



**Supplementary Materials for
Financial Statements For the first
quarter Ended June 30, 2014
(April 1, 2014 to June 30, 2014)**

July 29, 2014

Yakult Honsha Co., Ltd.

Public Relations Department

Investor Relations Department

URL <http://www.yakult.co.jp/company/ir/>

Consolidated

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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 Sheet

(Millions of yen)

	As of Mar. 31 2014	As of Jun. 30 2014	Increase (Decrease)
Total Assets	519,570	523,449	3,879
Current assets			
Cash and deposits	110,081	110,248	167
Notes and accounts receivable	57,002	56,150	(852)
Inventories	29,383	30,384	1,000
Others	14,808	16,574	1,766
Fixed assets			
Tangible fixed assets			
Buildings and structures	71,136	79,626	8,489
Others	113,070	106,376	(6,694)
Intangible fixed assets	6,089	6,505	416
Investments and other assets			
Investment securities	108,704	108,422	(281)
Others	9,293	9,160	(132)
Total Liabilities	211,537	210,994	(542)
Current liabilities			
Notes and accounts payable	24,991	29,678	4,686
Short-term loans	33,489	35,197	1,708
Others	50,440	49,216	(1,223)
Fixed liabilities			
Long-term loans	70,157	70,294	136
Net defined benefit liability	18,651	9,851	(8,799)
Others	13,805	16,756	2,950
Total Net Assets	308,033	312,455	4,421
Shareholder's Equity	273,769	281,468	7,699
Accumulated other comprehensive income	1,060	(2,578)	(3,639)
Minority Interests	33,203	33,564	361

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

(Millions of yen)

	1Q of FY 2014 (April 1, 2013~June 30, 2013)	1Q of FY 2015 (April 1, 2014~June 30, 2014)	Increase (Decrease)	
			Amount	Ratio
Net sales	82,156	86,379	4,223	5.1
(Sales by business segments)				%
Food and beverages (Japan)	50,581	51,271	689	1.4
Food and beverages (Overseas)	26,055	31,282	5,226	20.1
Pharmaceuticals	7,129	5,906	(1,223)	(17.2)
Others	3,885	3,644	(241)	(6.2)
Adjustment	(5,496)	(5,724)	(227)	—
Cost of sales	36,939	38,949	2,009	5.4
Gross profit	45,216	47,429	2,213	4.9
Gross profit margin (%)	55.0	54.9		
Selling, general and administrative expenses	39,839	41,526	1,687	4.2
Selling expenses	18,097	18,596	498	
General and administrative expenses	21,741	22,930	1,188	
Operating income	5,377	5,903	525	9.8
Operating income margin (%)	6.5	6.8		
(Operating income by business segments)				
Food and beverages (Japan)	1,968	2,578	610	31.0
Food and beverages (Overseas)	6,331	7,584	1,252	19.8
Pharmaceuticals	874	(200)	(1,074)	—
Others	183	75	(107)	(58.7)
Adjustment	(3,980)	(4,135)	(154)	—
[include corporate expenses]	[(3,173)]	[(3,228)]	[(54)]	—
Non-operating incomes	2,347	2,762	415	17.7
Interests income	532	618	85	
Dividends income	567	638	71	
Investment gains on the equity method	743	769	25	
Others	503	736	232	
Non-operating expenses	536	372	(164)	(30.7)
Interest expenses	155	181	26	
Foreign exchange loss	263	25	(237)	
Others	118	164	46	
Ordinary income	7,187	8,293	1,106	15.4
Ratio of ordinary income to net sales (%)	8.7	9.6		
Extraordinary gain	151	96	(54)	(36.2)
Extraordinary loss	251	129	(122)	(48.6)
Income before income taxes and minority interests	7,086	8,260	1,173	16.6
Income taxes	2,365	2,668	303	
Minority interests	939	1,139	199	
Net income	3,781	4,451	670	17.7
Ratio of net income to net sales (%)	4.6	5.2		

3. Performance Overview

(1) Breakdown of Statement of Income

(Millions of yen)

	1Q of FY 2014 (April 1, 2013 ~ June 30, 2013)		1Q of FY 2015 (April 1, 2014 ~ June 30, 2014)	
	Results	Year on year(%)	Results	Year on year(%)
Net sales	82,156	105.7	86,379	105.1
Operating income	5,377	185.2	5,903	109.8
Ordinary income	7,187	154.7	8,293	115.4
Net income	3,781	375.0	4,451	117.7

(2) Breakdown of Gains on Equity Method

(Millions of yen)

	1Q of FY 2014 (April 1, 2013 ~ June 30, 2013)		1Q of FY 2015 (April 1, 2014 ~ June 30, 2014)	
	Results	Year on year(%)	Results	Year on year(%)
Investment gains on the equity method	743	65.0	769	103.4

4. Segment Information

Actual Results

①Result of first quarter ended June 30, 2013 (April 1, 2013 ~ June 30, 2013)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	50,581	26,055	11,787	12,082	2,185
Percentage of net sales (%)	61.6	31.7	14.3	14.7	2.7
Year on year (%)	104.6	128.6	118.7	146.7	104.6
Operating expenses	48,613	19,724	8,829	8,633	2,261
Year on year (%)	103.0	121.2	115.4	131.8	109.0
Operating income (loss)	1,968	6,331	2,958	3,449	(75)
Year on year (%)	171.5	158.8	129.5	204.4	---
Operating income margin (%)	3.9	24.3	25.1	28.5	(3.5)

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	7,129	3,885	87,653	(5,496)	82,156
Percentage of net sales (%)	8.7	4.7	106.7	(6.7)	100.0
Year on year (%)	82.5	99.9	108.0	158.7	105.7
Operating expenses	6,255	3,701	78,295	(1,515)	76,779
Year on year (%)	86.0	97.4	105.0	---	102.7
Operating income (loss)	874	183	9,358	※ (3,980)	5,377
Year on year (%)	63.8	206.4	141.9	107.9	185.2
Operating income margin (%)	12.3	4.7	---	---	6.5

※Adjustment・・・3,980 million yen of adjustment include 3,173 million yen of administrative expenses in parent company.

Also note that the amount of difference for 807 million yen is elimination of royalty income.

②Result of first quarter ended June 30, 2014 (April 1, 2014 ~ June 30, 2014)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	51,271	31,282	13,260	15,674	2,346
Percentage of net sales (%)	59.4	36.2	15.4	18.1	2.7
Year on year (%)	101.4	120.1	112.5	129.7	107.4
Operating expenses	48,693	23,697	9,875	11,399	2,423
Year on year (%)	100.2	120.1	111.8	132.0	107.2
Operating income (loss)	2,578	7,584	3,385	4,275	(76)
Year on year (%)	131.0	119.8	114.4	124.0	---
Operating income margin (%)	5.0	24.2	25.5	27.3	(3.3)

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	5,906	3,644	92,104	(5,724)	86,379
Percentage of net sales (%)	6.8	4.2	106.6	(6.6)	100.0
Year on year (%)	82.8	93.8	105.1	104.1	105.1
Operating expenses	6,106	3,568	82,065	(1,589)	80,476
Year on year (%)	97.6	96.4	104.8	---	104.8
Operating income (loss)	(200)	75	10,038	※ (4,135)	5,903
Year on year (%)	---	41.3	107.3	103.9	109.8
Operating income margin (%)	(3.4)	2.1	---	---	6.8

※Adjustment・・・4,135 million yen of adjustment include 3,228million yen of administrative expenses in parent company.

Also note that the amount of difference for 907million yen is elimination of royalty income.

〈Reference〉

Result of first quarter ended June 30, 2014 (using exchange rate of the average 2013.(Jan. -Mar. 2013))

Result of first quarter ended June 30, 2014 (estimate)

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	51,271	29,873	13,098	14,759	2,015
Percentage of net sales (%)	60.3	35.2	15.4	17.4	2.4
Year on year (%)	101.4	114.7	111.1	122.2	92.2
Operating expenses	48,693	22,708	9,803	10,809	2,094
Year on year (%)	100.2	115.1	111.0	125.2	92.6
Operating income (loss)	2,578	7,164	3,294	3,950	(79)
Year on year (%)	131.0	113.2	111.4	114.5	---
Operating income margin (%)	5.0	24.0	25.2	26.8	(4.0)

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	5,906	3,644	90,695	(5,724)	84,971
Percentage of net sales (%)	6.9	4.3	106.7	(6.7)	100.0
Year on year (%)	82.8	93.8	103.5	104.1	103.4
Operating expenses	6,106	3,568	81,076	(1,589)	79,487
Year on year (%)	97.6	96.4	103.6	---	103.5
Operating income (loss)	(200)	75	9,619	※ (4,135)	5,483
Year on year (%)	---	41.3	102.8	103.9	102.0
Operating income margin (%)	(3.4)	2.1	---	---	6.5

※Adjustment・・・4,135 million yen of adjustment include 3,228million yen of administrative expenses in parent company.

Also note that the amount of difference for 907million yen is elimination of royalty income.

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

(Unit:Thousands of bottles/day. %)

	Consolidation Classification	1Q of FY 2015 (From January to March, 2014)		Preliminary figure (From January to June, 2014)	
		Sales quantity	Year on year (%)	Sales quantity	Year on year (%)
Taiwan	Equity method	660	89.2	791	90.6
Hong Kong	Consolidated	524	104.1	602	110.2
Thailand ※1	Equity method	2,015	99.1	2,035	100.2
Korea	Equity method	3,752	96.4	3,999	92.0
Philippines ※7	Equity method	1,754	116.9	1,840	117.4
Singapore	Consolidated	223	103.4	230	102.1
Indonesia	Consolidated	3,233	109.3	3,577	114.0
Australia	Consolidated	224	113.9	217	112.0
Malaysia	Consolidated	241	107.8	251	106.9
Vietnam	Consolidated	152	110.4	174	113.0
India ※2	Consolidated	112	126.1	120	128.3
Guangzhou	Consolidated	1,494	108.6	1,819	120.9
Shanghai	Consolidated	417	113.3	510	114.9
Beijing	Consolidated	288	120.5	289	116.5
China ※3 ※5	Consolidated	1,612	158.7	1,821	148.3
China total		3,811	127.1	4,439	129.6
Asia and Oceania total		16,701	107.8	18,277	108.6
(Consolidated subsidiaries company Total)		8,520	116.4	9,611	120.0
Brazil	Consolidated	2,205	111.3	2,087	107.9
Mexico	Consolidated	3,455	102.6	3,467	100.1
USA ※4	Consolidated	182	100.9	188	102.1
The Americas total		5,842	105.7	5,742	102.8
Netherlands	Consolidated	179	84.2	178	87.7
Belgium ※6	Consolidated	71	102.1	68	101.9
United Kingdom	Consolidated	196	94.0	190	93.7
Germany	Consolidated	87	89.6	80	92.5
Austria	Consolidated	18	98.2	15	93.3
Italy	Consolidated	86	106.5	85	102.9
Europe total		636	92.8	615	93.7
Total		23,179	106.8	24,634	106.8
(Consolidated subsidiaries company Total)		14,999	110.8	15,969	112.1

<Accounting period: From January to December>

※1: Thailand : Accounting date:31 May

※2: India: Accounting date: 31 March

※3: 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, Changsha city, Nanchang city, Changchun city, Chengdu city, Chongqing city, Zhengzhou city, Shijiazhuang city and neighboring cities.(excluding Guangdong, Hainan, Shanghai and Beijing city).

※4: USA:Started production at California Plant from 16 May, 2014.

※5: China:Started production at second production facility in Tianjin from 16 June, 2014.

※6: Belgium: Started sales of "Yakult Plus" from 12 May, 2014.

※7: Philippines: Started sales of "Yakult Light" from 16 June, 2014.

(Reference) Non-Consolidated

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

1. Breakdown of Statements of Income

(Millions of yen)

	1Q of FY 2014 (April 1, 2013 ~ June 30, 2013)		1Q of FY 2015 (April 1, 2014 ~ June 30, 2014)	
	Results	Year on year(%)	Results	Year on year(%)
Net sales	44,507	101.8	43,734	98.3
Operating income	(709)	---	(1,025)	---
Ordinary income	1,748	388.4	1,877	107.3
Net income	1,458	---	1,488	102.0

2. Sales breakdown

(1) Sales by Product Category

(Millions of yen)

	1Q of FY 2014 (April 1, 2013 ~ June 30, 2013)		1Q of FY 2015 (April 1, 2014 ~ June 30, 2014)	
	Results	Year on year(%)	Results	Year on year(%)
Dairy Products	20,167	100.4	20,352	100.9
Juices and Other Beverages	9,348	96.6	8,552	91.5
Subtotal	29,516	99.2	28,904	97.9
Cosmetics	1,653	103.3	1,568	94.9
Pharmaceuticals	7,129	82.5	5,906	82.8
Others	6,208	167.7	7,354	118.5
Total	44,507	101.8	43,734	98.3

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

(Thousands of bottles/day)

		1Q of FY 2014 (April 1, 2013 ~ June 30, 2013)		1Q of FY 2015 (April 1, 2014 ~ June 30, 2014)	
		Results	Year on year(%)	Results	Year on year(%)
Dairy Products	<i>New Yakult</i> ※1	3,182	98.5	3,037	95.4
	<i>New Yakult Calorie Half</i> ※2	193	111.9	267	138.5
	<i>Yakult Ace</i>	159	138.5	109	68.7
	<i>Yakult SHEs</i> ※3* <i>Yakult Fruity</i> ※3	48	115.6	17	35.1
	<i>Yakult Gold</i> ※4	---	---	48	---
	Total for Yakult 400 products	3,288	101.7	3,401	103.5
	<i>Yakult 400</i>	1,035	91.4	997	96.4
	<i>Yakult 400LT</i>	2,253	107.3	2,404	106.7
	Total for Yakult products	6,870	101.1	6,880	100.1
	<i>Joie (Drinkable Yoghurt)</i>	859	112.4	841	97.9
	<i>Joie (Yoghurt Cup)</i>	158	93.6	132	83.3
	<i>Mil-Mil products</i>	448	85.0	394	88.0
	<i>Sofuhl products</i> ※5	526	99.2	526	100.0
	Total for fermented milk	1,992	100.0	1,893	95.1
	<i>Others</i> ※6	253	80.9	246	97.2
Total	9,115	100.2	9,019	99.0	

※1 New Yakult (Launched in November 2013)

※2 New Yakult Calorie Half (Launched in November 2013)

※3 Yakult SHEs (Sales were stopped in October 2013), Yakult Fruity has launched in October 2013

※4 Yakult Gold (Launched in June 2014)

※5 Including Yakult Genki Yoghurt

※6 Total of BF-1, Pretio, Nyusankin soy α and Yakult Dolce

* Sales stopped

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

(Thousands of bottles)

		1Q of FY 2014 (April 1, 2013 ~ June 30, 2013)		1Q of FY 2015 (April 1, 2014 ~ June 30, 2014)	
		Results	Year on year(%)	Results	Year on year(%)
Health and functional food products	<i>Bansoreicha</i>	6,984	89.7	6,074	87.0
	<i>Toughman</i>	19,294	94.3	15,009	77.8
	<i>Kurozu Drink</i>	9,428	89.7	8,090	85.8
	Soy milk drinks	12,334	100.6	11,605	94.1
	<i>Lemorea</i>	1,776	86.7	1,481	83.4
	<i>Milougu</i>	10,225	91.5	14,007	137.0
Soft drinks	<i>Juices</i>	14,748	90.9	13,591	92.2
	<i>Kininaruyasai</i>	14,376	94.4	12,238	85.1
	<i>Coffee Time</i>	7,172	92.3	6,292	87.7
	<i>FIRE</i>	18,426	101.0	17,755	96.4
	Coffee products total	25,598	98.4	24,048	93.9
	<i>Gogono-kocha</i>	6,308	82.7	5,118	81.1

(4) Pharmaceuticals sales

(Millions of yen)

		1Q of FY 2014 (April 1, 2013 ~ June 30, 2013)		1Q of FY 2015 (April 1, 2014 ~ June 30, 2014)	
		Results	Year on year(%)	Results	Year on year(%)
	<i>Campto</i> (Japan)	570	100.8	480	84.2
	<i>Campto</i> (Overseas)	144	40.5	---	---
	<i>Campto</i> total	715	77.5	480	67.2
	<i>Elplat</i>	4,739	76.8	3,917	82.6
	<i>Gemcitabine</i>	624	135.4	568	91.1
	Other pharmaceuticals	1,050	96.8	939	89.5
	Total	7,129	82.5	5,906	82.8

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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