0.5	

### 3. Performance Overview

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

(Millions of yen.%)

	3Q of FY 2018		3Q of FY 2019	
	(April 1, 2018 ~ December 31, 2018)		(April 1, 2019 ~ December 31, 2019)	
	Results	Year on year	Results	Year on year
Net sales	315,090	102.0	312,938	99.3
Operating profit	40,884	102.4	41,539	101.6
Ordinary profit	49,295	102.3	51,885	105.3
Profit attributable to owners of parent	34,235	104.5	35,626	104.1

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

(Millions of yen.%)

	3Q of FY 2018		3Q of FY 2019	
	(April 1, 2018 ~ December 31, 2018)		(April 1, 2019 ~ December 31, 2019)	
	Results	Year on year	Results	Year on year
Share of profit of entities accounted for using equity method	3,464	75.4	4,054	117.0

## 4. Segment Information

### Actual Results

(1) Result of the third quarter ended December 31, 2018 (April 1, 2018 ~ December 31, 2018)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	165,256	138,755	37,002	95,147	6,605
Percentage of net sales (%)	52.4	44.0	11.7	30.2	2.1
Year on year (%)	103.4	107.9	97.4	112.5	108.6
Operating expenses	152,725	97,730	27,355	64,333	6,041
Year on year (%)	104.7	104.1	94.5	108.3	109.9
Operating profit (loss)	12,531	41,025	9,647	30,814	563
Year on year (%)	89.8	117.9	106.5	122.5	96.3
Operating profit margin (%)	7.6	29.6	26.1	32.4	8.5

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	16,920	18,190	339,122	(24,032)	315,090
Percentage of net sales (%)	5.4	5.8	107.6	(7.6)	100.0
Year on year (%)	83.5	103.6	103.9	138.3	102.0
Operating expenses	18,164	16,403	285,024	(10,817)	274,206
Year on year (%)	103.7	103.2	104.3	261.7	101.9
Operating profit (loss)	(1,244)	1,786	54,098	(13,214)*	40,884
Year on year (%)	---	106.9	101.7	99.8	102.4
Operating profit margin (%)	(7.4)	9.8	---	---	13.0

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

- Administrative expenses in parent company : 9,681 million yen
- Elimination of royalty income : 3,533 million yen

## (2) Result of the third quarter ended December 31, 2019 (April 1, 2019 ~ December 31, 2019)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	158,620	138,056	36,687	95,465	5,903
Percentage of net sales (%)	50.7	44.1	11.7	30.5	1.9
Year on year (%)	96.0	99.5	99.1	100.3	89.4
Operating expenses	144,235	100,432	27,204	67,735	5,491
Year on year (%)	94.4	102.8	99.5	105.3	90.9
Operating profit (loss)	14,385	37,624	9,482	27,730	411
Year on year (%)	114.8	91.7	98.3	90.0	73.0
Operating profit margin (%)	9.1	27.3	25.8	29.0	7.0

	Pharmaceuticals	Others	Total	Adjustments	Consolidated
Net sales	15,561	19,590	331,829	(18,891)	312,938
Percentage of net sales (%)	5.0	6.2	106.0	(6.0)	100.0
Year on year (%)	92.0	107.7	97.8	78.6	99.3
Operating expenses	15,340	16,845	276,853	(5,454)	271,399
Year on year (%)	84.5	102.7	97.1	50.4	99.0
Operating profit (loss)	220	2,745	54,975	(13,436)*	41,539
Year on year (%)	---	153.6	101.6	101.7	101.6
Operating profit margin (%)	1.4	14.0	---	---	13.3

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

- Administrative expenses in parent company : 9,772 million yen
- Elimination of royalty income : 3,663 million yen

<Reference>

Result of the third quarter ended December 31, 2019.

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

(3) Result of the third quarter ended December 31, 2019 (April 1, 2019 ~ December 31, 2019)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	158,620	143,932	38,063	99,568	6,300
Percentage of net sales (%)	49.8	45.1	11.9	31.2	2.0
Year on year (%)	96.0	103.7	102.9	104.6	95.4
Operating expenses	144,235	104,800	28,325	70,613	5,861
Year on year (%)	94.4	107.2	103.5	109.8	97.0
Operating profit (loss)	14,385	39,132	9,737	28,955	438
Year on year (%)	114.8	95.4	100.9	94.0	77.9
Operating profit margin (%)	9.1	27.2	25.6	29.1	7.0

	Pharmaceuticals	Others	Total	Adjustments	Consolidated
Net sales	15,561	19,590	337,705	(18,891)	318,814
Percentage of net sales (%)	4.9	6.1	105.9	(5.9)	100.0
Year on year (%)	92.0	107.7	99.6	78.6	101.2
Operating expenses	15,340	16,845	281,222	(5,454)	275,767
Year on year (%)	84.5	102.7	98.7	50.4	100.6
Operating profit (loss)	220	2,745	56,483	(13,436)*	43,046
Year on year (%)	---	153.6	104.4	101.7	105.3
Operating profit margin (%)	1.4	14.0	---	---	13.5

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

- Administrative expenses in parent company : 9,772 million yen
- Elimination of royalty income : 3,663 million yen

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

(Thousands of bottles/day.%)

	Consolidation Classification	3Q of FY 2019 (From January to September 2019)		Preliminary figure (From January to December 2019)	
		Results	Year on year	Results	Year on year
Taiwan	Equity method	706	93.5	673	92.0
Hong Kong	Consolidated	535	96.4	513	94.7
Thailand <sup>(*1)</sup>	Equity method	2,201	96.1	2,185	95.4
Korea	Equity method	3,156	94.3	3,092	95.3
Philippines	Equity method	3,221	104.2	3,196	103.5
Singapore	Consolidated	228	99.1	224	98.3
Indonesia	Consolidated	6,204	108.3	6,366	109.2
Australia	Consolidated	252	102.3	252	102.8
Malaysia	Consolidated	359	104.0	350	101.4
Vietnam	Consolidated	517	143.4	529	140.3
India <sup>(*2)</sup>	Consolidated	245	111.9	238	109.9
Middle East <sup>(*3)</sup>	Consolidated	18	111.5	18	107.7
Myanmar <sup>(*4)</sup>	Consolidated	2	—	5	—
Guangzhou	Consolidated	3,064	102.3	2,916	102.1
Shanghai	Consolidated	595	89.5	559	90.6
Beijing	Consolidated	458	100.1	426	100.3
China <sup>(*5)</sup>	Consolidated	4,040	102.2	3,709	102.2
China total		8,156	101.1	7,609	101.1
<b>Asia and Oceania total</b>		<b>25,803</b>	<b>102.2</b>	<b>25,249</b>	<b>102.3</b>
<b>(Consolidated subsidiaries company Total)</b>		<b>16,518</b>	<b>104.7</b>	<b>16,103</b>	<b>105.1</b>
Brazil	Consolidated	1,562	92.7	1,552	93.6
Mexico	Consolidated	3,877	100.3	3,832	100.3
USA	Consolidated	377	112.2	378	110.8
<b>The Americas total</b>		<b>5,816</b>	<b>98.8</b>	<b>5,763</b>	<b>99.0</b>
Netherlands	Consolidated	160	94.1	160	93.5
Belgium	Consolidated	77	102.0	78	101.6
United Kingdom	Consolidated	194	96.4	194	97.4
Germany	Consolidated	74	93.0	75	93.9
Austria	Consolidated	10	80.3	10	85.1
Italy	Consolidated	94	95.4	95	97.3
<b>Europe total</b>		<b>609</b>	<b>95.5</b>	<b>613</b>	<b>96.2</b>
<b>Total</b>		<b>32,228</b>	<b>101.4</b>	<b>31,624</b>	<b>101.6</b>
<b>(Consolidated subsidiaries company Total)</b>		<b>22,943</b>	<b>102.9</b>	<b>22,479</b>	<b>103.2</b>

<Accounting period: From January to December>

(\*1) Thailand : Accounting date : 31st May.

(\*2) India : Accounting date : 31st March.

(\*3) Middle East : Started sales of "Yakult Gold" in September 2019.

(\*4) Myanmar : Started manufacture and sales of "Yakult" in August 2019. Accounting date : 30th September.

(\*5) 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)

# (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.%)

	3Q of FY 2018 (April 1, 2018 ~ December 31, 2018)		3Q of FY 2019 (April 1, 2019 ~ December 31, 2019)	
	Results	Year on year	Results	Year on year
Net sales	138,675	101.9	130,730	94.3
Operating profit	1,350	30.9	4,693	347.6
Ordinary profit	5,646	61.7	9,483	167.9
Profit	6,583	76.5	9,621	146.1

## 2. Sales breakdown

### (1) Sales by Product Category

(Millions of yen.%)

	3Q of FY 2018 (April 1, 2018 ~ December 31, 2018)		3Q of FY 2019 (April 1, 2019 ~ December 31, 2019)	
	Results	Year on year	Results	Year on year
Dairy products	67,445	99.7	66,789	99.0
Beverages etc.	22,435	98.5	21,708	96.8
Subtotal	89,881	99.4	88,498	98.5
Cosmetics	5,314	101.6	5,281	99.4
Pharmaceuticals	16,920	83.5	15,561	92.0
Others	26,559	131.9	21,389	80.5
<b>Total</b>	<b>138,675</b>	<b>101.9</b>	<b>130,730</b>	<b>94.3</b>

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

(Thousands of bottles/day.%)

		3Q of FY 2018		3Q of FY 2019	
		(April 1, 2018 ~ December 31, 2018)		(April 1, 2019 ~ December 31, 2019)	
		Results	Year on year	Results	Year on year
Dairy Products	<i>New Yakult</i> products	4,062	101.1	3,986	98.1
	<i>Yakult 400</i> products	3,477	97.9	3,367	96.8
	Other <i>Yakult</i> products <sup>(*1)</sup>	162	83.0	170	105.3
	<b>Total for <i>Yakult</i> products</b>	<b>7,701</b>	<b>99.2</b>	<b>7,523</b>	<b>97.7</b>
	<i>Joie</i> products	718	93.8	685	95.4
	<i>Mil-Mil</i> products	452	114.7	478	105.7
	<i>Sofuhl</i> products	466	99.7	453	97.2
	Other fermented milk products <sup>(*2)</sup>	99	92.8	104	105.0
	<b>Total for fermented milk</b>	<b>1,735</b>	<b>100.1</b>	<b>1,719</b>	<b>99.1</b>
	Others <sup>(*3)</sup>	155	85.3	169	108.5
	<b>Total</b>	<b>9,591</b>	<b>99.1</b>	<b>9,411</b>	<b>98.1</b>

(\*1) Total of *Yakult Ace*, *Yakult Five*, *Mainichi Nomu Yakult*, *Mainichi Nomu Yakult 365*, *Synbiotics Yakult W* and *Yakult 1000*.  
*Yakult Ace* (Sales were stopped in March 2019). *Yakult Five* (Launched in March 2019).  
*Mainichi Nomu Yakult* (Sales were stopped in September 2019). *Mainichi Nomu Yakult 365* (Launched in September 2019)  
*Yakult 1000* (Launched in October 2019).

(\*2) Total of *Joie* [Yogurt Cup], *Aloe Yogurt*, *Ichinichibun no Tetsu&Yousan Yogurt* and *Synbiotics Yogurt W*.  
*Joie* [Yogurt Cup] (Sales were stopped in October 2019). *Aloe Yogurt* (Launched in October 2019).  
*Ichinichibun no Tetsu&Yousan Yogurt* (Launched in October 2019). *Synbiotics Yogurt W* (Launched in October 2019).

(\*3) 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 2018		3Q of FY 2019	
		(April 1, 2018 ~ December 31, 2018)		(April 1, 2019 ~ December 31, 2019)	
		Results	Year on year	Results	Year on year
Health drinks	<i>Bansoreicha</i>	12,941	92.2	11,964	92.4
	<i>Toughman</i>	33,817	103.1	30,650	90.6
	<i>Kurozu Drink</i>	23,415	108.2	22,199	94.8
	<i>Soy milk drinks</i>	29,343	97.4	27,840	94.9
	<i>Milougu</i>	18,574	91.1	19,572	105.4
Soft drinks	<i>Juices</i>	32,523	90.9	30,055	92.4
	<i>Kininaruyasai</i>	29,074	96.1	26,617	91.5
	<i>Coffee Time</i>	12,530	92.3	10,643	84.9
	<i>FIRE</i>	44,938	92.7	42,303	94.1

## (4) Pharmaceuticals sales

(Millions of yen.%)

		3Q of FY 2018		3Q of FY 2019	
		(April 1, 2018 ~ December 31, 2018)		(April 1, 2019 ~ December 31, 2019)	
		Results	Year on year	Results	Year on year
	<i>Campto (Japan)</i>	623	78.1	553	88.7
	<i>Campto (Overseas)</i>	173	289.8	155	89.7
	<b><i>Campto total</i></b>	<b>797</b>	<b>92.9</b>	<b>708</b>	<b>88.9</b>
	<i>Elplat</i>	10,271	79.9	9,489	92.4
	<i>Gemcitabine</i>	1,989	83.1	1,947	97.9
	Other pharmaceuticals	3,861	93.0	3,415	88.4
	<b>Total</b>	<b>16,920</b>	<b>83.5</b>	<b>15,561</b>	<b>92.0</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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