



**Supplementary Materials for Financial  
Statements For the first quarter Ended  
June 30, 2022  
( April 1, 2022 to June 30, 2022 )**

July 29, 2022

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. Major Increases ( Decreases ) in Consolidated Balance Sheet

( Millions of yen )

	As of Mar.31 2022	As of Jun. 30 2022	Increase ( Decrease )
<b>Total Assets</b>	<b>672,855</b>	<b>705,859</b>	<b>33,003</b>
<b>Current assets</b>			
Cash and deposits	202,941	211,029	8,087
Notes and accounts receivable - trade	52,581	59,241	6,660
Inventories	30,649	33,947	3,298
Others	14,226	16,402	2,175
<b>Non-current assets</b>			
<b>Property, plant and equipment</b>			
Buildings and structures ( net )	84,139	85,904	1,765
Others ( net )	127,017	133,872	6,855
<b>Intangible assets</b>	5,386	5,477	91
<b>Investments and other assets</b>			
Investment securities	67,628	68,959	1,330
Shares of affiliates	73,044	74,913	1,869
Others	15,240	16,110	870
<b>Total Liabilities</b>	<b>187,920</b>	<b>206,057</b>	<b>18,137</b>
<b>Current liabilities</b>			
Notes and accounts payable - trade	26,039	26,905	865
Short-term loans payable	10,239	24,212	13,972
Others	53,001	55,333	2,331
<b>Non-current liabilities</b>			
Long-term loans payable	60,298	59,057	(1,241)
Net defined benefit liability	4,280	4,350	70
Others	34,059	36,198	2,138
<b>Total Net Assets</b>	<b>484,935</b>	<b>499,801</b>	<b>14,866</b>
<b>Shareholders' equity</b>	454,169	443,208	(10,961)
<b>Accumulated other comprehensive income</b>	(8,101)	12,797	20,898
<b>Non-controlling interests</b>	38,867	43,796	4,928

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

( Millions of yen. % )

	1Q of FY 2021 ( 2021.4 ~ 6 )	1Q of FY 2022 ( 2022.4 ~ 6 )	Increase ( Decrease )	
			Amount	Ratio
<b>Net sales</b>	<b>96,423</b>	<b>107,983</b>	<b>11,560</b>	<b>12.0</b>
( Net sales by business segments )				
Food and beverages ( Japan )	50,643	55,812	5,168	10.2
Food and beverages ( Overseas )	39,583	45,735	6,152	15.5
Pharmaceuticals	4,336	3,855	(480)	(11.1)
Others	4,511	5,652	1,140	25.3
Adjustments	(2,651)	(3,072)	(421)	15.9
<b>Cost of sales</b>	<b>38,041</b>	<b>42,531</b>	<b>4,489</b>	<b>11.8</b>
<b>Gross profit</b>	<b>58,381</b>	<b>65,452</b>	<b>7,070</b>	<b>12.1</b>
Gross profit margin	60.5	60.6	0.1	
<b>Selling, general and administrative expenses</b>	<b>46,767</b>	<b>50,681</b>	<b>3,913</b>	<b>8.4</b>
Selling expenses	21,650	22,572	921	
General and administrative expenses	25,117	28,109	2,992	
<b>Operating profit</b>	<b>11,614</b>	<b>14,770</b>	<b>3,156</b>	<b>27.2</b>
Operating profit margin	12.0	13.7	1.7	
( Operating profit by business segments )				
Food and beverages ( Japan )	6,909	10,484	3,575	51.8
Food and beverages ( Overseas )	7,880	7,672	(207)	(2.6)
Pharmaceuticals	604	570	(33)	(5.5)
Others	156	606	449	286.3
Adjustments	(3,936)	(4,564)	(627)	15.9
{ include corporate expenses }	{ (2,547) }	{ (2,799) }	{ (251) }	
Non-operating incomes	5,171	4,088	(1,083)	(21.0)
Interest income	763	1,078	315	
Dividend income	975	980	5	
Share of profit of entities accounted for using equity method	2,230	850	(1,379)	
Others	1,202	1,178	(24)	
Non-operating expenses	315	398	82	26.1
Interest expenses	187	177	(9)	
Others	128	220	91	
<b>Ordinary profit</b>	<b>16,469</b>	<b>18,460</b>	<b>1,990</b>	<b>12.1</b>
Ratio of ordinary profit to net sales	17.1	17.1	—	
Extraordinary income	2,360	158	(2,202)	(93.3)
Extraordinary losses	970	63	(907)	(93.5)
<b>Profit before income taxes</b>	<b>17,860</b>	<b>18,555</b>	<b>695</b>	<b>3.9</b>
Income taxes	4,948	5,952	1,004	
<b>Profit</b>	<b>12,912</b>	<b>12,602</b>	<b>(309)</b>	<b>(2.4)</b>
Profit attributable to non-controlling interests	1,169	1,151	(18)	(1.6)
<b>Profit attributable to owners of parent</b>	<b>11,742</b>	<b>11,451</b>	<b>(291)</b>	<b>(2.5)</b>
Ratio of profit attributable to owners of parent to net sales	12.2	10.6	(1.6)	

### 3. Performance Overview

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

( Millions of yen . % )

	1Q of FY 2021 ( April 1, 2021 ~ June 30, 2021 )		1Q of FY 2022 ( April 1, 2022 ~ June 30, 2022 )	
	Results	Year on year	Results	Year on year
Net sales	96,423	104.2	107,983	112.0
Operating profit	11,614	105.1	14,770	127.2
Ordinary profit	16,469	93.0	18,460	112.1
Profit attributable to owners of parent	11,742	102.8	11,451	97.5

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

( Millions of yen . % )

	1Q of FY 2021 ( April 1, 2021 ~ June 30, 2021 )		1Q of FY 2022 ( April 1, 2022 ~ June 30, 2022 )	
	Results	Year on year	Results	Year on year
Share of profit of entities accounted for using equity method	2,230	244.7	850	38.1

#### ( 3 ) Revision of annual forecast

( Millions of yen . % )

	Original annual forecast of FY 2022 (The forecast announced on May 2022)		Revised annual forecast of FY 2022	
	Original forecast	Year on year	Revised forecast	Year on year
Net sales	446,500	107.6	467,500	112.6
Operating profit	55,000	103.4	59,000	110.9
Ordinary profit	68,000	99.2	72,500	105.8
Profit attributable to owners of parent	45,500	101.3	48,000	106.9

## 4. Segment Information

### ( 1 ) Actual Results

① Result of the first quarter ended June 30, 2021 ( April 1, 2021 ~ June 30, 2021 )

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	50,643	39,583	10,875	26,246	2,461
Percentage of net sales	52.5	41.1	11.3	27.2	2.6
Year on year	98.4	100.0	94.2	101.7	110.3
Operating expenses	43,734	31,702	7,929	21,654	2,118
Year on year	96.2	105.1	91.7	110.7	108.4
Operating profit ( loss )	6,909	7,880	2,945	4,591	343
Year on year	115.1	83.6	101.5	73.5	124.0
Operating profit margin	13.6	19.9	27.1	17.5	13.9

	Pharmaceuticals	Others	Total	Adjustments	Consolidated
Net sales	4,336	4,511	99,074	(2,651)	96,423
Percentage of net sales	4.5	4.7	102.8	(2.8)	100.0
Year on year	97.6	109.0	99.4	37.4	104.2
Operating expenses	3,731	4,354	83,523	1,285	84,808
Year on year	88.5	107.3	99.6	(53.5)	104.1
Operating profit ( loss )	604	156	15,551	(3,936)*	11,614
Year on year	269.9	189.2	98.8	83.9	105.1
Operating profit margin	13.9	3.5	---	---	12.0

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

- Administrative expenses in parent company : 2,547 million yen
- Elimination of royalty income : 1,389 million yen

② Result of the first quarter ended June 30, 2022 ( April 1, 2022 ~ June 30, 2022 )

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	55,812	45,735	13,878	29,282	2,574
Percentage of net sales	51.7	42.3	12.8	27.1	2.4
Year on year	110.2	115.5	127.6	111.6	104.6
Operating expenses	45,327	38,063	10,099	25,487	2,476
Year on year	103.6	120.1	127.4	117.7	116.9
Operating profit ( loss )	10,484	7,672	3,778	3,795	98
Year on year	151.8	97.4	128.3	82.7	28.6
Operating profit margin	18.8	16.8	27.2	13.0	3.8

	Pharmaceuticals	Others	Total	Adjustments	Consolidated
Net sales	3,855	5,652	111,056	(3,072)	107,983
Percentage of net sales	3.6	5.2	102.8	(2.8)	100.0
Year on year	88.9	125.3	112.1	115.9	112.0
Operating expenses	3,284	5,045	91,721	1,491	93,212
Year on year	88.0	115.9	109.8	116.0	109.9
Operating profit ( loss )	570	606	19,334	(4,564)*	14,770
Year on year	94.5	386.3	124.3	115.9	127.2
Operating profit margin	14.8	10.7	---	---	13.7

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

- Administrative expenses in parent company : 2,799 million yen
- Elimination of royalty income : 1,764 million yen

<Reference>

Result of the first quarter ended June 30, 2022 ( April 1, 2022 ~ June 30, 2022 )

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

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	55,812	41,199	12,304	26,412	2,482
Percentage of net sales	54.0	39.8	11.9	25.5	2.4
Year on year	110.2	104.1	113.1	100.6	100.9
Operating expenses	45,327	34,274	8,912	22,956	2,405
Year on year	103.6	108.1	112.4	106.0	113.6
Operating profit ( loss )	10,484	6,925	3,391	3,456	77
Year on year	151.8	87.9	115.1	75.3	22.5
Operating profit margin	18.8	16.8	27.6	13.1	3.1

	Pharmaceuticals	Others	Total	Adjustments	Consolidated
Net sales	3,855	5,652	106,519	(3,072)	103,446
Percentage of net sales	3.7	5.5	103.0	(3.0)	100.0
Year on year	88.9	125.3	107.5	115.9	107.3
Operating expenses	3,284	5,045	87,932	1,491	89,423
Year on year	88.0	115.9	105.3	116.0	105.4
Operating profit ( loss )	570	606	18,587	(4,564)*	14,023
Year on year	94.5	386.3	119.5	115.9	120.7
Operating profit margin	14.8	10.7	---	---	13.6

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

- Administrative expenses in parent company : 2,799 million yen
- Elimination of royalty income : 1,764 million yen



( 2 ) Annual financial forecast

Revised annual forecast for the fiscal year ending March 31, 2023 (April 1, 2022 ~ March 31, 2023)

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	228,100	212,800	60,500	141,900	10,400
Percentage of net sales	48.8	45.5	12.9	30.4	2.2
Year on year	112.2	115.0	127.7	110.7	110.5
Operating expenses	192,600	176,000	45,700	120,500	9,800
Year on year	110.0	119.7	131.2	116.5	111.5
Operating profit ( loss )	35,500	36,800	14,800	21,400	600
Year on year	125.7	96.9	117.9	86.3	96.3
Operating profit margin	15.6	17.3	24.5	15.1	5.8

	Pharmaceuticals	Others	Total	Adjustments	Consolidated
Net sales	14,000	22,500	477,400	(9,900)	467,500
Percentage of net sales	3.0	4.8	102.1	(2.1)	100.0
Year on year	82.4	115.5	112.4	102.7	112.6
Operating expenses	13,300	21,300	403,200	5,300	408,500
Year on year	92.6	105.3	113.1	100.5	112.9
Operating profit ( loss )	700	1,200	74,200	(15,200)*	59,000
Year on year	26.6	---	108.9	101.9	110.9
Operating profit margin	5.0	5.3	---	---	12.6

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

- Administrative expenses in parent company : 9,400 million yen
- Elimination of royalty income : 5,800 million yen

<Reference>

Revised annual forecast for the fiscal year ending March 31, 2023

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

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	228,100	190,100	52,500	127,700	9,900
Percentage of net sales	51.3	42.7	11.8	28.7	2.2
Year on year	112.2	102.8	110.8	99.6	105.2
Operating expenses	192,600	157,400	39,600	108,500	9,300
Year on year	110.0	107.1	113.7	104.9	105.8
Operating profit ( loss )	35,500	32,700	12,900	19,200	600
Year on year	125.7	86.1	102.7	77.4	96.3
Operating profit margin	15.6	17.2	24.6	15.0	6.1

	Pharmaceuticals	Others	Total	Adjustments	Consolidated
Net sales	14,000	22,500	454,700	(9,900)	444,800
Percentage of net sales	3.1	5.1	102.2	(2.2)	100.0
Year on year	82.4	115.5	107.0	102.7	107.2
Operating expenses	13,300	21,300	384,600	5,300	389,900
Year on year	92.6	105.3	107.8	100.5	107.7
Operating profit ( loss )	700	1,200	70,100	(15,200)*	54,900
Year on year	26.6	---	102.9	101.9	103.2
Operating profit margin	5.0	5.3	---	---	12.3

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

- Administrative expenses in parent company : 9,400 million yen
- Elimination of royalty income : 5,800 million yen

5. Overseas Dairy Products sales amount ( Bottles sold per day ) ( Thousands of bottles/day . % )

Company Name <sup>(*)</sup>	Consolidation Classification	1Q of FY 2022 ( From January to March 2022 )		Preliminary figure ( From January to June 2022 )	
		Results	Year on year	Results	Year on year
Yakult Taiwan Co., Ltd.	Equity method	543	107.2	624	99.0
Hong Kong Yakult Co., Ltd.	Consolidated	279	73.0	330	78.5
Yakult (Thailand) Co., Ltd. <sup>(*)2</sup>	Equity method	2,221	103.6	2,244	103.7
Korea Yakult (hy Co., Ltd.)	Equity method	2,318	91.5	2,471	90.9
Yakult Philippines, Inc.	Equity method	3,575	98.3	3,693	102.1
Yakult (Singapore) Pte. Ltd.	Consolidated	249	101.1	248	95.7
P.T. Yakult Indonesia Persada	Consolidated	7,126	107.6	7,328	103.0
Yakult Australia Pty. Ltd.	Consolidated	319	115.0	309	112.9
Guangzhou Yakult Co., Ltd.	Consolidated	2,065	93.4	2,412	88.4
Yakult (Malaysia) Sdn. Bhd.	Consolidated	343	103.7	386	116.3
Shanghai Yakult Co., Ltd.	Consolidated	338	91.2	347	81.9
Beijing Yakult Co., Ltd.	Consolidated	299	88.2	333	90.9
Yakult (China) Corporation <sup>(*)3</sup>	Consolidated	2,610	93.3	2,937	87.2
Yakult Vietnam Co., Ltd.	Consolidated	807	128.1	863	119.9
Yakult Danone India Pvt. Ltd. <sup>(*)4</sup>	Consolidated	210	99.2	227	101.5
Yakult Middle East FZCO	Consolidated	18	88.1	18	82.9
Yakult Myanmar Co., Ltd. <sup>(*)5</sup>	Consolidated	—	—	—	—
<b>Asia and Oceania Total</b>		<b>23,320</b>	<b>100.2</b>	<b>24,773</b>	<b>97.6</b>
<b>( Consolidated subsidiaries company Total )</b>		<b>14,663</b>	<b>101.5</b>	<b>15,741</b>	<b>96.8</b>
Yakult S/A Ind. E Com. (Brazil)	Consolidated	1,465	95.5	1,431	98.6
Yakult S.A. De C.V. (Mexico)	Consolidated	3,690	108.5	3,750	108.6
Yakult U.S.A. Inc.	Consolidated	618	118.8	626	119.5
<b>Americas Total</b>		<b>5,773</b>	<b>105.8</b>	<b>5,808</b>	<b>107.0</b>
Yakult Nederland B.V.	Consolidated	189	96.2	181	95.1
Yakult Belgium N.V./S.A.	Consolidated	63	101.2	58	97.3
Yakult Europe B.V. <sup>(*)6</sup>	Consolidated	29	98.2	27	95.6
Yakult UK Ltd.	Consolidated	252	99.1	240	98.2
Yakult Deutschland GmbH	Consolidated	94	102.2	80	99.3
Yakult Oesterreich GmbH	Consolidated	13	88.6	11	88.1
Yakult Italia S.r.l.	Consolidated	95	109.3	96	108.4
<b>Europe Total</b>		<b>734</b>	<b>99.9</b>	<b>693</b>	<b>98.4</b>
<b>Total</b>		<b>29,827</b>	<b>101.2</b>	<b>31,273</b>	<b>99.2</b>
<b>( Consolidated subsidiaries company Total )</b>		<b>21,171</b>	<b>102.6</b>	<b>22,241</b>	<b>99.3</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 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 Shanghai city, Beijing city. (excluding Guangdong and Hainan)

(\*)4 Yakult Danone India Pvt. Ltd. : Accounting date : 31st March.

(\*)5 Yakult Myanmar Co., Ltd. : Accounting date : 31st March.

(\*)6 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 . % )

	1Q of FY 2021 ( April 1, 2021 ~ June 30, 2021 )		1Q of FY 2022 ( April 1, 2022 ~ June 30, 2022 )	
	Results	Year on year	Results	Year on year
Net sales	39,553	93.0	42,523	107.5
Operating profit	2,214	100.1	5,505	248.6
Ordinary profit	7,148	127.5	12,565	175.8
Profit	6,267	135.0	10,261	163.7

## 2. Breakdown of Sales

### ( 1 ) Sales by Product Category

( Millions of yen . % )

	1Q of FY 2021 ( April 1, 2021 ~ June 30, 2021 )		1Q of FY 2022 ( April 1, 2022 ~ June 30, 2022 )	
	Results	Year on year	Results	Year on year
Dairy products	25,141	110.1	27,968	111.2
Beverages etc.	6,313	107.4	6,450	102.2
<b>Sub Total</b>	<b>31,455</b>	<b>109.6</b>	<b>34,418</b>	<b>109.4</b>
Cosmetics	1,782	98.6	1,777	99.7
Pharmaceuticals	4,336	97.6	3,855	88.9
Others	1,979	26.1	2,472	124.9
<b>Total</b>	<b>39,553</b>	<b>93.0</b>	<b>42,523</b>	<b>107.5</b>

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

( Thousands of bottles/day . % )

		1Q of FY 2021 ( April 1, 2021 ~ June 30, 2021 )		1Q of FY 2022 ( April 1, 2022 ~ June 30, 2022 )	
		Results	Year on year	Results	Year on year
	<i>New Yakult</i> products	4,202	98.0	4,305	102.5
	<i>Yakult 400</i> products <sup>(*1)</sup>	2,725	81.6	2,510	92.1
	<i>Yakult 1000</i> <sup>(*2)</sup>	1,208	497.8	1,573	130.2
	Other <i>Yakult</i> products <sup>(*3)</sup>	99	102.3	<sup>(*6)</sup> 390	396.1
<b>Total for <i>Yakult</i> products</b>		<b>8,233</b>	<b>103.4</b>	<b>8,778</b>	<b>106.6</b>
	<i>Joie</i> products	576	96.3	559	97.1
	<i>Mil-Mil</i> products	432	94.9	432	100.1
	<i>Sofuhl</i> products	500	116.2	516	103.2
	Other fermented milk products <sup>(*4)</sup>	97	92.9	93	95.5
<b>Total for fermented milk</b>		<b>1,605</b>	<b>101.0</b>	<b>1,599</b>	<b>99.7</b>
<b>Others <sup>(*5)</sup></b>		<b>128</b>	<b>94.9</b>	<b>124</b>	<b>96.9</b>
<b>Total</b>		<b>9,966</b>	<b>102.9</b>	<b>10,502</b>	<b>105.4</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) Total of *Aloe Yogurt* and *Ichinichibun no Tetsu & Yousan Yogurt*.

(\*5) Total of *BF-1*, *Pretio*, *Yakult no Hakko Tonyu* and *Cup de Yakult*.

(\*6) The sales bottles of *Y1000* is 293 thousands of bottles /day out of 390 thousands of bottles /day.

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

( Thousands of bottles . % )

		1Q of FY 2021 ( April 1, 2021 ~ June 30, 2021 )		1Q of FY 2022 ( April 1, 2022 ~ June 30, 2022 )	
		Results	Year on year	Results	Year on year
		Health drinks	<i>Bansoreicha</i> products	3,783	103.9
<i>Toughman</i> products	10,097		109.1	9,789	96.9
<i>Kurozu Drink</i> product	5,830		90.1	6,062	104.0
Soy milk drinks products	8,032		100.9	7,494	93.3
<i>Milouge</i> products	5,710		114.8	5,727	100.3
Soft drinks	Juices products	7,592	113.4	7,141	94.1
	<i>Kininaruyasai</i> product	8,693	110.5	8,541	98.2
	<i>Coffee Time</i> product	2,923	109.8	2,926	100.1
	<i>FIRE</i> product	11,460	111.8	10,817	94.4

## ( 4 ) Pharmaceuticals sales

( Millions of yen . % )

		1Q of FY 2021 ( April 1, 2021 ~ June 30, 2021 )		1Q of FY 2022 ( April 1, 2022 ~ June 30, 2022 )	
		Results	Year on year	Results	Year on year
		<i>Campto</i>	208	83.7	123
<i>Elplat</i>	2,244	85.6	1,951	86.9	
<i>Gemcitabine</i>	477	86.5	430	90.3	
Other pharmaceuticals	1,546	151.6	1,484	95.9	
<b>Sub Total</b>	<b>4,476</b>	<b>100.8</b>	<b>3,989</b>	<b>89.1</b>	
Deduction amount by "Accounting standard for Revenue recognition"	(140)	---	(134)	95.5	
<b>Total</b>	<b>4,336</b>	<b>97.6</b>	<b>3,855</b>	<b>88.9</b>	

### 3. Revision of annual forecast

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

(Millions of yen . % )

	Original annual forecast of FY 2022 (The forecast announced on May 2022)		Revised annual forecast of FY 2022	
	Original forecast	Year on year	Revised forecast	Year on year
Net sales	161,500	103.1	169,000	107.9
Operating profit	14,500	111.7	18,000	138.7
Ordinary profit	38,500	105.6	43,000	118.0
Profit	33,000	106.0	35,000	112.4

#### (2) Sales by Product Category

(Millions of yen . % )

	Original annual forecast of FY 2022 (The forecast announced on May 2022)		Revised annual forecast of FY 2022	
	Original forecast	Year on year	Revised forecast	Year on year
Dairy products	108,500	106.6	116,000	113.9
Beverages etc.	23,500	99.6	23,500	99.6
<b>Sub Total</b>	<b>132,000</b>	<b>105.3</b>	<b>139,500</b>	<b>111.3</b>
Cosmetics	7,000	106.8	7,000	106.8
Pharmaceuticals	14,000	82.4	14,000	82.4
Others	8,500	109.8	8,500	109.8
<b>Total</b>	<b>161,500</b>	<b>103.1</b>	<b>169,000</b>	<b>107.9</b>

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

(Thousands of bottles/day. % )

	Original annual forecast of FY 2022 (The forecast announced on May 2022)		Revised annual forecast of FY 2022	
	Original forecast	Year on year	Revised forecast	Year on year
New Yakult products	4,045	100.2	4,045	100.2
Yakult 400 products	2,500	94.2	2,500	94.2
Yakult 1000 product	1,450	126.4	1,800	157.0
Other Yakult products	(*1) 360	166.4	(*2) 510	235.8
<b>Total for Yakult products</b>	<b>8,355</b>	<b>103.7</b>	<b>8,855</b>	<b>109.9</b>
<b>Total for fermented milk</b>	<b>1,507</b>	<b>95.2</b>	<b>1,507</b>	<b>95.2</b>
<b>Others</b>	<b>138</b>	<b>93.7</b>	<b>138</b>	<b>93.7</b>
<b>Total</b>	<b>10,000</b>	<b>102.2</b>	<b>10,500</b>	<b>107.3</b>

(\*1) The sales bottles of Y1000 is 310 thousands of bottles /day out of 360 thousands of bottles /day.

(\*2) The sales bottles of Y1000 is 410 thousands of bottles /day out of 510 thousands of bottles /day.

## **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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