



**Supplementary Materials for Financial Statements
For the Year Ended March 31, 2015**

May 12, 2015

YAKULT HONSHA CO., LTD.

Public Relations Department

Investor Relations Department

URL

<http://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 2014	As of Mar. 31 2015	Increase (Decrease)	Primary reason for change
Total Assets	519,570	579,344	59,774	
Current assets				
Cash and deposits	110,081	120,349	10,268	Increase in overseas subsidiaries
Notes and accounts receivable	57,002	55,853	(1,149)	
Inventories	29,383	31,630	2,246	
Deferred tax assets	5,800	5,171	(628)	
Others	9,008	12,955	3,946	
Fixed assets				
Tangible fixed assets				
Buildings and structures	71,136	88,247	17,110	Increase in overseas subsidiaries
Machineries and vehicles	38,804	52,364	13,560	Increase in overseas subsidiaries
Others	74,266	64,983	(9,283)	
Intangible fixed assets	6,089	6,482	392	
Investments and other assets				
Investment securities	108,704	131,558	22,854	Increase in parent company
Deferred tax assets	2,756	2,636	(119)	
Others	6,536	7,112	575	
Total Liabilities	211,537	217,131	5,594	
Current liabilities				
Notes and accounts payable	24,991	23,718	(1,273)	
Short-term loans	33,489	42,298	8,808	
Others	50,440	49,705	(735)	
Fixed liabilities				
Long-term loans	70,157	69,220	(937)	
Net defined benefit liability	18,651	7,480	(11,170)	
Others	13,805	24,708	10,903	
Total Net Assets	308,033	362,212	54,179	
Shareholder's Equity	273,769	299,999	26,230	
Accumulated other comprehensive income	1,060	25,014	23,953	
Minority Interests	33,203	37,199	3,995	

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

(Millions of yen)

	Previous period (2013.4~ 2014.3)	Current period (2014.4~ 2015.3)	Increase (Decrease)		Primary reason for change	Revised Forecasts※ (2014.4~2015.3)
			Amount	%		
Net sales	350,322	367,980	17,658	5.0	FX impact 6,420	370,000
(Sales by segments)						
Food and beverages (Japan)	200,471	197,250	(3,220)			
Food and beverages (Overseas)	118,865	142,711	23,846			
Pharmaceuticals	35,324	32,560	(2,763)			
Others	18,042	17,789	(253)			
Adjustment	(22,382)	(22,332)	50			
Cost of sales	156,331	164,990	8,658	5.5		
Gross profit	193,990	202,990	8,999	4.6		
Gross profit margin (%)	55.4	55.2	(0.2)			
Selling, general and administrative expenses	161,964	168,092	6,127	3.8		
Selling expenses	73,322	76,240	2,918			
General and administrative expenses	88,642	91,851	3,209			
Operating income	32,026	34,898	2,872	9.0	FX impact 1,649	34,500
Operating income margin (%)	9.1	9.5	0.4			
(Operating income by segments)						
Food and beverages (Japan)	9,783	11,622	1,839			
Food and beverages (Overseas)	27,869	33,011	5,142			
Pharmaceuticals	8,550	5,842	(2,707)			
Others	1,326	669	(656)			
Adjustment	(15,503)	(16,249)	(745)			
{include corporate expenses}	{(12,354)}	{(11,984)}	{370}			
Non-operating income	9,623	12,401	2,778	28.9		
Interest income	2,272	2,660	388			
Dividend income	1,172	1,343	171			
Investment gains on the equity method	2,839	3,305	466			
Others	3,339	5,091	1,752			
Non-operating expenses	2,113	1,691	(422)	(20.0)		
Interest expenses	756	808	51			
Others	1,356	882	(474)			
Ordinary income	39,535	45,608	6,073	15.4	FX impact 2,133	42,000
Ratio of ordinary income to net sales (%)	11.3	12.4	1.1			
Extraordinary gain	1,346	600	(746)	(55.4)		
Extraordinary loss	1,424	1,091	(333)	(23.4)		
Income before income taxes and minority interests	39,458	45,117	5,659	14.3		
Income taxes	12,388	14,591	2,203			
Minority interests	4,526	5,470	944			
Net income	22,543	25,056	2,512	11.1	FX impact 1,513	24,000
Ratio of net income to net sales (%)	6.4	6.8	0.4			

※ Revised Financial forecasts announced on November 7, 2014

3. Performance Overview

(1) Breakdown of Statements of Income

(Millions of yen)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Fiscal year ending March 31, 2016	
	Performance	Year on year (%)	Performance	Year on year (%)	Forecast	Year on year (%)
Net sales	350,322	109.8	367,980	105.0	395,000	107.3
Operating income	32,026	138.8	34,898	109.0	39,000	111.8
Ordinary income	39,535	134.4	45,608	115.4	47,500	104.1
Net income	22,543	137.6	25,056	111.1	27,500	109.8

(2) Ratios of Consolidated to Non-consolidated Results

(Times)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Fiscal year ending March 31, 2016	
	Performance		Performance		Forecast	
Net sales	1.93		2.09		2.16	
Operating income	7.91		7.23		7.80	
Ordinary income	3.07		2.96		3.06	
Net income	2.29		2.23		2.29	

(3) Breakdown of Gains on Equity Method

(Millions of yen)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Fiscal year ending March 31, 2016	
	Performance	Year on year (%)	Performance	Year on year (%)	Forecast	Year on year (%)
Gain on Equity Method	2,839	133.3	3,305	116.4	3,200	96.8

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

(Millions of yen)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Fiscal year ending March 31, 2016	
	Performance	Year on year (%)	Performance	Year on year (%)	Forecast	Year on year (%)
Advertising expenses	12,341	113.8	12,805	103.8	—	—
Sales promotion expenses	8,610	111.5	8,215	95.4	—	—
Freight	11,079	111.8	11,489	103.7	—	—
Employee's salaries	33,035	110.3	35,207	106.6	—	—
Depreciation	5,205	99.8	5,302	101.9	—	—
Research and Development cost	11,127	103.8	12,097	108.7	—	—

(5)Capital investments, Depreciation and amortization, Research and development costs

(Millions of yen)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Fiscal year ending March 31, 2016	
	Performance	Year on year (%)	Performance	Year on year (%)	Forecast	Year on year (%)
Capital investments	50,163	149.4	40,370	80.5	34,000	84.2
Depreciation and amortization	20,077	103.3	22,793	113.5	25,700	112.8
Research and development costs	11,165	103.8	12,134	108.7	12,837	105.8

Breakdown of investment

	Fiscal year ended March 31, 2015		Fiscal year ending March 31, 2016	
Capital investments	Investment in Parent company	10.2billion yen	Investment in Parent company	13.4billion yen
	Investment in Plants(subsidiaries)	10.8billion yen	Investment in Plants(subsidiaries)	1.1billion yen
	Investment in Overseas subsidiaries	17.3billion yen	Investment in Overseas subsidiaries	19.0billion yen
Research and development costs	Food and beverages	5.7billion yen	Food and beverages	6.5billion yen
	Pharmaceuticals	5.6billion yen	Pharmaceuticals	5.5billion yen
	Others	0.7billion yen	Others	0.7billion yen

〈Reference〉 Consolidated Statements of Cash Flows Overview

(Millions of yen)

	Previous period (2013.4~2014.3)	Current period (2014.4~2015.3)	Increase (Decrease) Amount
Cash flows from operating activities	48,579	55,407	6,827
Cash flows from investing activities	(49,945)	(50,066)	(121)
Cash flows from financing activities	3,505	(1,634)	(5,140)
Foreign currency translation adjustments on cash and cash equivalents	10,710	4,277	(6,432)
Net increase (decrease) in cash and cash equivalents	12,850	7,983	(4,867)
Beginning balance of cash and cash equivalents	82,773	95,623	12,850
Increase (decrease) in cash and cash equivalents resulting from change of scope of consolidation	—	(204)	(204)
Ending balance of cash and cash equivalents	95,623	103,402	7,778

4. Segment Information

(1) Annual Results

① Results of the fiscal year ended March 31, 2014

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	200,471	118,865	49,247	60,986	8,632
Percentage of net sales (%)	57.2	33.9	14.0	17.4	2.5
Year on year (%)	104.5	135.8	126.9	147.8	115.5
Operating expenses	190,688	90,996	37,792	44,232	8,971
Year on year (%)	104.6	131.9	125.3	139.7	124.7
Operating income (loss)	9,783	27,869	11,454	16,753	(339)
Year on year (%)	102.5	150.3	132.2	174.6	---
Operating income margin (%)	4.9	23.4	23.3	27.5	(3.9)

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	35,324	18,042	372,704	(22,382)	350,322
Percentage of net sales (%)	10.1	5.2	106.4	(6.4)	100.0
Year on year (%)	95.3	103.5	111.6	152.1	109.8
Operating expenses	26,773	16,716	325,175	(6,879)	318,296
Year on year (%)	95.3	99.9	109.8	---	107.5
Operating income (loss)	8,550	1,326	47,529	※ (15,503)	32,026
Year on year (%)	95.2	187.6	125.8	105.4	138.8
Operating income margin (%)	24.2	7.4	---	---	9.1

※Adjustment・・・ 15,503 million yen of adjustment includes 12,354 million yen of administrative expenses in parent company.
Also note that the amount of difference of 3,148 million yen is elimination of royalty income.

② Results of the fiscal year ended March 31, 2015

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	197,250	142,711	54,643	79,176	8,891
Percentage of net sales (%)	53.6	38.8	14.9	21.5	2.4
Year on year (%)	98.4	120.1	111.0	129.8	103.0
Operating expenses	185,628	109,699	41,845	58,780	9,074
Year on year (%)	97.3	120.6	110.7	132.9	101.1
Operating income (loss)	11,622	33,011	12,798	20,396	(182)
Year on year (%)	118.8	118.5	111.7	121.7	---
Operating income margin (%)	5.9	23.1	23.4	25.8	(2.1)

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	32,560	17,789	390,312	(22,332)	367,980
Percentage of net sales (%)	8.9	4.8	106.1	(6.1)	100.0
Year on year (%)	92.2	98.6	104.7	99.8	105.0
Operating expenses	26,717	17,119	339,165	(6,083)	333,082
Year on year (%)	99.8	102.4	104.3	88.4	104.6
Operating income (loss)	5,842	669	51,147	※ (16,249)	34,898
Year on year (%)	68.3	50.5	107.6	104.8	109.0
Operating income margin (%)	17.9	3.8	---	---	9.5

※Adjustment・・・ 16,249 million yen of adjustment includes 11,984 million yen of administrative expenses in parent company.
Also note that the amount of difference of 4,264 million yen is elimination of royalty income.

〈Reference〉

In case of applying previous year's rate (Average rate for Jan.-Dec. 2013)

Results of the fiscal year ended March 31, 2015

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	197,250	136,290	53,117	75,057	8,116
Percentage of net sales (%)	54.6	37.7	14.7	20.8	2.2
Year on year (%)	98.4	114.7	107.9	123.1	94.0
Operating expenses	185,628	104,928	40,733	55,822	8,371
Year on year (%)	97.3	115.3	107.8	126.2	93.3
Operating income (loss)	11,622	31,362	12,383	19,234	(255)
Year on year (%)	118.8	112.5	108.1	114.8	---
Operating income margin (%)	5.9	23.0	23.3	25.6	Δ 3.1

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	32,560	17,789	383,891	(22,332)	361,559
Percentage of net sales (%)	9.0	4.9	106.2	(6.2)	100.0
Year on year (%)	92.2	98.6	103.0	99.8	103.2
Operating expenses	26,717	17,119	334,393	(6,083)	328,310
Year on year (%)	99.8	102.4	102.8	88.4	103.1
Operating income (loss)	5,842	669	49,497	※ (16,249)	33,248
Year on year (%)	68.3	50.5	104.1	104.8	103.8
Operating income margin (%)	17.9	3.8	---	---	9.2

※Adjustment・・・16,249 million yen of adjustment includes 11,984 million yen of administrative expenses in parent company.
Also note that the amount of difference of 4,264 million yen is elimination of royalty income.

(2) Annual Forecast

Forecasts for the Fiscal year ending March 31, 2016

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	199,000	160,000	57,500	93,900	8,600
Percentage of net sales (%)	50.4	40.5	14.6	23.8	2.1
Year on year (%)	100.9	112.1	105.2	118.6	96.7
Operating expenses	188,100	123,500	44,500	70,500	8,500
Year on year (%)	101.3	112.6	106.3	119.9	93.7
Operating income (loss)	10,900	36,500	13,000	23,400	100
Year on year (%)	93.8	110.6	101.6	114.7	---
Operating income margin (%)	5.5	22.8	22.6	24.9	1.2

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	39,000	18,500	416,500	(21,500)	395,000
Percentage of net sales (%)	9.8	4.7	105.4	(5.4)	100.0
Year on year (%)	119.8	104.0	106.7	96.3	107.3
Operating expenses	30,800	18,500	360,900	(4,900)	356,000
Year on year (%)	115.3	108.1	106.4	80.6	106.9
Operating income (loss)	8,200	0	55,600	※ (16,600)	39,000
Year on year (%)	140.3	---	108.7	102.2	111.8
Operating income margin (%)	21.0	---	---	---	9.9

※Adjustment・・・16,600 million yen of adjustment includes 11,900 million yen of administrative expenses in parent company.
Also note that the amount of difference of 4,700 million yen is elimination of royalty income.

〈Reference〉

In case of applying current year's rate (Average rate for Jan.-Dec. 2014)

Forecasts for the Fiscal year ending March 31, 2016

(Millions of yen)

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	199,000	154,900	59,200	86,900	8,800
Percentage of net sales (%)	51.1	39.7	15.2	22.3	2.2
Year on year (%)	100.9	108.5	108.3	109.8	99.0
Operating expenses	188,100	119,900	45,800	65,300	8,800
Year on year (%)	101.3	109.3	109.5	111.1	97.0
Operating income (loss)	10,900	35,000	13,400	21,600	0
Year on year (%)	93.8	106.0	104.7	105.9	---
Operating income margin (%)	5.5	22.6	22.6	24.9	---

	Pharmaceuticals	Others	Total	Adjustment	Consolidated
Net sales	39,000	18,500	411,400	(21,500)	389,900
Percentage of net sales (%)	10.0	4.7	105.5	(5.5)	100.0
Year on year (%)	119.8	104.0	105.4	96.3	106.0
Operating expenses	30,800	18,500	357,300	(4,900)	352,400
Year on year (%)	115.3	108.1	105.3	80.6	105.8
Operating income (loss)	8,200	0	54,100	※ (16,600)	37,500
Year on year (%)	140.3	---	105.8	102.2	107.5
Operating income margin (%)	21.0	---	---	---	9.6

※Adjustment・・・ 16,600 million yen of adjustment includes 11,900 million yen of administrative expenses in parent company.
Also note that the amount of difference of 4,700 million yen is elimination of royalty income.

5. Overview of overseas companies

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

[Performance from January to December, 2014]

(Dec 31 2014)

	Consolidation Classification	Results of the Fiscal year ended Dec. 2014		Started Business	Share Holding (%)	Currency Unit	Exchange rate ※1		
		Sales quantity (Thousands of bottles/day)	Year on year (%)				Average Jan. ~ Dec. 2013	Average Jan. ~ Dec. 2014	Average Jan. ~ Mar. 2015
Taiwan	Equity method	836	93.7	Mar 1964	25.00	NT\$	3.30	3.51	3.80
Hong Kong	Consolidated	637	109.6	Jun 1969	80.00	HK\$	12.63	13.73	15.38
Thailand	Equity method	2,050	100.7	Jun 1971	25.29	B	2.85	3.14	3.19
Korea	Equity method	3,816	88.9	Aug 1971	38.30	W	0.0896	0.1012	0.1083
Philippines	Equity method	1,877	117.7	Oct 1978	40.00	P	2.30	2.40	2.70
Singapore	Consolidated	237	105.7	Jul 1979	100.00	S\$	78.18	83.85	87.58
Indonesia	Consolidated	3,824	120.4	Jan 1991	100.00	Rp	0.0094	0.0090	0.0093
Australia	Consolidated	219	109.5	Feb 1994	100.00	A\$	93.78	95.51	92.48
Malaysia	Consolidated	272	114.0	Feb 2004	100.00	MYR	30.94	32.45	32.73
Vietnam	Consolidated	179	119.1	Sep 2007	80.00	VND	0.0047	0.0050	0.0056
India	Consolidated	128	125.9	Jan 2008	50.00	INR	1.67	1.75	1.94
Guangzhou	Consolidated	2,099	133.5	Jun 2002	95.00	RMB	15.87	17.27	19.09
Shanghai	Consolidated	529	106.4	May 2005	100.00	RMB	15.87	17.27	19.09
Beijing	Consolidated	291	110.5	Jun 2006	100.00	RMB	15.87	17.27	19.09
China	Consolidated	1,917	130.5	Apr2007	100.00	RMB	15.87	17.27	19.09
China total		4,836	127.2						
Asia and Oceania total (Consolidated subsidiary company Total)		18,909 10,331	109.4 121.9	Marketing Population in 2014: 1,070,636 thousand people、Population ratio 1.77%					
Brazil	Consolidated	2,073	105.8	Oct 1968	51.42	R	45.20	45.13	41.12
Mexico	Consolidated	3,392	101.0	Oct 1981	61.21	NP	7.63	7.97	7.95
USA	Consolidated	198	108.7	Oct 1999	100.00	US\$	97.99	106.45	119.26
The Americas total		5,662	102.9	Marketing Population in 2014: 264,745 thousand people、Population ratio 2.14%					
Netherlands	Consolidated	173	92.1	Apr 1994	100.00	EUR	130.53	140.31	132.66
Belgium	Consolidated	66	102.4	Apr 1995	100.00	EUR	130.53	140.31	132.66
United Kingdom	Consolidated	185	95.2	Apr 1996	100.00	£	153.56	174.81	180.15
Germany	Consolidated	78	94.6	Apr 1996	100.00	EUR	130.53	140.31	132.66
Austria	Consolidated	13	89.7	Dec 2005	100.00	EUR	130.53	140.31	132.66
Italy	Consolidated	81	99.2	Feb 2007	100.00	EUR	130.53	140.31	132.66
Europe total		597	95.3	Marketing Population in 2014: 264,777 thousand people、Population ratio 0.23%					
Total (Consolidated subsidiary company Total)		25,168 16,590	107.5 113.6	Marketing Population in 2014: 1,600,158 thousand people、Population ratio 1.57%					

※1 Exchange Rate : Average Jan. ~ Mar. 2015 : used for Forecasts for the Fiscal year ending Mar. 2016
Average Jan. ~ Dec. 2014 : used for the results of the Fiscal year ended Mar. 2015
Average Jan. ~ Dec. 2013 : used for the results of the Fiscal year ended Mar. 2014

(2)Yakult Ladies by Area and Percentage of Sales by Channel (Excluding Japan)

(Unit: people)

(Unit: %)

	Number of Yakult Ladies
Asia and Oceania	29,554
The Americas	13,874
Europe	---
Total	43,428

(As of the end of December 2014)

	Percentage of Sales by Channel (Volume)	
	Yakult Ladies	Stores
Asia and Oceania	50.3	49.7
The Americas	45.9	54.1
Europe	---	100.0
Total	48.1	51.9

(From January to December 2014)

(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
Switzerland	
Spain	
Ireland	Yakult UK
Marta	Yakult Italia

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

* HACCP、ISO9001、ISO14001・・・Refer to page19

Non-Consolidated

1. Major Increases (Decreases) in Nonconsolidated Balance Sheet

(Millions of yen)

	As of Mar. 31 2014	As of Mar. 31 2015	Increase (Decrease)	Primary reason for change
Total Assets	314,469	325,735	11,266	
Current assets				
Cash and deposits	11,496	8,563	(2,933)	
Accounts receivable	47,681	42,526	(5,154)	
Inventories	17,617	17,317	(300)	
Others	9,453	9,652	199	
Fixed assets				
Tangible fixed assets				
Buildings	39,568	37,820	(1,748)	
Machinery and equipment	16,306	15,218	(1,088)	
Others	28,777	30,580	1,803	
Intangible fixed assets	4,804	4,126	(678)	
Investments and other assets				
Investment securities	60,901	78,401	17,499	Rise of a stock price
Investment to affiliates	80,880	85,855	4,974	
Others	(3,019)	(4,326)	(1,307)	
Total Liabilities	169,091	158,187	(10,903)	
Current liabilities				
Accounts payable	17,985	17,141	(844)	
Short-term loans	32,351	37,350	4,999	
Other account payable	9,817	4,848	(4,968)	
Others	25,610	23,126	(2,483)	
Fixed liabilities				
Long-term loans	67,504	62,503	(5,000)	
Liability for retirement benefits	11,457	1,631	(9,825)	Accounting standards revision
Others	4,364	11,584	7,219	
Total Net Assets	145,377	167,547	22,170	

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

(Millions of yen)

	Previous period (2013.4~2014.3)	Current period (2014.4~2015.3)	Increase (Decrease)		Primary reason for change	Revised Forecasts ※ (2014.4~2015.3)
			Amount	%		
Net sales	181,826	176,391	(5,434)	(3.0)		181,000
(Breakdown)						
Dairy products	79,891	79,990	99	0.1	Decrease of Soft drinks	
Juices and other beverages etc.	34,790	31,462	(3,327)	(9.6)		
Cosmetics	6,557	6,378	(179)	(2.7)	Decrease of Elplat	
Pharmaceuticals	35,324	32,560	(2,763)	(7.8)		
Others	25,261	25,998	737	2.9		
Cost of sales	113,709	109,657	(4,051)	(3.6)		
Gross profit	68,116	66,733	(1,382)	(2.0)		
Gross profit margin (%)	37.46	37.83	0.37			
Selling, general and administrative expenses	64,070	61,907	(2,162)	(3.4)		
Advertising expenses	6,618	6,663	44	0.7		
Sales promotion expenses	5,765	5,222	(542)	(9.4)		
Transportation expenses	6,060	5,838	(222)	(3.7)		
Personnel expenses	21,921	22,027	105	0.5		
Depreciation and amortization	3,662	5,252	1,590	43.4		
Investigation research expense	4,516	3,534	(982)	(21.7)		
Others	15,524	13,369	(2,155)	(13.9)		
Operating income	4,046	4,826	779	19.3		4,500
Operating income margin (%)	2.23	2.74	0.51			
Non-operating incomes	10,278	11,391	1,112	10.8		
Dividend income	8,351	9,329	978	11.7		
Others	1,926	2,061	134	7.0		
Non-operating expenses	1,434	810	(624)	(43.5)		
Ordinary income	12,889	15,407	2,517	19.5		13,000
Ratio of ordinary income to net sales (%)	7.09	8.73	1.64			
Extraordinary gains	1,131	4	(1,126)	(99.6)		
Gain on sale of fixed assets	1,127	4	(1,123)	(99.6)		
Others	3	—	(3)	(100.0)		
Extraordinary losses	1,474	1,566	92	6.3		
Loss on valuation of investments securities	—	—	0	#DIV/0!		
Provision for investment loss	749	1,062	313	41.8		
Others	725	504	(220)	(30.5)		
Income before income taxes	12,546	13,844	1,298	10.3		
Corporate income, inhabitant and business taxes	2,687	2,585	(102)	(3.8)		
Net income	9,859	11,259	1,400	14.2		10,000
Ratio of net income to net sales (%)	5.42	6.38	0.96			

※ Financial forecasts announced on November 7, 2014

3. Performance Overview

(1) Breakdown of Statements of Income

(Millions of yen)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Fiscal year ending March 31, 2016	
	Performance	Year on year (%)	Performance	Year on year (%)	Forecast	Year on year (%)
Net sales	181,826	104.0	176,391	97.0	182,500	103.5
Operating income	4,046	100.5	4,826	119.3	5,000	103.6
Ordinary income	12,889	87.4	15,407	119.5	15,500	100.6
Net income	9,859	92.7	11,259	114.2	12,000	106.6

(2) Sales by Product Category

(Millions of yen)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Fiscal year ending March 31, 2016	
	Performance	Year on year (%)	Performance	Year on year (%)	Forecast	Year on year (%)
Dairy products	79,891	101.0	79,990	100.1	83,000	103.8
Juices and other beverages etc.	34,790	97.5	31,462	90.4	31,000	98.5
Subtotal	114,682	99.9	111,453	97.2	114,000	102.3
Cosmetics	6,557	102.6	6,378	97.3	6,500	101.9
Pharmaceuticals	35,324	95.3	32,560	92.2	39,000	119.8
Others	25,261	151.6	25,998	102.9	23,000	88.5
Total	181,826	104.0	176,391	97.0	182,500	103.5

(3) Cost to Net sales Ratio

(%)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Fiscal year ending March 31, 2016	
	Performance	Increase (Decrease)	Performance	Increase (Decrease)	Forecast	Increase (Decrease)
Cost to Net sales ratio	62.54	0.69	62.17	(0.37)	61.28	(0.89)

(4) Capital investments, Depreciation and amortization

(Millions of yen)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Fiscal year ending March 31, 2016	
	Performance	Year on year (%)	Performance	Year on year (%)	Forecast	Year on year (%)
Capital investments	20,928	112.7	10,201	48.7	13,400	131.4
Depreciation and amortization	11,726	102.7	12,604	107.5	12,370	98.1

Breakdown of Capital investments

	Fiscal year ended March 31, 2015	Fiscal year ending March 31, 2016
Capital investments	Investment in domestic plants : 3.8billion yen Central institute : 3.8billion yen	Investment in domestic plants : 5.7billion yen Central institute : 3.7billion yen

4. Breakdown of Sales

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

(Thousands of bottles/day)

		Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Fiscal year ending March 31, 2016	
		Performance	Year on year (%)	Performance	Year on year (%)	Forecast	Year on year (%)
Dairy Products	<i>New Yakult</i> (Including <i>New Yakult Calorie Half</i>) ※1	3,319	101.0	3,185	96.0	3,263	102.5
	<i>Yakult 400 products</i>	3,315	103.8	3,349	101.0	3,480	103.9
	Other <i>Yakult products</i> ※2	161	109.9	187	116.6	177	94.5
	Total for Yakult products	6,795	102.5	6,721	98.9	6,920	103.0
	<i>Joie</i> (Including <i>Joie</i> (Yoghurt Cup))	983	100.6	936	95.2	954	102.0
	<i>Mil-Mil products</i>	422	87.8	399	94.4	399	100.0
	<i>Sofuhl products</i>	521	101.0	514	98.7	491	95.4
	Total for fermented milk	1,926	97.6	1,849	96.0	1,844	99.7
	Others ※3	239	87.1	243	101.9	256	105.3
	Total	8,960	100.9	8,813	98.4	9,020	102.4

※1 New Yakult, New Yakult Calories Half
(Launched in November 2013)

※2 Total of Yakult Ace, Yakult SHEs, Yakult Fruity and Yakult Gold
Yakult SHEs (Sales were stopped in September 2013), Yakult Fruity (Launched in September 2013),
Yakult Gold (Launched in June 2014).

※3 Total of BF-1, Pretio, Nyusankin soy α, Yakult Dolce and Cup de Yakult.

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

(Thousands of bottles)

		Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Fiscal year ending March 31, 2016	
		Performance	Year on year (%)	Performance	Year on year (%)	Forecast	Year on year (%)
Health and functional food products	Bansoreicha	27,171	92.9	23,439	86.3	22,856	97.5
	Toughman	56,218	96.0	47,315	84.2	50,374	106.5
	Kurozu Drink	35,756	88.1	31,332	87.6	30,644	97.8
	Soy milk drinks	46,479	99.2	44,347	95.4	43,081	97.1
	Lemorea	6,022	86.7	5,188	86.1	4,588	88.4
	Milougu	37,437	101.9	38,346	102.4	39,294	102.5
Soft drinks	<i>Juices</i>	57,859	93.0	52,483	90.7	54,041	103.0
	<i>Kininaruyasai</i>	51,940	93.5	44,652	86.0	43,704	97.9
	<i>Coffee Time</i>	26,604	92.1	23,618	88.8	22,359	94.7
	<i>FIRE</i>	77,807	105.6	71,133	91.4	76,692	107.8

(3) Percentage of Sales by Channel (April 1, 2014 to March 31, 2015)

(%)

	Dairy products (Volume base)		Juices and other beverages (money base)		
	Percentage of sales	Year on year	Percentage of sales		Year on year
Yakult Ladies	57.2	98.0	39.0		91.7
Stores, Vending machines	42.8	98.8	61.0	Vending machines 79.9	93.1
				Stores and Others 20.1	

※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) (%)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015	
	Percentage of sales	Year on year (%)	Percentage of sales	Year on year (%)
Supermarkets	39.1	105.7	40.9	103.5
Convenience stores	3.8	102.6	4.1	104.3
Offices (Vending machines)	15.6	98.4	14.7	93.0
Medical centers	10.6	101.4	10.5	97.9

② Number of vending machine

	As of Mar. 31, 2014	As of Mar. 31, 2015	As of Mar. 31, 2016
Number of vending machine	54,658 (16,001)	53,275 (17,688)	55,000 (20,000)

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

(4) Pharmaceuticals sales

(Millions of yen)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Fiscal year ending March 31, 2016	
	Performance	Year on year (%)	Performance	Year on year (%)	Forecast	Year on year (%)
<i>Campto</i> (Japan)	2,109	97.4	1,695	80.4	1,800	106.2
<i>Campto</i> (Overseas)	360	54.7	302	83.9	300	99.2
Campto total	2,469	87.5	1,997	80.9	2,100	105.1
Elplat	26,328	96.5	23,933	90.9	27,700	115.7
Gemcitabine	2,492	113.4	2,477	99.4	2,750	111.0
Other pharmaceuticals	4,033	84.5	4,152	102.9	6,450	155.3
Total	35,324	95.3	32,560	92.2	39,000	119.8

5. Breakdown of Selling, General and Administrative Expenses

(Millions of yen)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Fiscal year ending March 31, 2016	
	Performance	Year on year (%)	Performance	Year on year (%)	Forecast	Year on year (%)
Advertising expenses	6,618	98.3	6,663	100.7	7,419	111.3
Sales promotion expenses	5,765	105.9	5,222	90.6	7,740	148.2
Sub-total	12,384	101.7	11,886	96.0	15,159	127.5
Transportation expenses	6,060	100.6	5,838	96.3	6,059	103.8
Personnel expenses	21,921	98.1	22,027	100.5	22,067	100.2
Depreciation and amortization	3,662	102.4	5,252	143.4	5,227	99.5
Investigation research expense	4,516	97.5	3,534	78.3	3,612	102.2
Others	15,524	111.5	13,369	86.1	13,547	101.3
Total	64,070	102.2	61,907	96.6	65,671	106.1

6. Breakdown of retirement benefit expenses

(Millions of yen)

	Fiscal year ended March 31, 2014		Fiscal year ended March 31, 2015		Fiscal year ending March 31, 2016	
	Performance	Year on year (%)	Performance	Year on year (%)	Forecast	Year on year (%)
Cost of production	449	73.2	403	89.8	394	97.5
General administrative expenses	2,190	78.6	1,983	90.6	1,815	91.5
Total	2,640	77.6	2,387	90.4	2,208	92.5

7. Head Office Employees

(people)

	September 30, 2014	March 31, 2015
Number of full-time employees	2,979	2,913
Medical Representatives	191	183

Both 327 seconded staffs and 147 non-regular employees are included in the number of Sep. 30, 2014.

Both 317 seconded staffs and 143 non-regular employees are included in the number of Mar. 31, 2015.

8. Domestic Sales Companies

(March 31, 2015)

Number of Yakult sales company	Consolidated subsidiaries	Comments
104	15	Subsidiaries of Yakult Miyagi Chuo Sales Co. Ltd., Yakult Tokyo Sales Co., Ltd., Yakult Tokai Co., Ltd., Yakult Hokuriku Co., Ltd. and Yakult Sanyo Co., Ltd., total sum of 9 companies are not included

9. Sales Personnel by Department

(people)

	September 30, 2014	March 31, 2015
Yakult Ladies	38,487	37,597
Yakult Beauty Advisors	5,900	6,000

Reference

(March 31, 2015)

1. Expansion of Indication and New Drug Development Pipeline

(1) Expansion of indication for *Elplat*

Indication	Remarks	
Gastric	Advanced/Recurrent	Approved on March, 2015
	Adjuvant (XELOX regimen)	Submitted on December 2014
	Adjuvant (SOX regimen)	Phase II completed

(2) New Drug Development Pipeline

(March 31, 2015)

Product	Indication	Licensor	Stage	Remarks
①ThermoDox Development code: YHI-801	Hepatocellular carcinoma	Celsion Corp., Inc.	Phase III	New Global Phase III by Licensor (Celsion)
②Perifosine Development code: YHI-1003	Neuroblastoma Gynecological cancer	AEterna Zentaris Inc.	Phase II	Phase I in Japan (NB) Phase II in Japan (GN)
③Resminostat Development code: YHI-1001	Hepatocellular carcinoma NSCLC Gallbladder/Pancreas	4SC AG	Phase II	Global phase I/II (HCC) Phase I/II in Japan (NSCLC) Phase I/II in Japan(Gallbladder/Pancreas)

(3) Biosimilar

Indication	Remarks
Cancer	Under planning

(4) National health insurance reimbursement information

	Since April 2014 (Yen)	As of end of March 2014 (Yen)	Revision rate (%)	Reference
<i>Campto</i> Infusion solution(40mg/Vial)	4,971	5,696	-12.7%	FOLFIRI regimen: About 46,775 Yen/treatment (once every two weeks)*
<i>Campto</i> Infusion solution (100mg/Vial)	11,254	12,693	-11.3%	
<i>Elplat</i> IV infusion solution 50mg	33,347	32,421	2.9%	FOLFOX4 regimen: About 113,211Yen/treatment mFOLFOX6 regimen: About 114,091 Yen/treatment XELOX regimen: About 163,697 Yen/treatment (FOLFOX:once every two weeks* XELOX:once every three weeks)
<i>Elplat</i> IV infusion solution 100mg	61,448	59,741	2.9%	
<i>Elplat</i> IV infusion solution 200mg	113,227	110,082	2.9%	
Calcium levofolinate for IV infusion 25mg	1,209	1,451	-16.7%	
Calcium levofolinate for IV infusion 100mg	4,284	5,007	-14.4%	

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

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

(March 31, 2015)

<Yakult Honsha Plants >

	HACCP	ISO 9001	ISO 14001	production item
Fukushima Plant	○	○	○	Concentrated <i>New Yakult</i> , Concentrated <i>New Yakult Calorie Half</i> , Concentrated <i>Yakult 400</i> , <i>Mil-Mil</i> , <i>Mil-Mil S</i> , <i>Sofuhl</i> , <i>Yakult Dolce</i>
Ibaraki Plant	○	○	○	Concentrated <i>New Yakult</i> , Concentrated <i>Yakult Ace</i> , Concentrated <i>Yakult 400LT</i> , <i>BF-1</i>
Fuji Susono Plant	○	○	○	Concentrated <i>Yakult 400LT</i> , <i>Joie</i> (Drinkable Yoghurt), <i>Pretio</i> , <i>Sofuhl</i> , <i>Joie</i> (Yoghurt Cup)
Hyogo Miki Plant	○	○	—	Concentrated <i>New Yakult</i> , Concentrated <i>Yakult Gold</i> , Concentrated <i>Yakult 400</i> , Concentrated <i>Yakult 400LT</i> , <i>Sofuhl</i> , <i>Mil-Mil</i> , <i>Mil-Mil S</i>
Saga Plant	○	○	○	Concentrated <i>New Yakult</i> , Concentrated <i>Yakult 400</i> , Concentrated <i>Yakult 400LT</i> , <i>Joie</i> (Drinkable Yoghurt), <i>Pretio</i> , <i>Mil-Mil S</i>

Shonan Cosmetics Plant	—	—	○	Cosmetics
Fuji Susono Pharmaceuticals Plant	—	—	○	Prescription drug, Active pharmaceutical ingredient for over-the-counter drugs, medical device

<Subsidiary Plants >

	HACCP	ISO 9001	ISO 14001	production item
Yakult Iwate Plant Co.,Ltd.	○	○	○	<i>New Yakult</i> , <i>New Yakult Calorie Half</i> , <i>Yakult 400</i> , <i>Yakult 400LT</i> , <i>Yakult Ace</i>
Yakult Chiba Plant Co.,Ltd.	○	○	○	<i>New Yakult</i> , <i>Yakult 400LT</i>
Yakult Aichi Plant Co.,Ltd.	○	○	○	<i>New Yakult</i> , <i>Yakult Gold</i> , <i>Yakult 400</i> , <i>Yakult 400LT</i>
Yakult Okayama Wake Plant Co.,Ltd.	—	—	—	<i>New Yakult</i> , <i>Yakult 400</i> , <i>Yakult 400LT</i>
Yakult Fukuoka Plant Co.,Ltd.	○	○	○	<i>New Yakult</i> , <i>Yakult 400</i> , <i>Yakult 400LT</i>

<Yakult Central Institute >

	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 (Analytical Science Laboratory III) acquired the ISO14001. □

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 figure)

[Performance from January to March, 2015]

(Thousands of bottles/day, %)

	Consolidation Classification	From January to March, 2015. (Preliminary figure)		Main Products	Base of production	Number of factories
		Sales quantity	Year on year			
Taiwan	Equity method	656	99.4	<i>Yakult, Yakult 300, Yakult 300Light, Joie</i>	○	1
Hong Kong	Consolidated	538	102.5	<i>Yakult, Yakult LT</i>	○	1
Thailand ※1	Equity method	2,021	100.3	<i>Yakult</i>	○	2
Korea	Equity method	3,426	91.2	<i>Yakult, Yakult Light, Yakult Ace, Yakult Ace Light, Yakult 400 Light</i>	○	4
Philippines	Equity method	2,108	120.2	<i>Yakult, Yakult Light</i>	○	1
Singapore	Consolidated	237	106.3	<i>Yakult, Yakult Ace Light</i>	○	1
Indonesia	Consolidated	3,744	115.7	<i>Yakult</i>	○	2
Australia	Consolidated	227	101.6	<i>Yakult, Yakult Light</i>	○	1
Malaysia	Consolidated	302	125.3	<i>Yakult Ace, Yakult Ace Light</i>	○	1
Vietnam	Consolidated	157	103.6	<i>Yakult</i>	○	1
India ※2	Consolidated	131	116.8	<i>Yakult</i>	○	1
Guangzhou	Consolidated	1,735	116.1	<i>Yakult</i>	○	2
Shanghai	Consolidated	415	99.4	<i>Yakult</i>	○	1
Beijing	Consolidated	298	103.5	<i>Yakult</i>	Shanghai, Tianjin	---
China ※3	Consolidated	1,765	109.4	<i>Yakult</i>	Shanghai, Tianjin	1
China total		4,212	110.5	---	---	---
Asia and Oceania total		17,758	106.3	Marketing Population: 1,180,498 thousand people Population ratio 1.5%		
(Consolidated subsidiaries company Total)		9,548	112.0			
Brazil	Consolidated	2,120	96.2	<i>Yakult, Yakult 400, Sofyl, Sofyl Light</i>	○	1
Mexico	Consolidated	3,477	100.6	<i>Yakult, Yakult40LT, Soful LT, Soful(Drink type)</i>	○	2
USA	Consolidated	213	117.6	<i>Yakult, Yakult Light</i>	○	1
The Americas total		5,810	99.5	Marketing Population: 264,745 thousand people Population ratio 2.19%		
Netherlands	Consolidated	171	95.7	<i>Yakult, Yakult Light, Yakult Plus</i>	Yakult Europe	---
Belgium	Consolidated	69	98.1	<i>Yakult, Yakult Light, Yakult Plus</i>	Yakult Europe	---
United Kingdom	Consolidated	195	99.5	<i>Yakult, Yakult Light</i>	Yakult Europe	---
Germany	Consolidated	82	94.5	<i>Yakult, Yakult Light, Yakult Plus</i>	Yakult Europe	---
Austria	Consolidated	14	78.9	<i>Yakult, Yakult Plus</i>	Yakult Europe	---
Italy	Consolidated	82	95.4	<i>Yakult, Yakult Light</i>	Yakult Europe	---
Europe total		614	96.5	Marketing Population: 266,887 thousand people Population ratio 0.23%		
Total		24,183	104.3	Marketing Population: 1,712,129 thousand people Population ratio 1.41%		
(Consolidated subsidiaries company Total)		15,972	106.5	Factory Total 25		

<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, Zhanjiang 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 and neighboring cities.(excluding Guangdong, Hainan, Shanghai and Beijing city).

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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