



**Supplementary Materials for
Financial Statements for The Third
Quarter Ended December 31, 2012
(April 1, 2012 to December 31, 2012)**

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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 1,000 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 Sheets

(Millions of yen)

	As of Mar.31. 2012	As of Dec. 31. 2012	Increase (Decrease)
Total Assets	397,213	420,368	23,154
Current assets			
Cash and deposits	79,119	88,973	9,853
Notes and accounts receivable	52,531	56,044	3,512
Inventories	31,204	26,824	(4,380)
Others	14,737	14,780	42
Fixed assets			
Tangible fixed assets			
Buildings and structures	47,979	52,118	4,139
Others	88,983	91,113	2,130
Intangible fixed assets	5,903	6,110	206
Investments and other assets			
Investment securities	65,279	72,194	6,914
Others	11,473	12,207	733
Total Liabilities	144,970	154,552	9,581
Current liabilities			
Notes and accounts payable	24,638	26,054	1,416
Short-term loans	5,118	21,820	16,702
Allowance for loss on plants reorganization	1,530	881	(648)
Others	40,695	35,804	(4,890)
Fixed liabilities			
Long-term loans	42,342	41,973	(368)
Allowance for retirement benefits	17,863	17,238	(624)
Allowance for loss on plants reorganization	638	—	(638)
Asset retirement obligations	807	836	29
Others	11,338	9,941	(1,396)
Total Net Assets	252,242	265,816	13,573
Shareholder's Equity	274,247	285,906	11,659
Accumulated other comprehensive income	(45,621)	(44,223)	1,397
Minority Interests	23,616	24,133	516

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

(Millions of yen)

	3Q of FY 2012 (April 1, 2011~ December 31, 2011)	3Q of FY 2013 (April 1, 2012~ December 31, 2012)	Increase (Decrease)	
			Amount	Ratio (%)
Net sales	239,978	242,947	2,969	1.2
(Sales by business segments)				%
Food and beverages (Japan)	144,107	147,394	3,287	2.3
Food and beverages (Overseas)	60,178	64,500	4,321	7.2
Pharmaceuticals	30,186	27,085	(3,101)	(10.3)
Others	14,820	14,492	(327)	(2.2)
Adjustments	(9,314)	(10,525)	(1,211)	-
Cost of sales	109,398	112,679	3,280	3.0
Gross profit	130,579	130,268	(311)	(0.2)
Gross profit margin (%)	54.4	53.6		
Selling, general and administrative expenses	111,464	112,390	926	0.8
Selling expenses	49,312	50,976	1,663	
General and administrative expenses	62,151	61,413	(737)	
Operating income	19,115	17,877	(1,238)	(6.5)
Operating income margin (%)	8.0	7.4		
(Operating income by business segments)				
Food and beverages (Japan)	9,051	7,565	(1,486)	(16.4)
Food and beverages (Overseas)	11,737	14,081	2,343	20.0
Pharmaceuticals	8,192	6,021	(2,170)	(26.5)
Others	921	1,207	285	31.0
Adjustments	(10,788)	(10,998)	(210)	-
【Corporate expenses】	【(9,404)】	【(9,371)】	【33】	
Non-operating income	7,242	6,687	(554)	(7.7)
Interests	1,817	1,636	(180)	
Dividends	586	885	298	
Investment gains on the equity method	2,402	2,845	443	
Others	2,436	1,320	(1,116)	
Non-operating expenses	1,060	919	(141)	(13.3)
Interests	504	540	36	
Others	556	379	(177)	
Ordinary income	25,296	23,645	(1,651)	(6.5)
Ordinary income margin (%)	10.5	9.7		
Extraordinary gain	2,243	890	(1,352)	(60.3)
Extraordinary loss	3,582	2,235	(1,347)	(37.6)
Income before income taxes and minority interests	23,957	22,300	(1,657)	(6.9)
Income taxes	7,463	5,787	(1,676)	
Minority interests	3,367	2,240	(1,127)	
Net income	13,126	14,272	1,146	8.7
Net income margin (%)	5.5	5.9		

3. Performance Overview

(1) Breakdown of Statements of Income

(Millions of yen)

	3Q of FY 2012 (April 1, 2011 ~ December 31, 2011)		3Q of FY 2013 (April 1, 2012 ~ December 31, 2012)	
	Results	Year on year(%)	Results	Year on year(%)
Net sales	239,978	101.5	242,947	101.2
Operating income	19,115	97.7	17,877	93.5
Ordinary income	25,296	104.1	23,645	93.5
Net income	13,126	96.4	14,272	108.7

(2) Breakdown of Gains on Equity Method

(Millions of yen)

	3Q of FY 2012 (April 1, 2011 ~ December 31, 2011)		3Q of FY 2013 (April 1, 2012 ~ December 31, 2012)	
	Results	Year on year(%)	Results	Year on year(%)
Gain on Equity Method	2,402	95.2	2,845	118.5

4. Segment Information

(1) Actual Results

① Result of the third quarter ended December 31, 2011 (April 1, 2011 ~ December 31, 2011)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	144,107	60,178	30,198	23,874	6,106
Percentage of net sales	60.1	25.0	12.6	9.9	2.5
Year on year	98.3	111.2	106.4	124.1	94.3
Operating expenses	135,055	48,440	23,038	19,336	6,065
Year on year	98.4	111.1	105.5	121.4	104.3
Operating income (loss)	9,051	11,737	7,159	4,537	40
Year on year	97.5	111.7	109.4	137.2	6.2
Operating income margin	6.3	19.5	23.7	19.0	0.7

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	30,186	14,820	249,292	(9,314)	239,978
Percentage of net sales	12.6	6.2	103.9	(3.9)	100.0
Year on year	100.2	104.2	101.8	108.5	101.5
Operating expenses	21,993	13,898	219,388	1,474	220,862
Year on year	107.3	98.4	101.8	109.3	101.9
Operating income (loss)	8,192	921	29,904	※ (10,788)	19,115
Year on year	85.3	---	101.4	108.6	97.7
Operating income margin	27.1	6.2	---	---	8.0

※Adjustment・・・10,788 million yen of adjustment include 9,404million yen of administrative expenses in parent company.

Also note that the difference amount of 1,384 million yen is elimination of royalty income.

②Result of the third quarter ended December 31, 2012 (April 1, 2012 ~ December 31, 2012)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	147,394	64,500	28,607	30,316	5,576
Percentage of net sales	60.7	26.5	11.7	12.5	2.3
Year on year	102.3	107.2	94.7	127.0	91.3
Operating expenses	139,829	50,418	22,270	22,849	5,299
Year on year	103.5	104.1	96.7	118.2	87.4
Operating income (loss)	7,565	14,081	6,337	7,467	276
Year on year	83.6	120.0	88.5	164.6	682.0
Operating income margin	5.1	21.8	22.2	24.6	5.0

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	27,085	14,492	253,473	(10,525)	242,947
Percentage of net sales	11.1	6.0	104.3	(4.3)	100.0
Year on year	89.7	97.8	101.7	113.0	101.2
Operating expenses	21,063	13,285	224,596	473	225,069
Year on year	95.8	95.6	102.4	32.1	101.9
Operating income (loss)	6,021	1,207	28,876	※ (10,998)	17,877
Year on year	73.5	131.0	96.6	101.9	93.5
Operating income margin	22.2	8.3	---	---	7.4

※Adjustment・・・10,998 million yen of adjustment include 9,371million yen of administrative expenses in parent company.
Also note that the difference amount of 1,627 million yen is elimination of royalty income.

〈Reference〉

Result of the third quarter ended December 31, 2012.

(Jan. - Sep. (using exchange rate of the average 2011))

③Result of the third quarter ended December 31, 2012 (April 1, 2012 ~ December 31, 2012)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	147,394	69,440	32,490	30,888	6,061
Percentage of net sales	59.5	28.0	13.1	12.5	2.4
Year on year	102.3	115.4	107.6	129.4	99.3
Operating expenses	139,829	54,543	25,339	23,368	5,835
Year on year	103.5	112.6	110.0	120.9	96.2
Operating income (loss)	7,565	14,896	7,151	7,520	225
Year on year	83.6	126.9	99.9	165.7	555.0
Operating income margin	5.1	21.5	22.0	24.3	3.7

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	27,085	14,492	258,412	(10,525)	247,887
Percentage of net sales	10.9	5.8	104.2	(4.2)	100.0
Year on year	89.7	97.8	103.7	113.0	103.3
Operating expenses	21,063	13,285	228,721	473	229,194
Year on year	95.8	95.6	104.3	32.1	103.8
Operating income (loss)	6,021	1,207	29,691	※ (10,998)	18,692
Year on year	73.5	131.0	99.3	101.9	97.8
Operating income margin	22.2	8.3	---	---	7.5

※Adjustment・・・10,998 million yen of adjustment include 9,371 million yen of administrative expenses in parent company.

Also note that the difference amount of 1,627 million yen is elimination of royalty income.

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

(Unit:Thousands of bottles/day. %)

	Consolidation Classification	3Q of FY 2013 (From January to September, 2012.)		Preliminary figure (From January to December, 2012.)	
		Sales quantity	Year on year	Sales quantity	Year on year
Taiwan	Equity method	977	107.7	933	104.9
Hong Kong	Consolidated	540	113.2	540	112.2
Thailand ※1	Equity method	2,187	81.4	2,146	96.1
Korea	Equity method	4,295	104.6	4,170	104.2
Philippines	Equity method	1,487	119.3	1,502	115.9
Singapore	Consolidated	215	109.1	215	110.5
Indonesia	Consolidated	2,654	118.2	2,744	121.8
Australia	Consolidated	217	104.0	214	103.2
Malaysia	Consolidated	228	120.5	225	115.9
Vietnam ※2	Consolidated	102	166.5	108	159.6
India ※3	Consolidated	72	157.4	74	154.5
Guangzhou	Consolidated	1,376	113.4	1,378	111.5
Shanghai	Consolidated	412	133.6	413	132.4
Beijing	Consolidated	212	125.4	210	125.5
China ※4	Consolidated	905	151.3	911	153.0
China total		2,905	126.9	2,911	126.1
Asia and Oceania total		15,878	108.3	15,781	111.3
(Consolidated subsidiary company Total)		6,933	121.4	7,031	122.2
Brazil	Consolidated	1,806	107.0	1,847	108.3
Mexico	Consolidated	3,343	98.9	3,337	100.9
Argentina ※5	Consolidated	16	78.1	14	69.0
USA ※6	Consolidated	159	131.2	162	130.2
The Americas total		5,324	102.2	5,361	103.9
Netherlands	Consolidated	212	96.4	210	95.5
Belgium	Consolidated	67	87.2	68	90.0
United Kingdom	Consolidated	221	107.3	219	107.9
Germany	Consolidated	88	82.1	87	82.3
Austria	Consolidated	16	91.5	15	86.0
Italy ※7	Consolidated	77	131.3	77	119.0
Europe total		682	99.2	676	98.5
Total		21,885	106.5	21,817	109.0
(Consolidated subsidiary company Total)		12,939	111.5	13,068	112.6

<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), Nanchang city(Started sales from 2 April. 2012), Changchun city(Started sales from 2 July. 2012),Chengdu City(Started sales from 3 January. 2013) and neighboring cities.(excluding Guangdong, Hainan, Shanghai city and Beijing city) Started home delivery sales in Tianjin city from 26 March. 2012.

※5: Argentina:Dissolution(12th November. 2012)

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

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

(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 2012 (April 1, 2011 ~ December 31, 2011)		3Q of FY 2013 (April 1, 2012 ~ December 31, 2012)	
	Results	Year on year(%)	Results	Year on year(%)
Net sales	134,708	98.7	133,180	98.9
Operating income	6,469	81.6	2,202	34.0
Ordinary income	8,786	89.6	8,475	96.5
Net income	3,608	57.6	5,674	157.2

2. Sales breakdown

(1) Sales by Product Category

(Millions of yen %)

	3Q of FY 2012 (April 1, 2011 ~ December 31, 2011)		3Q of FY 2013 (April 1, 2012 ~ December 31, 2012)	
	Results	Year on year(%)	Results	Year on year(%)
Dairy products	57,502	95.6	59,942	104.2
Juices and other beverages etc.	29,725	100.6	28,645	96.4
Subtotal	87,227	97.3	88,587	101.6
Cosmetics	5,182	102.8	5,245	101.2
Pharmaceuticals	30,186	100.2	27,085	89.7
Others	12,112	103.8	12,262	101.2
Total	134,708	98.7	133,180	98.9

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

(Thousands of bottles/day %)

		3Q of FY 2012 (April 1, 2011 ~ December 31, 2011)		3Q of FY 2013 (April 1, 2012 ~ December 31, 2012)	
		Results	Year on year(%)	Results	Year on year(%)
Dairy Products	<i>Yakult</i>	3,241	102.0	3,132	96.6
	<i>Yakult Calorie Half</i> ※1	90	62.5	172	190.5
	<i>Yakult 300V</i> ※1	68	46.0	110	162.5
	<i>Yakult SHEs</i> ※1	26	40.3	36	139.4
	<i>Yakult 400</i> products total	3,121	102.8	3,191	102.2
	<i>Yakult 400</i>	1,204	90.6	1,092	90.7
	<i>Yakult 400LT</i>	1,917	112.3	2,099	109.5
	Yakult products total	6,546	99.4	6,641	101.5
	<i>BF-1</i>	102	88.4	87	85.4
	<i>Pretio</i>	127	86.9	195	153.6
	<i>Joie (Drinkable Yoghurt)</i>	730	102.6	810	111.0
	<i>Purela Joie(Yoghurt Cup)</i> ※2	182	119.9	175	96.2
	<i>Mil-Mil</i> products	566	109.3	491	86.7
	<i>Sofuhl products</i> ※3	437	83.1	521	119.4
	Fermented milk total	1,914	92.0	1,997	104.3
	Total	8,689	97.3	8,919	102.7

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

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

※3 Including *Yakult Genki Yoghurt*

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

(Thousands of bottles. %)

		3Q of FY 2012 (April 1, 2011 ~ December 31, 2011)		3Q of FY 2013 (April 1, 2012 ~ December 31, 2012)	
		Results	Year on year(%)	Results	Year on year(%)
Health and functional food products	<i>Bansoreicha</i>	26,972	86.6	23,161	85.9
	<i>Toughman</i>	55,228	115.1	48,561	87.9
	<i>Kurozu Drink</i>	37,977	89.2	32,731	86.2
	Soy milk drinks	33,378	110.0	36,497	109.3
	<i>Lemorea</i>	6,831	68.4	5,781	84.6
	<i>Milougu</i>	30,222	131.9	29,997	99.3
Soft drinks	<i>Juices</i>	53,577	104.2	50,558	94.4
	<i>Kininaruyasai</i>	48,127	103.5	44,516	92.5
	<i>Coffee Time</i>	27,140	97.5	23,232	85.6
	<i>FIRE</i>	59,744	104.1	56,622	94.8
	Coffee products total	86,884	102.0	79,854	91.9
	<i>Gogono-kocha</i>	25,724	107.6	24,081	93.6

(4)Pharmaceuticals sales

(Millions of yen %)

		3Q of FY 2012 (April 1, 2011 ~ December 31, 2011)		3Q of FY 2013 (April 1, 2012 ~ December 31, 2012)	
		Results	Year on year(%)	Results	Year on year(%)
	<i>Campto</i> (Japan)	2,120	94.0	1,691	79.8
	<i>Campto</i> (Overseas)	1,869	109.5	658	35.2
	North America	---	---	---	---
	Europe	1,753	134.5	455	26.0
	Other	116	34.8	203	175.0
	<i>Campto</i> total	3,990	100.7	2,349	58.9
	<i>Elplat</i>	22,122	98.5	19,751	89.3
	Other pharmaceuticals	4,073	110.3	4,983	122.3
	Total	30,186	100.2	27,085	89.7

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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