



**Supplementary Materials for
Financial Statements For the second
quarter Ended September 30, 2012
(April 1, 2012 to September 30, 2012)**

November 9, 2012

Yakult Honsha Co., Ltd.
Public Relations Department
Investor Relations Department
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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 2012	As of Sep. 30 2012	Increase (Decrease)	Primary reason for change
Total Assets	397,213	413,948	16,735	
Current assets				
Cash and deposits	79,119	90,097	10,977	
Notes and accounts receivable	52,531	54,785	2,253	
Inventories	31,204	28,942	(2,262)	Increasing in parent company
Others	14,737	14,569	(167)	
Fixed assets				
Tangible fixed assets				
Buildings and structures	47,979	53,514	5,535	Increasing in parent company
Others	88,983	86,366	(2,617)	
Intangible fixed assets	5,903	5,986	82	
Investments and other assets				
Investment securities	65,279	67,601	2,322	
Others	11,473	12,084	610	
Total Liabilities	144,970	156,983	12,012	
Current liabilities				
Notes and accounts payable	24,638	26,541	1,903	Increasing in parent company
Short-term borrowings	5,118	20,132	15,013	
Allowance for loss on plants reorganization	1,530	2,055	525	
Others	40,695	37,412	(3,282)	
Fixed liabilities				
Long-term borrowings	42,342	42,093	(248)	
Allowance for retirement benefits	17,863	17,504	(359)	
Allowance for loss on plants reorganization	638	—	(638)	
Asset retirement obligations	807	835	28	
Others	11,338	10,408	(930)	
Total Net Assets	252,242	256,965	4,722	
Shareholder's Equity	274,247	279,093	4,846	
Accumulated other comprehensive income	(45,621)	(45,491)	129	
Minority Interests	23,616	23,363	(253)	

2. Major Increases (Decreases) in Consolidated Statements of Income

(Millions of yen)

	2Q of FY 2012 (2011.4~9)	2Q of FY 2013 (2012.4~9)	Increase (Decrease)		Primary reason for change	Original Forecasts※ (2012.4~9)
			Amount	%		
Net sales	158,404	160,260	1,855	1.2	FX impact -3,814	165,000
(Sales by segments)						
Food and beverages (Japan)	97,670	98,835	1,165	1.2		
Food and beverages(Overseas)	39,481	41,912	2,430	6.2		
Pharmaceuticals	19,571	17,831	(1,739)	(8.9)	Price revision of NHI	
Others	8,245	8,798	553	6.7		
Adjustments	(6,564)	(7,118)	(553)	-		
Cost of sales	72,041	74,517	2,475	3.4		
Gross profit	86,362	85,742	(619)	(0.7)		
Gross profit margin (%)	54.5	53.5				
Selling, general and administrative expenses	75,025	76,426	1,401	1.9		
Selling expenses	32,897	34,546	1,649		Increasing in Food and beverages in Japan	
General and administrative expenses	42,128	41,879	(248)			
Operating income	11,337	9,315	(2,021)	(17.8)	FX impact -662	10,000
Operating income margin (%)	7.2	5.8				
(Operating income by segments)						
Food and beverages (Japan)	6,877	4,918	(1,959)	(28.5)		
Food and beverages(Overseas)	7,325	8,315	989	13.5		
Pharmaceuticals	4,965	3,210	(1,754)	(35.3)		
Others	(407)	412	819	-		
Adjustments	(7,424)	(7,540)	(115)	-		
{include corporate expenses }	{(6,491)}	{(6,474)}	{16}			
Non-operating incomes	3,830	4,650	820	21.4		
Interest income	1,203	1,132	(71)			
Dividends income	397	529	132			
Gain on equity method	1,239	1,777	538			
Others	990	1,211	220			
Non-operating expenses	834	625	(208)	(25.0)		
Interest expenses	335	354	19			
Others	498	270	(227)			
Ordinary income	14,333	13,341	(992)	(6.9)	FX impact -938	13,000
Ordinary income margin (%)	9.0	8.3				
Extraordinary gains	2,253	849	(1,404)	(62.3)		
Extraordinary losses	2,865	2,551	(313)	(11.0)		
Income before income taxes and minority interests	13,722	11,639	(2,082)	(15.2)		
Income taxes	4,730	4,268	(462)			
Minority interests	2,153	1,445	(707)			
Net income	6,838	5,924	(913)	(13.4)	FX impact -367	7,000
Net income margin (%)	4.3	3.7				

※ Forecast for second quarter of FY2013, announced on May 11, 2012

3. Performance Overview

(1) Breakdown of Statements of Income

(Millions of yen)

	Fiscal year ended March 31, 2012				Fiscal year ending March 31, 2013			
	Result of 2nd quarter	Year on year	Annual Results	Year on year	Result of 2nd quarter	Year on year	Annual forecasts	Year on year
Net sales	158,404	101.1	312,552	102.2	160,260	101.2	322,000	103.0
Operating income	11,337	85.3	20,817	102.0	9,315	82.2	21,000	100.9
Ordinary income	14,333	86.8	27,984	108.5	13,341	93.1	28,000	100.1
Net income	6,838	84.1	13,291	100.9	5,924	86.6	15,000	112.9

(2) Ratios of Consolidated to Non-consolidated Results

(Times)

	Fiscal year ended March 31, 2012		Fiscal year ending March 31, 2013	
	Result of 2nd quarter	Annual Results	Result of 2nd quarter	Annual Forecasts
Net sales	1.75	1.78	1.80	1.80
Operating income	3.06	3.45	22.60	5.25
Ordinary income	2.52	2.21	2.18	2.15
Net income	2.70	2.64	1.74	1.88

(3) Breakdown of Gains on Equity Method

(Millions of yen. %)

	Fiscal year ended March 31, 2012				Fiscal year ending March 31, 2013			
	Result of 2nd quarter	Year on year	Annual Results	Year on year	Result of 2nd quarter	Year on year	Annual forecasts	Year on year
Gain on Equity Method	1,239	73.8	2,529	118.7	1,777	143.5	3,100	122.6

(4) Major Items in selling, general and administrative expenses

(Millions of yen. %)

	Fiscal year ended March 31, 2012				Fiscal year ending March 31, 2013			
	Result of 2nd quarter	Year on year	Annual Results	Year on year	Result of 2nd quarter	Year on year	Annual forecasts	Year on year
Advertising expenses	6,211	114.8	11,678	103.0	6,721	108.2	-	-
Sales promotion expenses	3,164	93.8	7,483	91.3	3,785	119.6	-	-
Transportation expense	5,045	97.5	9,718	97.3	5,022	99.5	-	-
Employee's salaries Provision for bonuses	18,406	101.2	32,181	101.5	18,532	100.7	-	-
Depreciation and amortization	2,424	94.8	4,969	99.4	2,587	106.7	-	-
Research and Development cost	6,451	124.4	12,371	108.1	6,071	94.1	-	-

(5) Capital investment, Depreciation expense

(Millions of yen)

	Fiscal year ended March 31, 2012				Fiscal year ending March 31, 2013			
	Result of 2nd quarter	Year on year	Annual Results	Year on year	Result of 2nd quarter	Year on year	Annual forecasts	Year on year
Capital investments	10,110	89.2	25,007	104.3	13,084	129.4	41,200	164.8
Depreciation and amortization	9,032	92.6	18,337	93.4	9,379	103.8	19,600	106.9
Research and development costs	6,471	124.3	12,414	108.1	6,090	94.1	11,039	88.9

Breakdown of investment

	Fiscal year ended March 31, 2012	Forecast of full fiscal year ending March 31, 2013
Capital investment	Investment in Parent company 17.1 billion yen Investment in Plants(subsidiaries) 0.8 billion yen Investment in Overseas subsidiaries 4.7 billion yen	Investment in Parent company 27.1 billion yen Investment in Plants(subsidiaries) 0.2 billion yen Investment in Overseas subsidiaries 13.0 billion yen
Research and Development cost	Food and beverages 5.0 billion yen Pharmaceuticals 6.9 billion yen Others 0.5 billion yen	Food and beverages 5.6 billion yen Pharmaceuticals 4.8 billion yen Others 0.5 billion yen

〈Reference〉 Summary of Consolidated Statements of Cash Flows

(Millions of yen)

	Result of 2nd quarter fiscal year ended March 31, 2012 (2011.4~9)	Result of 2nd quarter fiscal year ending March 31, 2013 (2012.4~9)	Increase (Decrease) Amount
Cash flows from operating activities	14,935	21,212	6,277
Cash flows from investing activities	(16,007)	(26,855)	(10,848)
Cash flows from financing activities	(4,621)	9,504	14,125
Foreign currency translation adjustments on cash and cash equivalents	2,715	1,114	(1,601)
Net increase (decrease) in cash and cash equivalents	(2,978)	4,975	7,953
Beginning balance of cash and cash equivalents	86,550	75,559	(10,991)
Increase of cash and cash equivalents due to change in scope of consolidation	(136)	-	136
Cash and cash equivalents as of current period	83,436	80,534	(2,901)

4. Segment Information

(1) Result of second quarter

(1) Results of second quarter ended September 30, 2011 (April 1, 2011 ~ September 30, 2011)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	97,670	39,481	20,467	14,717	4,297
Percentage of net sales (%)	61.6	24.9	12.9	9.3	2.7
Year on year (%)	99.4	111.7	107.6	124.9	94.3
Operating expenses	90,793	32,155	15,544	12,193	4,418
Year on year (%)	99.5	112.8	107.8	121.7	108.5
Operating income (loss)	6,877	7,325	4,922	2,524	(121)
Year on year (%)	98.7	107.1	107.1	143.3	---
Operating income margin (%)	7.0	18.6	24.1	17.2	---

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	19,571	8,245	164,968	(6,564)	158,404
Percentage of net sales (%)	12.4	5.2	104.1	(4.1)	100.0
Year on year (%)	97.8	97.5	101.8	122.3	101.1
Operating expenses	14,605	8,652	146,206	860	147,067
Year on year (%)	106.1	101.6	102.9	64.5	102.6
Operating income (loss)	4,965	(407)	18,761	※ (7,424)	11,337
Year on year (%)	79.6	---	93.9	110.8	85.3
Operating income margin (%)	25.4	---	---	---	7.2

※Adjustment・・・7,424 million yen of adjustment include 6,491 million yen of administrative expenses in parent company. Also note that the amount of difference for 933 million yen is elimination of royalty income.

(2)Results of second quarter ended September 30, 2012(April 1, 2012 ~ September 30, 2012)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	98,835	41,912	19,215	18,741	3,955
Percentage of net sales (%)	61.7	26.2	12.0	11.7	2.5
Year on year (%)	101.2	106.2	93.9	127.3	92.0
Operating expenses	93,917	33,596	14,913	14,789	3,894
Year on year (%)	103.4	104.5	95.9	121.3	88.1
Operating income (loss)	4,918	8,315	4,302	3,952	60
Year on year (%)	71.5	113.5	87.4	156.6	---
Operating income margin (%)	5.0	19.8	22.4	21.1	1.5

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	17,831	8,798	167,378	(7,118)	160,260
Percentage of net sales (%)	11.1	5.5	104.5	(4.5)	100.0
Year on year (%)	91.1	106.7	101.5	108.4	101.2
Operating expenses	14,620	8,386	150,521	422	150,944
Year on year (%)	100.1	96.9	103.0	49.1	102.6
Operating income (loss)	3,210	412	16,856	※ (7,540)	9,315
Year on year (%)	64.7	---	89.8	101.6	82.2
Operating income margin (%)	18.0	4.7	---	---	5.8

※Adjustment・・・7,540million yen of adjustment include 6,474 million yen of administrative expenses in parent company.
Also note that the amount of difference for 1,065million yen is elimination of royalty income.

〈Reference〉

Result of second quarter ended September 30, 2012

(rough estimation in case of calculating by average rate of 2011, from Jan. to Jun.)

(3) Results of second quarter ended September 30, 2012 (April 1, 2012 ~ September 30, 2012)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	98,835	45,726	22,162	19,230	4,333
Percentage of net sales (%)	60.2	27.8	13.5	11.7	2.6
Year on year (%)	101.2	115.8	108.3	130.7	100.8
Operating expenses	93,917	36,748	17,215	15,222	4,309
Year on year (%)	103.4	114.3	110.8	124.8	97.5
Operating income (loss)	4,918	8,978	4,946	4,008	23
Year on year (%)	71.5	122.6	100.5	158.8	---
Operating income margin (%)	5.0	19.6	22.3	20.8	0.5

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	17,831	8,798	171,192	(7,118)	164,074
Percentage of net sales (%)	10.9	5.4	104.3	(4.3)	100.0
Year on year (%)	91.1	106.7	103.8	108.4	103.6
Operating expenses	14,620	8,386	153,673	422	154,095
Year on year (%)	100.1	96.9	105.1	49.1	104.8
Operating income (loss)	3,210	412	17,519	※ (7,540)	9,978
Year on year (%)	64.7	---	93.4	101.6	88.0
Operating income margin (%)	18.0	4.7	---	---	6.1

※Adjustment・・・7,540million yen of adjustment include 6,474 million yen of administrative expenses in parent company.

Also note that the amount of difference for 1,065million yen is elimination of royalty income.

Annual financial forecast

(1)Result of fiscal year ending March 31, 2012(April 1, 2011 ~ March 31, 2012)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	188,040	78,995	39,039	31,953	8,002
Percentage of net sales (%)	60.2	25.3	12.5	10.2	2.6
Year on year (%)	99.1	110.2	103.9	125.4	93.0
Operating expenses	178,177	64,520	30,242	26,426	7,852
Year on year (%)	99.7	109.9	103.3	123.6	97.7
Operating income (loss)	9,863	14,475	8,797	5,526	150
Year on year (%)	89.6	111.6	106.0	134.7	26.4
Operating income margin (%)	5.2	18.3	22.5	17.3	1.9

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	39,373	18,581	324,990	(12,437)	312,552
Percentage of net sales (%)	12.6	5.9	104.0	(4.0)	100.0
Year on year (%)	101.3	108.0	102.4	107.4	102.2
Operating expenses	29,228	17,954	289,880	1,855	291,735
Year on year (%)	102.1	100.5	102.1	118.0	102.2
Operating income (loss)	10,145	627	35,110	※ (14,293)	20,817
Year on year (%)	99.0	---	104.6	108.7	102.0
Operating income margin (%)	25.8	3.4	---	---	6.7

※Adjustment・・・14,293 million yen of adjustment include 12,433 million yen of administrative expenses in parent company. Also note that the amount of difference for 1,860 million yen is elimination of royalty income.

(2)Annual forecast for the fiscal year ending March 31, 2013 (April 1, 2012 ~ March 31, 2013)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	193,000	85,700	37,700	40,600	7,400
Percentage of net sales (%)	59.9	26.6	11.7	12.6	2.3
Year on year (%)	102.6	108.5	96.6	127.1	92.5
Operating expenses	184,800	68,600	29,600	31,700	7,300
Year on year (%)	103.7	106.3	97.9	120.0	93.0
Operating income (loss)	8,200	17,100	8,100	8,900	100
Year on year (%)	83.1	118.1	92.1	161.0	66.5
Operating income margin (%)	4.2	20.0	21.5	21.9	1.4

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	39,400	17,900	336,000	(14,000)	322,000
Percentage of net sales (%)	12.2	5.6	104.3	(4.3)	100.0
Year on year (%)	100.1	96.3	103.4	112.6	103.0
Operating expenses	29,600	17,700	300,700	300	301,000
Year on year (%)	101.3	98.6	103.7	16.2	103.2
Operating income (loss)	9,800	200	35,300	※ (14,300)	21,000
Year on year (%)	96.6	31.9	100.5	100.0	100.9
Operating income margin (%)	24.9	1.1	---	---	6.5

※Adjustment・・・14,300 million yen of adjustment include 12,300 million yen of administrative expenses in parent company. Also note that the amount of difference for 2,000 million yen is elimination of royalty income.

〈Reference〉

Annual forecast for the fiscal year ending March 31, 2013

(rough estimation in case of calculating by average rate of 2011, from Jan. To Dec. 2011)

(3)Annual forecast for the fiscal year ending March 31, 2013(April 1, 2012 ~ March 31, 2013)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	193,000	90,500	41,500	41,100	7,900
Percentage of net sales (%)	59.1	27.7	12.7	12.6	2.4
Year on year (%)	102.6	114.6	106.3	128.6	98.7
Operating expenses	184,800	72,800	32,700	32,200	7,900
Year on year (%)	103.7	112.8	108.1	121.8	100.6
Operating income (loss)	8,200	17,700	8,800	8,900	0
Year on year (%)	83.1	122.3	100.0	161.0	---
Operating income margin (%)	4.2	19.6	21.2	21.7	0.0

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	39,400	17,900	340,800	(14,000)	326,800
Percentage of net sales (%)	12.0	5.5	104.3	(4.3)	100.0
Year on year (%)	100.1	96.3	104.9	112.6	104.6
Operating expenses	29,600	17,700	304,900	300	305,200
Year on year (%)	101.3	98.6	105.2	16.2	104.6
Operating income (loss)	9,800	200	35,900	※ (14,300)	21,600
Year on year (%)	96.6	31.9	102.3	100.0	103.8
Operating income margin (%)	24.9	1.1	---	---	6.6

※Adjustment・・・14,300 million yen of adjustment include 12,300 million yen of administrative expenses in parent company. Also note that the amount of difference for 2,000 million yen is elimination of royalty income.

5. Overview of overseas companies

(1) Dairy Products sales(Bottles sold per day)

[Performance from January to June 2012]

(Jun 30 2012)

	Consolidation Classification	Sales quantity (Thousands of bottles/day)	Year on year (%)	Started Business	Consolidation Classification	Currency Unit	※ Exchange rate		
							Average Jan. ~ Sep. 2012	Average Jan. ~ Jun. 2012	Average Jan. ~ Jun. 2011
Taiwan	Equity method	861	110.8	Mar 1964	25.00	NT\$	2.673	2.697	2.818
Hong Kong	Consolidated	504	116.1	Jun 1969	80.00	HK\$	10.21	10.28	10.51
Thailand	Equity method	2,275	85.6	Jun 1971	25.29	B	2.54	2.55	2.73
Korea	Equity method	4,176	103.9	Aug 1971	38.30	W	0.0698	0.0700	0.0749
Philippines	Equity method	1,490	125.2	Oct 1978	40.00	P	1.88	1.88	1.90
Singapore	Consolidated	212	108.7	Jul 1979	100.00	S\$	63.13	63.24	65.30
Indonesia	Consolidated	2,551	116.6	Jan 1991	100.00	Rp	0.0086	0.0088	0.0095
Australia	Consolidated	217	106.3	Feb 1994	100.00	A\$	82.02	82.35	85.53
Malaysia	Consolidated	227	122.6	Feb 2004	100.00	MYR	25.61	25.86	27.08
Vietnam	Consolidated	98	177.1	Sep 2007	80.00	VND	0.0038	0.0038	0.0040
India	Consolidated	67	167.7	Jan 2008	50.00	INR	1.50	1.44	1.75
Guangzhou	Consolidated	1,275	118.0	Jun 2002	95.00	RMB	12.54	12.65	12.52
Shanghai	Consolidated	337	132.4	May 2005	100.00	RMB	12.54	12.65	12.52
Beijing	Consolidated	196	126.3	Jun 2006	100.00	RMB	12.54	12.65	12.52
China	Consolidated	748	153.7	Apr 2007	100.00	RMB	12.54	12.65	12.52
China total		2,556	129.3						
Asia and Oceania total		15,235	109.4	Marketing Population:942,679 thousand people Population ratio 1.62%					
(Consolidated subsidiaries Total)		6,433	121.9						
Brazil	Consolidated	1,805	106.9	Oct 1968	51.42	R	41.39	42.93	50.67
Mexico	Consolidated	3,337	98.3	Oct 1981	61.21	NP	6.00	6.03	6.90
Argentina	Consolidated	15	75.7	May 1997	100.00	AZ\$	17.74	18.15	20.23
USA	Consolidated	152	129.3	Oct 1999	100.00	US\$	79.22	79.77	81.77
The Americas total		5,310	101.7	Marketing Population: 303,787 thousand people Population ratio 1.75%					
Netherlands	Consolidated	222	98.3	Apr 1994	100.00	EUR	101.86	103.73	115.98
Belgium	Consolidated	71	88.5	Apr 1995	100.00	EUR	101.86	103.73	115.98
United Kingdom	Consolidated	231	107.8	Apr 1996	100.00	£	125.48	126.07	132.62
Germany	Consolidated	94	82.8	Apr 1996	100.00	EUR	101.86	103.73	115.98
Austria	Consolidated	18	94.9	Dec 2005	100.00	EUR	101.86	103.73	115.98
Italy	Consolidated	82	140.1	Feb 2007	100.00	EUR	101.86	103.73	115.98
Europe total		720	100.9	Marketing Population:258,559 thousand people Population ratio 0.28%					
Total		21,265	107.1	Marketing Population:1,505,025 thousand people Population ratio 1.41%					
(Consolidated subsidiaries Total)		12,463	111.1						

※ Exchange Rate : Average Jan ~ Sep 2012: used for Forecasts for the Fiscal year ending Mar 2013

Average Jan ~ Jun 2012: used for the 2nd quarter result of the Fiscal year ended Mar 2013

Average Jan ~ Jun 2011: used for the 2nd quarter result of the Fiscal year ended Mar 2012

(2)Yakult Ladies by Area and Percentage of Sales by Channel(Excluding Japan) (As of the end of June 2012)

(Unit:people)

(Unit:%)

	Number of Yakult Ladies	Percentage of Sales by Channel (Volume)	
		Yakult Ladies	Stores
Asia and Oceania	27,311	59.1	40.9
The Americas	13,987	49.9	50.1
Europe	—	—	100.0
Total	41,298	54.8	45.2

(3)Other operating countries

Country	Management company
Brunei	Yakult Singapore
New Zealand	Yakult Australia
Uruguay	Yakult Brazil
Belize	Yakult Mexico
Canada	Yakult USA
Luxembourg	Yakult Belgium
France	Yakult Europe
Spain	
Ireland	Yakult UK

(4)Plan for the future

- Currently undergoing feasibility studies
 - Indochina, Middle East
(conducting local feasibility studies based on the assumption of market entry)
 - Europe, especially EU countries, and parts of Eastern Europe
(conducting local feasibility studies based on the assumption of market entry)
 - Various countries in Latin America
(conducting local feasibility studies based on the assumption of market entry)

(5)Others

- HACCP Accreditation: Thailand, Korea, Singapore, Australia, Malaysia, Vietnam, India, Guangzhou, Shanghai, Brazil, Mexico, Europe
- ISO14001 Accreditation: Vietnam, Guangzhou, Europe, United Kingdom.
- ISO9001 Accreditation: Hong Kong, Korea, Singapore, Australia, India, Guangzhou, Shanghai, Europe, United Kingdom.
- ISO22000 Accreditation: Indonesia, Vietnam
(ISO22000:Food Safety Management Systems)
- GMP Accreditation: Taiwan, Thailand, Guangzhou, Brazil, Mexico.
(GMP:Good Manufacturing Practice)

※HACCP、ISO14001、ISO9001・・・Refer to page20

Non-Consolidated

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

1. Major Increases (Decreases) in Nonconsolidated Balance Sheet

(Millions of yen)

	As of Mar. 31 2012	As of Sep. 30 2012	Increase (Decrease)	Primary reason for change
Total Assets	268,748	280,695	11,946	
Current assets				
Cash and deposits	9,912	13,866	3,953	
Accounts receivable	46,212	48,230	2,017	
Inventories	22,782	20,203	(2,579)	Decreasing in pharmaceutical business etc.
Others	10,615	10,449	(165)	
Fixed assets				
Tangible fixed assets				
Buildings	21,785	27,623	5,838	Operation started in Hyogo Miki Plant etc.
Machinery and equipment	11,689	16,854	5,164	Operation started in Hyogo Miki Plant etc.
Others	38,498	30,663	(7,834)	Decreasing in CIP account etc
Intangible fixed assets	5,083	4,929	(153)	
Investments and other assets				
Investment securities	33,914	34,858	943	
Investment to affiliates	67,879	72,153	4,274	Investment to subsidiaries etc.
Others	374	863	488	
Total Liabilities	113,486	124,823	11,336	
Current liabilities				
Accounts payable-trade	18,362	20,378	2,016	
Short-term borrowings	1,852	15,852	13,999	
Accounts payable-nontrade	8,035	5,759	(2,276)	
Others	26,435	25,175	(1,259)	
Fixed liabilities				
Long-term borrowings	40,011	40,007	(3)	
Allowance for retirement benefits	13,582	13,226	(356)	
Others	5,206	4,424	(782)	
Total Net Assets	155,261	155,871	609	

2. Major Increases (Decreases) in Nonconsolidated Statements of Income

(Millions of yen)

	Previous second quarter (2011.4~9)	Current second quarter (2012.4~9)	Increase (Decrease)		Primary reason for change	Original Forecasts※ (2012.4~9)
			Amount	%		
Net sales	90,337	89,104	(1,233)	(1.4)		92,000
(Breakdown)						
Dairy products	38,442	40,143	1,701	4.4		
Juices and other beverages etc.	20,413	19,734	(679)	(3.3)		
Cosmetics	3,431	3,391	(39)	(1.2)		
Pharmaceuticals	19,571	17,831	(1,739)	(8.9)	Price revision of NHI etc.	
Others	8,478	8,003	(475)	(5.6)		
Cost of sales	53,841	55,218	1,377	2.6		
Gross profit	36,496	33,886	(2,610)	(7.2)		
Gross profit margin (%)	40.4	38.0	(2.4)			
Selling, general and administrative expenses	32,785	33,473	688	2.1		
Selling expenses	11,099	11,675	576	5.2		
General and administrative expenses	21,686	21,798	112	0.5		
Operating incomes	3,710	412	(3,298)	(88.9)		2,000
Operating income margin (%)	4.1	0.5	(3.6)			
Non-operating incomes	2,270	6,016	3,746	165.0		
Dividends income	1,452	4,866	3,413		Increasing dividends from subsidiaries	
Others	817	1,150	332			
Non-operating expenses	303	302	(1)	(0.4)		
Ordinary income	5,677	6,126	449	7.9		3,700
Ordinary income margin (%)	6.3	6.9	0.6			
Extraordinary gains	245	112	(133)	(54.3)		
Extraordinary losses	2,555	2,078	(476)	(18.7)		
Loss on valuation of investments securities	1,581	1,881	299			
Loss on disaster	816	—	(816)		Fixed cost from operation suspended in prior period etc.	
Others	156	196	40			
Income before income taxes	3,367	4,160	792	23.5		
Income taxes	839	746	(92)	(11.0)		
Net income	2,528	3,413	885	35.0		2,600
Net income margin (%)	2.8	3.8	1.0			

※ Forecast of second quarter of FY2013, announced on May 11, 2012

3. Performance Overview

(1) Breakdown of Statements of Income

(Millions of yen %)

	Fiscal year ended March 31, 2012				Fiscal year ending March 31, 2013			
	Result of 2nd quarter	Year on year	Annual results	Year on year	Result of 2nd quarter	Year on year	Annual forecasts	Year on year
Net sales	90,337	99.1	175,220	99.5	89,104	98.6	179,000	102.2
Operating income	3,710	60.6	6,039	85.0	412	11.1	4,000	66.2
Ordinary income	5,677	74.3	12,649	104.3	6,126	107.9	13,000	102.8
Net income	2,528	61.7	5,037	116.8	3,413	135.0	8,000	158.8

(2) Sales by Product Category

(Millions of yen %)

	Fiscal year ended March 31, 2012				Fiscal year ending March 31, 2013			
	Result of 2nd quarter	Year on year	Annual results	Year on year	Result of 2nd quarter	Year on year	Annual forecasts	Year on year
Dairy products	38,442	95.1	76,746	97.6	40,143	104.4	79,700	103.8
Juices and other beverages etc.	20,413	100.3	37,176	100.1	19,734	96.7	37,000	99.5
Subtotal	58,856	96.8	113,922	98.4	59,878	101.7	116,700	102.4
Cosmetics	3,431	100.6	6,452	102.2	3,391	98.8	7,000	108.5
Pharmaceuticals	19,571	97.8	39,373	101.3	17,831	91.1	39,400	100.1
Others	8,478	121.2	15,472	102.1	8,003	94.4	15,900	102.8
Total	90,337	99.1	175,220	99.5	89,104	98.6	179,000	102.2

(3) Cost to Net sales Ratio

(%)

	Fiscal year ended March 31, 2012				Fiscal year ending March 31, 2013			
	Result of 2nd quarter	Increase (Decrease)	Annual results	Increase (Decrease)	Result of 2nd quarter	Increase (Decrease)	Annual forecasts	Increase (Decrease)
Cost to Net sales ratio	59.60	(0.23)	59.43	(0.54)	61.97	2.37	61.62	2.19

(4) Capital investments, Depreciation and amortization

(Millions of yen %)

	Fiscal year ended March 31, 2012				Fiscal year ending March 31, 2013			
	Result of 2nd quarter	Year on year	Annual results	Year on year	Result of 2nd quarter	Year on year	Annual forecasts	Year on year
Capital investments	5,664	107.4	17,066	151.9	8,702	153.6	27,120	158.9
Depreciation and amortization	5,142	88.3	10,451	89.8	5,337	103.8	11,663	111.6

Breakdown of investments

	Fiscal year ended March 31, 2012 (Results)	Fiscal year ending March 31, 2013 (Annual forecasts)
Capital investments	For domestic plants : 13.4 billion yen (Including plants reorganization of 11.0 billion yen)	For domestic plants : 15.3 billion yen (Including plants reorganization of 7.7 billion yen) For Yakult Central Institute : 4.6 billion yen

4. Breakdown of Sales

(1) Dairy Products sales (Bottles sold per day)

(Thousands of bottles/day %)

		Fiscal year ended March 31, 2012				Fiscal year ending March 31, 2013			
		Result of 2nd quarter	Year on year	Annual results	Year on year	Result of 2nd quarter	Year on year	Annual forecasts	Year on year
Dairy Products	<i>Yakult</i>	3,313	101.2	3,186	102.5	3,205	96.7	3,145	98.7
	<i>Yakult Calorie Half</i> ※1	61	40.8	105	78.7	172	279.8	166	157.4
	<i>Yakult 300V</i> ※1	52	34.3	76	55.7	112	214.1	111	145.7
	<i>Yakult SHEs</i> ※1	22	31.9	28	48.1	38	172.6	35	122.5
	Total for <i>Yakult 400</i> products	3,136	101.9	3,113	103.3	3,206	102.2	3,196	102.7
	<i>Yakult 400</i>	1,230	89.9	1,184	91.2	1,110	90.3	1,077	91.0
	<i>Yakult 400LT</i>	1,906	111.4	1,929	112.4	2,096	110.0	2,119	109.8
	Total for Yakult products	6,584	97.6	6,508	100.7	6,732	102.3	6,652	102.2
	<i>BF-1</i>	105	86.8	101	88.5	89	85.1	89	88.0
	<i>Pretio</i>	130	86.3	155	108.5	205	157.4	199	128.4
	<i>Joie (Drinkable Yoghurt)</i>	740	102.3	723	102.4	791	106.9	785	108.5
	<i>Mil-Mil</i> products	582	144.9	556	101.9	505	86.8	511	92.0
	<i>Sofuhl</i> products ※2	415	78.9	456	89.6	528	127.2	519	113.8
	<i>Purela</i> ※3	191	122.7	178	116.3	167	87.4	184	103.4
	Total for fermented milk	1,927	93.2	1,914	93.5	1,991	103.3	2,000	104.5
Total	8,746	96.3	8,678	99.0	9,017	103.1	8,940	103.0	

※1 Sales were stopped temporary, until 30 June, 2011 due to the Great East Japan Earthquake

※2 Including *Yakult Genki Yogurt*

※3 *Purela* (Sales were stopped on September, 2012), *Joie (Yoghurt Cup)* has launched on October, 2012

(2) Juices and Other Beverages sales (Total Bottles sold)

(Thousands of bottles. %)

		Fiscal year ended March 31, 2012				Fiscal year ending March 31, 2013			
		Result of 2nd quarter	Year on year	Annual results	Year on year	Result of 2nd quarter	Year on year	Annual forecasts	Year on year
Health and functional food products	<i>Bansoreicha</i>	18,736	88.1	33,964	86.4	15,993	85.4	33,176	97.7
	<i>Toughman</i>	37,919	114.4	67,082	114.9	33,447	88.2	61,267	91.3
	<i>Kurozu Drink</i>	27,845	90.2	46,677	89.4	23,424	84.1	41,225	88.3
	<i>Soy milk drinks</i>	21,934	104.0	43,816	112.3	24,746	112.8	49,008	111.9
	<i>Lemorea</i>	5,422	68.2	8,095	68.5	4,547	83.9	7,180	88.7
	<i>Milougu</i>	22,763	128.4	36,126	131.2	23,205	101.9	35,204	97.4
Soft drinks	<i>Juices</i>	39,098	104.2	66,406	104.4	36,233	92.7	62,669	94.4
	<i>Kininaruyasai</i>	33,866	108.3	59,738	102.4	31,335	92.5	56,597	94.7
	<i>Coffee Time</i>	18,682	98.9	33,495	96.2	15,568	83.3	29,466	88.0
	<i>FIRE</i>	38,833	105.8	78,444	102.8	34,685	89.3	77,163	98.4
	Coffee products total	57,515	103.4	111,938	100.7	50,253	87.4	106,629	95.3
	<i>Gogono-kocha</i>	17,012	115.8	32,924	104.1	14,866	87.4	31,641	96.1

(3) Percentage of Sales by Channel (April 1, 2012 to September 30, 2012)

(%)

	Dairy products (volume-based)		Juices and other beverages (value-based)		
	Percentage of sales	Year on year	Percentage of sales		Year on year
Yakult Ladies	58.2	102.3	40.8		95.7
Stores, Vending machines, and Others	41.8	104.7	59.2	Vending machines	78.7
				Stores and Others	21.3

※Results of Juices and Other Beverages included other company's vending machine operated by Yakult.

Note: Actual sales statistics

① Breakdown of sales at Stores, Vending machines, and Others (Dairy products, Juices and other beverages)

	For first half ended Sep. 30, 2011		For fiscal year ended Mar. 31, 2012		For first half ended Sep. 30, 2012	
	Percentage of sales	Year on year	Percentage of sales	Year on year	Percentage of sales	Year on year
Supermarkets	36.3	91.6	37.0	95.5	37.4	104.7
Convenience stores	4.4	107.7	4.0	101.1	3.7	85.5
Offices	17.5	101.0	16.8	99.7	16.8	97.1
Medical centers	10.5	98.8	10.7	99.6	10.5	101.3

②The number of delivered vending machine

	As of Mar. 31, 2012	As of Sep. 30, 2012	As of Mar. 31, 2013 (Forecast)
	The number of vending machine	56,509 (10,959)	56,819 (12,593)

*Figures in parentheses are the number of other company's vending machine which Yakult operates.

(4) Breakdown of pharmaceutical sales

(Millions of yen %)

	Fiscal year ended March 31, 2012				Fiscal year ending March 31, 2013			
	Result of 2nd quarter	Year on year	Annual results	Year on year	Result of 2nd quarter	Year on year	Annual forecasts	Year on year
<i>Campto</i> (Japan)	1,384	92.2	2,702	92.7	1,100	79.5	2,300	85.1
<i>Campto</i> (Overseas)	1,353	116.7	1,898	99.6	658	48.7	700	36.9
North America	---	---	---	---	---	---	---	---
Europe	1,295	153.7	1,753	126.4	455	35.2	500	28.5
Other	58	23.5	145	32.3	203	350.0	200	137.9
<i>Campto</i> total	2,738	102.9	4,601	95.4	1,759	64.2	3,000	65.2
<i>Elplat</i>	14,344	95.8	29,320	100.3	12,953	90.3	29,400	100.3
Other pharmaceuticals	2,488	104.7	5,450	113.0	3,118	125.3	7,000	128.4
Total	19,571	97.8	39,373	101.3	17,831	91.1	39,400	100.1

5. Breakdown of Selling, General and Administrative Expenses

(Millions of yen)

	Fiscal year ended March 31, 2012				Fiscal year ending March 31, 2013			
	Result of 2nd quarter	Year on year	Result of Full fiscal	Year on year	Result of 2nd quarter	Year on year	Forecast of Full fiscal	Year on year
Advertising expenses	4,032	119.7	7,385	105.3	4,433	109.9	6,785	91.9
Sales promotion expenses	2,129	105.2	5,235	89.1	2,492	117.1	5,404	103.2
Sub-total	6,161	114.2	12,620	97.9	6,926	112.4	12,189	96.6
Transportation expenses	3,214	91.5	6,223	93.9	3,171	98.7	6,088	97.8
Cost of vending machines	811	85.0	1,545	84.6	681	84.0	1,425	92.2
Personnel expenses	11,645	103.8	22,221	101.7	11,639	100.0	22,524	101.4
Depreciation and amortization	1,666	93.8	3,447	95.9	1,782	106.9	3,853	111.8
Investigation research expense	3,141	160.0	6,250	124.4	2,777	88.4	5,075	81.2
Others	6,144	108.0	12,743	109.8	6,495	105.7	13,542	106.3
Total	32,785	107.5	65,051	102.6	33,473	102.1	64,697	99.5

6. Breakdown of retirement benefit expenses

(Millions of yen)

	Fiscal year ended March 31, 2012				Fiscal year ending March 31, 2013			
	Result of 2nd quarter	Year on year	Result of Full fiscal	Year on year	Result of 2nd quarter	Year on year	Forecast of Full fiscal	Year on year
Cost of production	280	75.8	579	79.8	305	109.0	643	111.0
General administrative expenses	1,278	84.1	2,561	84.2	1,395	109.2	2,760	107.7
Total	1,558	82.5	3,140	83.4	1,701	109.2	3,402	108.3

7. Head Office Employees

	Mar. 31, 2012	Sep. 30, 2012
Number of full-time employees	2,936	3,043
Medical Representatives	185	193

Note: Both 283 seconded staffs and 147 non-regular employees are included in the number of Mar. 31, 2012.

Both 296 seconded staffs and 169 non-regular employees are included in the number of Sep. 30, 2012.

8. Yakult Sales Company

(Sep. 30, 2012)

		Consolidated subsidiaries	Comments
Yakult Sales Company	107	16	Subsidiaries of Yakult Kita Hokkaido Co. Ltd., Yakult Miyagi Chuo Sales Co. Ltd., Yakult Tokai Co., Ltd., Yakult Hokuriku Co., Ltd. and Yakult Sanyo Co., Ltd., total sum of 10 companies are not included

9. Sales Personnel by Department

	Mar. 31, 2012	Sep. 30, 2012
① Yakult Ladies	41,320	40,572
② Yakult Beauty Advisors	7,100	6,400

10. Average figure of Yakult Lady

		Mar. 31, 2012
Bringing merchandise a day	Dairy products	123.2 bottles
	Juice and others	16.1 bottles
Number of customers per Yakult lady	Residence	101.9
	Business office	8.0
	Others	3.6
Age and Experience	Age	42.4 years old
	Experience	8 years and 4 months
Activities	Working time	5.0 hours a day
	Working days	20.1 days a month

Reference

(As of September 30, 2012)

1. Expansion of Indications and New Drug Development Pipeline

(1) Expansion of indication for *Campto*

Type of tumor	Remarks
Pancreatic	Phase II

(2) Expansion of indication for *Elplat*

Type of tumor	Remarks	
Gastric	Advanced/Recurrent	Phase III
	Adjuvant (XELOX regimen)	Phase II
Pancreatic	Phase II	

Adjuvant treatment of colon cancer using XELOX regimen was approved in November 2011

(3) New Drug Development Pipeline

(As of September 30, 2012)

Product	Indication	Licensor	Stage	Remarks
① Satraplatin Development code: YHI-601	Head & Neck cancer	Agennix Inc.	Phase I/II	Phase I/II in Japan
② ThermoDox Development code: YHI-801	Hepatocellular carcinoma	Celsion Corp., Inc.	Phase III	Global Phase III
③ PR509/PR610	NSCLC	Proacta Inc.	Phase I	Phase I in USA & New Zealand
④ Perifosine Development code: YHI-1003	Multiple Myeloma	AEterna Zentaris Inc.	Phase III	Phase III in USA and EU Phase I in Japan
⑤ Resminostat Development code: YHI-1001	Hepatocellular carcinoma Colorectal cancer Hodgkin lymphoma	4SC AG	Phase II	Phase II in EU Phase I in Japan
⑥ LIV-2008	Solid tumors	LivTech Inc.	Pre-clinical	Preparation of Phase I

(4) National health insurance reimbursement information

	Since April 2012 (Yen)	As of end of March 2012 (Yen)	Revision rate (%)	Reference
<i>Campto</i> Infusion solution(40mg/Vial)	5,696	6,704	-15.04%	FOLFIRI regimen: About 50,399 Yen/treatment (once every two weeks)*
<i>Campto</i> Infusion solution (100mg/Vial)	12,693	14,895	-14.78%	
<i>Elplat</i> IV infusion solution 50mg	32,421	38,142	-15.00%	FOLFOX4 regimen: About 123,846Yen/treatment mFOLFOX6 regimen: About 124,172Yen/treatment XELOX regimen: About 168,552 Yen/treatment (FOLFOX:once every two weeks XELOX:once every three weeks) *
<i>Elplat</i> IV infusion solution 100mg	59,741	70,284	-15.00%	
Calcium levolefolinate for IV infusion 25mg	1,451	1,755	-17.32%	
Calcium levolefolinate for IV infusion 100mg	5,007	6,071	-17.53%	

※: Treatment cost was calculated based on body surface area of 1.5m², and it includes costs of 5-FU and calcium levolefolinate as well.
Cost including 5-FU and calcium levolefolinate is calculated on an assumption.

(5) Patent expiration and data exclusivity

	Japan	USA	Europe	Remarks
<i>Campto</i>	Sep. 2007	Feb. 2008	Jul. 2009	Data exclusivity for US and EU
<i>Elplat</i> for injection	Mar. 2013	—	—	Re-examination period (Data exclusivity)
<i>Elplat</i> IV infusion solution	Jan. 2020	—	—	Patent expiration

2. Situation of Yakult Group (Production Facilities, Institute and others)

(September 30, 2012)

<Yakult Honsha Plants >

	HACCP	ISO 9001	ISO 14001	The second stage of capital investment plan
Fukushima Plant	○	○	○	
Ibaraki Plant	○	○	○	
Fuji Susono Plant	○	○	○	Additional production facilities (operation started in April 2009)
Kyoto Plant	○		○	Closing in FY2012
Hyogo Miki Plant				New Plant (operation has partially started in August 2012)
Fukuyama Plant	○		○	Closing in FY2012
Saga Plant	○	○	○	New Production buildings (operation starts 2013)
Kumamoto Plant	○		○	Closing in FY2013
Total budget of capital investments (The second stage)				19.4 billion yen
Shonan Cosmetics Plant	—	—	○	
Fuji Susono Pharmaceuticals Plant	—	—	○	

<Subsidiary Plants >

	HACCP	ISO 9001	ISO 14001	Remarks
Yakult Iwate Plant Co.,Ltd.	○	○	○	
Yakult Chiba Plant Co.,Ltd.	○	○	○	
Yakult Aichi Plant Co.,Ltd.	○	○	○	
Yakult Osaka Plant Co.,Ltd.	○	○	○	
Yakult Kobe Plant Co.,Ltd.	○	○	○	
Yakult Fukuoka Plant Co.,Ltd.	○	○	○	

Capital investment plan for domestic plants

- 1) At the first stage, we integrated 19 plants into 14 plants from 2005 to 2008
 Closed plants Yakult Honsha plants : Sapporo plant and Fujisawa plant that have been converted to cosmetics plant
 Subsidiary plants : Yakult Hokuriku plant, Yakult Nagasaki plant, Yakult Okayama plant
- 2) At the second stage, we have been integrating 14 plants into 11 plants from 2009
 Closed plant Yakult Honsha plant : Shizuoka plant in June 2009

<Yakult Central Institute and others >

	HACCP	ISO 9001	ISO 14001	Plan for capital investment
Yakult Central Institute			○ ※1	(1) Newly build 4 of reserch buildings 1. Building for reserch administration 2. Buiding for reserch of cosmetics and pharmaceuticals 3. Building for quality and technical development 4. Building for basic reserch (2) Planning Shedule Constraction beginning in October 2012, complete in October 2015
Total budget of capital investments				Around 24.0 billion yen

※1: Chemical Analysis Center aquired the ISO14001.

Note) Yakult Material Co.,Ltd. Yakult Health Foods Co.,Ltd. Yakult Food Industry Co.,Ltd. and Yakult Pharmaceutical Industry Co.,Ltd.

HACCP :Hazard Analysis and Critical Control Point

International Organization for Standardization (ISO)

ISO 9001-- The International Standard for Quality Management Systems

ISO 14001-- The International Standard for Environmental Management Systems

3. Overseas dairy products sales amount (Preliminary report)

[Performance from January to September, 2012.]

(Thousands of bottles/day)

	Consolidation Classification	From January to September, 2012. (Preliminary figure)		Main Products	Base of production	Number of factories
		Sales quantity (Thousands of bottles/day)	Year on year(%)			
Taiwan	Equity method	977	107.7	<i>Yakult, Yakult 300, Yakult 300Light, Joie</i>	○	1
Hong Kong	Consolidated	540	113.2	<i>Yakult, Yakult LT</i>	○	1
Thailand ※1	Equity method	2,187	81.4	<i>Yakult</i>	○	2
Korea	Equity method	4,295	104.6	<i>Yakult, Yakult Ace, Yakult400</i>	○	4
Philippines	Equity method	1,487	119.3	<i>Yakult</i>	○	1
Singapore	Consolidated	215	109.1	<i>Yakult, Yakult Ace Light</i>	○	1
Indonesia	Consolidated	2,654	118.2	<i>Yakult, Yakult Ace</i>	○	1
Australia	Consolidated	217	104.0	<i>Yakult, Yakult Light</i>	○	1
Malaysia	Consolidated	228	120.5	<i>Yakult Ace, Yakult Ace Light</i>	○	1
Vietnam ※2	Consolidated	102	166.5	<i>Yakult</i>	○	1
India ※3	Consolidated	72	157.4	<i>Yakult</i>	○	1
Guangzhou	Consolidated	1,376	113.4	<i>Yakult</i>	○	1
Shanghai	Consolidated	412	133.6	<i>Yakult</i>	○	1
Beijing	Consolidated	212	125.4	<i>Yakult</i>	Shanghai, Tianjin	---
China ※4	Consolidated	905	151.3	<i>Yakult</i>	Shanghai, Tianjin	1
China total		2,905	126.9	---	---	---
Asia and Oceania total		15,878	108.3	Marketing Population:942,679 thousand people Population ratio 1.68%		
(Consolidated subsidiaries company Total)		6,933	121.4			
Brazil	Consolidated	1,806	107.0	<i>Yakult, Yakult 400, Soful</i>	○	2
Mexico	Consolidated	3,343	98.9	<i>Yakult, Yakult400LT, Soful, Soful(Drink type)</i>	○	2
Argentina	Consolidated	16	78.1	<i>Yakult</i>	Brazil	---
USA ※5	Consolidated	159	131.2	<i>Yakult, Soful, Yakult Light</i>	Mexico	---
The Americas total		5,324	102.2	Marketing Population:303,787 thousand people Population ratio 1.75%		
Netherlands	Consolidated	212	96.4	<i>Yakult, Yakult Light</i>	Yakult Europe	---
Belgium	Consolidated	67	87.2	<i>Yakult, Yakult Light</i>	Yakult Europe	---
United Kingdom	Consolidated	221	107.3	<i>Yakult, Yakult Light</i>	Yakult Europe	---
Germany	Consolidated	88	82.1	<i>Yakult, Yakult Light</i>	Yakult Europe	---
Austria	Consolidated	16	91.5	<i>Yakult, Yakult Light</i>	Yakult Europe	---
Italy ※6	Consolidated	77	131.3	<i>Yakult, Yakult Light</i>	Yakult Europe	---
Europe total		682	99.2	Marketing Population:258,559 thousand people Population ratio 0.26%		
Total		21,885	106.5	Marketing Population:1,505,025 thousand people Population ratio 1.45%		
(Consolidated subsidiaries company Total)		12,939	111.5	Factory Total 23		

<Accounting period: From January to December>

※1: Thailand: Accounting date:31 May.

※2: Vietnam: Haiphong(Started sales from 10 September. 2012)

※3: India: Accounting date: 31 Mar. Hyderabad (Started sales from 19 February. 2012) Chennai (Started sales from 5 April. 2012)

※4: Sales Area of Yakult (China): Nanjing city, Tianjin city, Suzhou city, Hangzhou city, Qingdao city, Ningbo city, Jinan city, Wuhan city, Wenzhou city, Yantai city, Shenyang city, Xiamen city, Dalian city, Fuzhou city, Hefei city, Xi'an city(Started sales from 27 February. 2012) Changsha city(Started sales from 1 March. 2012) Shijiazhuang city(Started sales from 2 April. 2012), Nanchang city(Started sales from 2 April. 2012) Changchun city(Started sales from 2 July,2012) and neighboring cities. (excluding Guangdong, Hainan, Shanghai city and Beijing city) Started home delivery sales in Tianjin city from 26 March. 2012.

※5: USA:Yakult Light(Started sales from 17 July. 2012)

※6: Italy:Yakult Light(Started sales from 1 April. 2012)

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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