



**Supplementary Materials for  
Financial Statements For the first  
quarter Ended June 30, 2017  
(April 1, 2017 to June 30, 2017)**

July 28, 2017

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<br>2017 | As of Jun. 30<br>2017 | Increase<br>(Decrease) |
|--|-----------------------|-----------------------|------------------------|
| <b>Total Assets</b>                    | 585,741               | 595,889               | 10,148                 |
| <b>Current assets</b>                  |                       |                       |                        |
| Cash and deposits                      | 132,030               | 134,045               | 2,015                  |
| Notes and accounts receivable          | 54,437                | 57,152                | 2,714                  |
| Inventories                            | 28,526                | 28,537                | 11                     |
| Others                                 | 13,802                | 16,488                | 2,686                  |
| <b>Fixed assets</b>                    |                       |                       |                        |
| <b>Tangible fixed assets</b>           |                       |                       |                        |
| Buildings and structures               | 89,911                | 88,624                | (1,286)                |
| Others                                 | 108,387               | 106,432               | (1,955)                |
| <b>Intangible fixed assets</b>         | 5,464                 | 5,437                 | (26)                   |
| <b>Investments and other assets</b>    |                       |                       |                        |
| Investment securities                  | 143,822               | 149,660               | 5,838                  |
| Others                                 | 9,359                 | 9,511                 | 151                    |
| <b>Total Liabilities</b>               | 208,860               | 210,568               | 1,707                  |
| <b>Current liabilities</b>             |                       |                       |                        |
| Notes and accounts payable             | 24,618                | 26,292                | 1,674                  |
| Short-term borrowings                  | 46,670                | 46,684                | 13                     |
| Others                                 | 42,863                | 43,500                | 636                    |
| <b>Fixed liabilities</b>               |                       |                       |                        |
| Long-term borrowings                   | 57,491                | 56,076                | (1,415)                |
| Retirement benefit obligation          | 7,471                 | 7,173                 | (298)                  |
| Others                                 | 29,744                | 30,841                | 1,096                  |
| <b>Total Net Assets</b>                | 376,880               | 385,321               | 8,440                  |
| <b>Shareholder's Equity</b>            | 346,354               | 351,819               | 5,464                  |
| Accumulated other comprehensive income | (2,851)               | (800)                 | 2,051                  |
| Non-controlling interests              | 33,378                | 34,302                | 924                    |

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

(Millions of yen)

|  | 1Q of FY 2017<br>(April 1, 2016~June 30, 2016) | 1Q of FY 2018<br>(April 1, 2017~June 30, 2017) | Increase (Decrease) |        |
|--|--|--|---------------------|--------|
|  |  |  | Amount              | Ratio  |
| <b>Net sales</b>   | <b>90,617</b>                                  | <b>94,481</b>                                  | 3,864               | 4.3%   |
| (Sales by business segments)                             |  |  |                     |        |
| Food and beverages (Japan)                               | 50,543   | 51,977   | 1,434               | 2.8    |
| Food and beverages (Overseas)                            | 33,666   | 36,750   | 3,084               | 9.2    |
| Pharmaceuticals  | 7,515  | 6,698  | (817)               | (10.9) |
| Others   | 4,028  | 4,278  | 250                 | 6.2    |
| Adjustment   | (5,136)  | (5,223)  | (87)                | -      |
| <b>Cost of sales</b>                                     | <b>39,691</b>                                  | <b>39,917</b>                                  | 226                 | 0.6    |
| <b>Gross profit</b>                                      | <b>50,926</b>                                  | <b>54,564</b>                                  | 3,637               | 7.1    |
| Gross profit margin(%)                                   | 56.2   | 57.8   | 1.6                 |        |
| <b>Selling, general and administrative expenses</b>      | <b>43,677</b>                                  | <b>44,583</b>                                  | 905                 | 2.1    |
| Selling expenses   | 20,429   | 20,859   | 429                 |        |
| General and administrative expenses                      | 23,248   | 23,724   | 475                 |        |
| <b>Operating income</b>                                  | <b>7,248</b>                                   | <b>9,980</b>                                   | 2,732               | 37.7   |
| Operating income margin(%)                               | 8.0  | 10.6   | 2.6                 |        |
| (Operating income by business segments)                  |  |  |                     |        |
| Food and beverages (Japan)                               | 2,196  | 4,448  | 2,252               | 102.5  |
| Food and beverages (Overseas)                            | 8,240  | 9,294  | 1,054               | 12.8   |
| Pharmaceuticals  | 832  | 905  | 72                  | 8.8    |
| Others   | 62   | △ 19   | (82)                | -      |
| Adjustment   | (4,082)  | (4,647)  | (565)               | -      |
| [ include corporate expenses ]                           | [ (3,246) ]                                    | [ (3,472) ]                                    | [ (225) ]           |        |
| <b>Non-operating incomes</b>                             | <b>2,615</b>                                   | <b>3,315</b>                                   | 699                 | 26.8   |
| Interests income   | 711  | 940  | 228                 |        |
| Dividends income   | 830  | 962  | 132                 |        |
| Investment gains on the equity method                    | 532  | 857  | 324                 |        |
| Others   | 540  | 555  | 14                  |        |
| <b>Non-operating expenses</b>                            | <b>520</b>                                     | <b>1,272</b>                                   | 751                 | 144.4  |
| Interest expenses  | 189  | 157  | (31)                |        |
| Others   | 331  | 1,114  | 783                 |        |
| <b>Ordinary income</b>                                   | <b>9,343</b>                                   | <b>12,023</b>                                  | 2,680               | 28.7   |
| Ratio of ordinary income to net sales(%)                 | 10.3   | 12.7   | 2.4                 |        |
| Extraordinary gain                                       | 43   | 46   | 3                   | 7.5    |
| Extraordinary loss                                       | 154  | 30   | (124)               | (80.6) |
| <b>Income before income taxes and minority interests</b> | <b>9,232</b>                                   | <b>12,040</b>                                  | 2,807               | 30.4   |
| Income taxes   | 2,534  | 2,978  | 444                 |        |
| <b>Profit</b>  | <b>6,698</b>                                   | <b>9,061</b>                                   | 2,363               | 35.3   |
| Profit attributable to non controlling interests         | 1,213  | 1,023  | (190)               | (15.7) |
| <b>Profit attributable to owners of parent</b>           | <b>5,484</b>                                   | <b>8,038</b>                                   | 2,553               | 46.6   |
| Ratio of net income to net sales(%)                      | 6.1  | 8.5  | 2.4                 |        |

### 3. Performance Overview

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

(Millions of yen)

|   | 1Q of FY 2017<br>(April 1, 2016 ~ June 30, 2016) |                     | 1Q of FY 2018<br>(April 1, 2017 ~ June 30, 2017) |                     |
|---|--|---------------------|--|---------------------|
|   | Results  | Year on year<br>(%) | Results  | Year on year<br>(%) |
| Net sales                               | 90,617   | 97.6                | 94,481   | 104.3               |
| Operating income                        | 7,248  | 71.8                | 9,980  | 137.7               |
| Ordinary income                         | 9,343  | 72.5                | 12,023   | 128.7               |
| Profit attributable to owners of parent | 5,484  | 69.1                | 8,038  | 146.6               |

#### (2) Breakdown of Gains on Equity Method

(Millions of yen)

|                                       | 1Q of FY 2017<br>(April 1, 2016 ~ June 30, 2016) |                     | 1Q of FY 2018<br>(April 1, 2017 ~ June 30, 2017) |                     |
|---------------------------------------|--|---------------------|--|---------------------|
|                                       | Results  | Year on year<br>(%) | Results  | Year on year<br>(%) |
| Investment gains on the equity method | 532  | 75.3                | 857  | 160.9               |

## 4. Segment Information

### Actual Results

#### (1) Result of first quarter ended June 30, 2016 (April 1, 2016 ~ June 30, 2016)

(Millions of yen)

|                             | Food and beverages |                |              |                  |        |
|-----------------------------|--------------------|----------------|--------------|------------------|--------|
|                             | Japan              | Overseas Total | The Americas | Asia and Oceania | Europe |
| Net sales                   | 50,543             | 33,666         | 11,565       | 19,868           | 2,232  |
| Percentage of net sales (%) | 55.8               | 37.2           | 12.8         | 21.9             | 2.5    |
| Year on year (%)            | 99.7               | 93.2           | 83.7         | 99.0             | 101.0  |
| Operating expenses          | 48,347             | 25,426         | 8,493        | 14,786           | 2,145  |
| Year on year (%)            | 101.6              | 94.7           | 82.5         | 102.1            | 103.3  |
| Operating income (loss)     | 2,196              | 8,240          | 3,071        | 5,081            | 86     |
| Year on year (%)            | 70.5               | 89.1           | 87.1         | 91.0             | 65.0   |
| Operating income margin (%) | 4.3                | 24.5           | 26.6         | 25.6             | 3.9    |

|                             | Pharmaceuticals | Others | Total  | Adjustment | Consolidated |
|-----------------------------|-----------------|--------|--------|------------|--------------|
| Net sales                   | 7,515           | 4,028  | 95,753 | (5,136)    | 90,617       |
| Percentage of net sales (%) | 8.3             | 4.4    | 105.7  | (5.7)      | 100.0        |
| Year on year (%)            | 83.7            | 102.0  | 96.0   | 74.6       | 97.6         |
| Operating expenses          | 6,683           | 3,965  | 84,422 | (1,053)    | 83,368       |
| Year on year (%)            | 94.9            | 103.1  | 98.9   | 40.8       | 100.7        |
| Operating income (loss)     | 832             | 62     | 11,331 | ※ (4,082)  | 7,248        |
| Year on year (%)            | 43.0            | 59.5   | 78.7   | 94.9       | 71.8         |
| Operating income margin (%) | 11.1            | 1.6    | ---    | ---        | 8.0          |

※Adjustment・・・4,082 million yen of adjustment include 3,246 million yen of administrative expenses in parent company.

Also note that the amount of difference for 835 million yen is elimination of royalty income.

**(2) Result of first quarter ended June 30, 2017 (April 1, 2017 ~ June 30, 2017)**

(Millions of yen)

|                             | Food and beverages |                |              |                  |        |
|-----------------------------|--------------------|----------------|--------------|------------------|--------|
|                             | Japan              | Overseas Total | The Americas | Asia and Oceania | Europe |
| Net sales                   | 51,977             | 36,750         | 12,463       | 22,201           | 2,086  |
| Percentage of net sales (%) | 55.0               | 38.9           | 13.2         | 23.5             | 2.2    |
| Year on year (%)            | 102.8              | 109.2          | 107.8        | 111.7            | 93.4   |
| Operating expenses          | 47,529             | 27,456         | 9,255        | 16,247           | 1,953  |
| Year on year (%)            | 98.3               | 108.0          | 109.0        | 109.9            | 91.0   |
| Operating income (loss)     | 4,448              | 9,294          | 3,207        | 5,953            | 133    |
| Year on year (%)            | 202.5              | 112.8          | 104.4        | 117.2            | 153.4  |
| Operating income margin (%) | 8.6                | 25.3           | 25.7         | 26.8             | 6.4    |

|                             | Pharmaceuticals | Others | Total  | Adjustment | Consolidated |
|-----------------------------|-----------------|--------|--------|------------|--------------|
| Net sales                   | 6,698           | 4,278  | 99,705 | (5,223)    | 94,481       |
| Percentage of net sales (%) | 7.1             | 4.5    | 105.5  | (5.5)      | 100.0        |
| Year on year (%)            | 89.1            | 106.2  | 104.1  | 101.7      | 104.3        |
| Operating expenses          | 5,792           | 4,298  | 85,077 | (576)      | 84,501       |
| Year on year (%)            | 86.7            | 108.4  | 100.8  | 54.7       | 101.4        |
| Operating income (loss)     | 905             | (19)   | 14,628 | ※ (4,647)  | 9,980        |
| Year on year (%)            | 108.8           | ---    | 129.1  | 113.8      | 137.7        |
| Operating income margin (%) | 13.5            | (0.5)  | ---    | ---        | 10.6         |

※Adjustment・・・4,647million yen of adjustment include 3,472million yen of administrative expenses in parent company.

Also note that the amount of difference for 1,175million yen is elimination of royalty income.

〈Reference〉

Result of first quarter ended June 30, 2017 (using exchange rate of the average 2016.(Jan. -Mar. 2016))

(3) Result of first quarter ended June 30, 2017 (estimate)

(Millions of yen)

|                             | Food and beverages |                |              |                  |        |
|-----------------------------|--------------------|----------------|--------------|------------------|--------|
|                             | Japan              | Overseas Total | The Americas | Asia and Oceania | Europe |
| Net sales                   | 51,977             | 38,253         | 12,621       | 23,340           | 2,290  |
| Percentage of net sales (%) | 54.1               | 39.8           | 13.1         | 24.3             | 2.4    |
| Year on year (%)            | 102.8              | 113.6          | 109.1        | 117.5            | 102.6  |
| Operating expenses          | 47,529             | 28,373         | 9,163        | 17,094           | 2,115  |
| Year on year (%)            | 98.3               | 111.6          | 107.9        | 115.6            | 98.6   |
| Operating income (loss)     | 4,448              | 9,879          | 3,457        | 6,246            | 175    |
| Year on year (%)            | 202.5              | 119.9          | 112.5        | 122.9            | 201.7  |
| Operating income margin (%) | 8.6                | 25.8           | 27.4         | 26.8             | 7.6    |

|                             | Pharmaceuticals | Others | Total   | Adjustment | Consolidated |
|-----------------------------|-----------------|--------|---------|------------|--------------|
| Net sales                   | 6,698           | 4,278  | 101,208 | (5,223)    | 95,984       |
| Percentage of net sales (%) | 7.0             | 4.5    | 105.4   | (5.4)      | 100.0        |
| Year on year (%)            | 89.1            | 106.2  | 105.7   | 101.7      | 105.9        |
| Operating expenses          | 5,792           | 4,298  | 85,994  | (576)      | 85,418       |
| Year on year (%)            | 86.7            | 108.4  | 101.9   | 54.7       | 102.5        |
| Operating income (loss)     | 905             | (19)   | 15,213  | ※ (4,647)  | 10,565       |
| Year on year (%)            | 108.8           | ---    | 134.3   | 113.8      | 145.8        |
| Operating income margin (%) | 13.5            | (0.5)  | ---     | ---        | 11.0         |

※Adjustment・・・4,647 million yen of adjustment include 3,472 million yen of administrative expenses in parent company.

Also note that the amount of difference for 1,175 million 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 2018<br>(From January to March, 2017) |                  | Preliminary figure<br>(From January to June, 2017) |                  |
|--|------------------------------|--|------------------|--|------------------|
|  |                              | Sales quantity                                 | Year on year (%) | Sales quantity                                     | Year on year (%) |
| Taiwan   | Equity method                | 605  | 106.4            | 706  | 93.3             |
| Hong Kong  | Consolidated                 | 437  | 96.9             | 489  | 91.8             |
| Thailand ※1                                      | Equity method                | 2,161  | 101.2            | 2,174  | 101.1            |
| Korea  | Equity method                | 3,286  | 99.5             | 3,589  | 98.1             |
| Philippines                                      | Equity method                | 2,620  | 113.4            | 2,643  | 110.4            |
| Singapore  | Consolidated                 | 230  | 92.9             | 232  | 94.3             |
| Indonesia  | Consolidated                 | 4,928  | 107.0            | 5,178  | 106.6            |
| Australia  | Consolidated                 | 248  | 106.8            | 240  | 102.7            |
| Malaysia   | Consolidated                 | 327  | 98.5             | 335  | 100.8            |
| Vietnam ※2                                       | Consolidated                 | 222  | 120.3            | 252  | 118.1            |
| India ※3   | Consolidated                 | 153  | 103.7            | 174  | 114.4            |
| Middle East ※4                                   | Consolidated                 | 1  | -                | 7  | -                |
| Guangzhou  | Consolidated                 | 2,032  | 129.3            | 2,426  | 118.7            |
| Shanghai   | Consolidated                 | 474  | 109.5            | 578  | 111.1            |
| Beijing  | Consolidated                 | 343  | 118.1            | 386  | 118.1            |
| China ※5   | Consolidated                 | 2,530  | 127.7            | 2,914  | 127.4            |
| China total                                      |                              | 5,379  | 125.8            | 6,304  | 121.8            |
| <b>Asia and Oceania total</b>                    |                              | <b>20,597</b>                                  | <b>109.6</b>     | <b>22,324</b>                                      | <b>107.8</b>     |
| <b>(Consolidated subsidiaries company Total)</b> |                              | <b>11,924</b>                                  | <b>113.8</b>     | <b>13,212</b>                                      | <b>112.5</b>     |
| Brazil   | Consolidated                 | 1,951  | 93.3             | 1,887  | 93.8             |
| Mexico   | Consolidated                 | 3,781  | 109.2            | 3,799  | 104.7            |
| USA  | Consolidated                 | 279  | 113.9            | 286  | 114.8            |
| <b>The Americas total</b>                        |                              | <b>6,012</b>                                   | <b>103.7</b>     | <b>5,972</b>                                       | <b>101.4</b>     |
| Netherlands                                      | Consolidated                 | 186  | 100.2            | 178  | 100.1            |
| Belgium  | Consolidated                 | 81   | 113.2            | 78   | 112.3            |
| United Kingdom                                   | Consolidated                 | 211  | 106.3            | 205  | 107.0            |
| Germany  | Consolidated                 | 92   | 92.4             | 81   | 93.2             |
| Austria  | Consolidated                 | 15   | 111.5            | 12   | 106.2            |
| Italy  | Consolidated                 | 90   | 108.2            | 95   | 109.5            |
| <b>Europe total</b>                              |                              | <b>674</b>                                     | <b>103.5</b>     | <b>649</b>   | <b>104.0</b>     |
| <b>Total</b>                                     |                              | <b>27,282</b>                                  | <b>108.1</b>     | <b>28,945</b>                                      | <b>106.4</b>     |
| <b>(Consolidated subsidiaries company Total)</b> |                              | <b>18,610</b>                                  | <b>110.0</b>     | <b>19,833</b>                                      | <b>108.6</b>     |

<Accounting period: From January to December>

※1 : Thailand : Accounting date:31th May

※2 : Vietnam : Opened Can Tho branch on 1st of April . Started sells of 「Yakult 」through Yakult ladies in Can Tho city and neighboring cities.

※3 : India : Accounting date: 31th of March.

※4 : Middle East : Yakult Middle East FZCO starts selling Yakult in United Arab Emirates on 19th of March and in Oman, Bahrain, Qatar and Kuwait on 26th of March.

※5 : Sales Area of Yakult (China) : Nanjing city, Tianjin city, Suzhou city, Hangzhou city, Qingdao city, Ningbo city, Jinan city, Yantai city, Wuhan city, Wenzhou city, Shenyang city, Dalian city, Fuzhou city, Xiamen city, Hefei city, Changsha city, Xi'an city, Nanchang city, Changchun city, Shijiazhuang city, Chengdu city, Chongqing city, Zhengzhou city, Taiyuan city, Harbin city, Hohhot City, Jinhua City, Huaian city, Kunming city, Nanning city, Jiaxing city. (excluding Guangdong, Hainan, Shanghai and Beijing city)

# (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 2017<br>(April 1, 2016 ~ June 30, 2016) |                 | 1Q of FY 2018<br>(April 1, 2017 ~ June 30, 2017) |                 |
|------------------|--|-----------------|--|-----------------|
|                  | Results  | Year on year(%) | Results  | Year on year(%) |
| Net sales        | 43,784   | 94.6            | 44,139   | 100.8           |
| Operating income | (1,191)  | ---             | 581  | ---             |
| Ordinary income  | 1,527  | 31.7            | 4,153  | 272.0           |
| Net income       | 1,266  | 32.3            | 3,563  | 281.5           |

## 2. Sales breakdown

### (1) Sales by Product Category

(Millions of yen)

|                            | 1Q of FY 2017<br>(April 1, 2016 ~ June 30, 2016) |                 | 1Q of FY 2018<br>(April 1, 2017 ~ June 30, 2017) |                 |
|----------------------------|--|-----------------|--|-----------------|
|                            | Results  | Year on year(%) | Results  | Year on year(%) |
| Dairy Products             | 21,299   | 104.6           | 22,292   | 104.7           |
| Juices and Other Beverages | 7,794  | 95.0            | 7,669  | 98.4            |
| Subtotal                   | 29,094   | 101.9           | 29,961   | 103.0           |
| Cosmetics                  | 1,567  | 97.7            | 1,736  | 110.7           |
| Pharmaceuticals            | 7,515  | 83.7            | 6,698  | 89.1            |
| Others                     | 5,606  | 78.7            | 5,744  | 102.5           |
| <b>Total</b>               | <b>43,784</b>                                    | <b>94.6</b>     | <b>44,139</b>                                    | <b>100.8</b>    |

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

(Thousands of bottles/day)

|                |   | 1Q of FY 2017<br>(April 1, 2016 ~ June 30, 2016) |                 | 1Q of FY 2018<br>(April 1, 2017 ~ June 30, 2017) |                 |
|----------------|---|--|-----------------|--|-----------------|
|                |   | Results  | Year on year(%) | Results  | Year on year(%) |
| Dairy Products | <i>New Yakult<br/>(Including New Yakult<br/>Calorie Half)</i> | 3,660  | 112.0           | 4,009  | 109.6           |
|                | <i>Yakult 400 products</i>                                    | 3,485  | 104.1           | 3,578  | 102.7           |
|                | <i>Other Yakult products</i> ※1                               | 247  | 131.1           | 197  | 79.6            |
|                | <b>Total for Yakult products</b>                              | <b>7,392</b>                                     | <b>108.6</b>    | <b>7,784</b>                                     | <b>105.3</b>    |
|                | <i>Joie ( Including Joie<br/>(Yoghurt Cup) )</i>              | 854  | 88.2            | 891  | 104.2           |
|                | <i>Mil-Mil products</i>                                       | 418  | 104.0           | 392  | 93.8            |
|                | <i>Sofuhl products</i>  | 497  | 96.0            | 466  | 93.8            |
|                | <b>Total for fermented milk</b>                               | <b>1,770</b>                                     | <b>93.7</b>     | <b>1,749</b>                                     | <b>98.8</b>     |
|                | <i>Others</i> ※2  | <b>190</b>                                       | <b>80.6</b>     | <b>179</b>                                       | <b>94.2</b>     |
|                | <b>Total</b>  | <b>9,352</b>                                     | <b>104.7</b>    | <b>9,712</b>                                     | <b>103.9</b>    |

※1 Total of *Yakult Ace* , *Yakult Gold* , and *Mainichi Nomu Yakult* .

※2 Total of *BF-1* , *Pretio* , *Nyusankin Soy α* .

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

(Thousands of bottles)

|                                     |                      | 1Q of FY 2017<br>(April 1, 2016 ~ June 30, 2016) |                 | 1Q of FY 2018<br>(April 1, 2017 ~ June 30, 2017) |                 |
|-------------------------------------|----------------------|--|-----------------|--|-----------------|
|                                     |                      | Results  | Year on year(%) | Results  | Year on year(%) |
| Health and functional food products | <i>Bansoreicha</i>   | 5,096  | 90.0            | 4,771  | 93.6            |
|                                     | <i>Toughman</i>      | 12,145   | 78.0            | 12,317   | 101.4           |
|                                     | <i>Kurozu Drink</i>  | 7,659  | 97.3            | 7,263  | 94.8            |
|                                     | Soy milk drinks      | 10,618   | 93.1            | 10,403   | 98.0            |
|                                     | <i>Milougu</i>       | 7,749  | 85.3            | 7,625  | 98.4            |
| Soft drinks                         | <i>Juices</i>        | 11,704   | 96.2            | 10,884   | 93.0            |
|                                     | <i>Kininaruyasai</i> | 10,463   | 90.1            | 10,128   | 96.8            |
|                                     | <i>Coffee Time</i>   | 5,205  | 88.1            | 4,636  | 89.1            |
|                                     | <i>FIRE</i>          | 17,287   | 104.8           | 15,978   | 92.4            |

(4) Pharmaceuticals sales

(Millions of yen)

|  |                            | 1Q of FY 2017<br>(April 1, 2016 ~ June 30, 2016) |                 | 1Q of FY 2018<br>(April 1, 2017 ~ June 30, 2017) |                 |
|--|----------------------------|--|-----------------|--|-----------------|
|  |                            | Results  | Year on year(%) | Results  | Year on year(%) |
|  | <i>Campto</i> (Japan)      | 272  | 66.5            | 262  | 96.2            |
|  | <i>Campto</i> (Overseas)   | 76   | 449.0           | 30   | 39.4            |
|  | <b><i>Campto total</i></b> | 348  | 81.7            | 292  | 83.8            |
|  | <i>Elplat</i>              | 5,115  | 77.6            | 4,341  | 84.9            |
|  | <i>Gemcitabine</i>         | 759  | 99.1            | 761  | 100.2           |
|  | Other pharmaceuticals      | 1,291  | 108.0           | 1,303  | 100.9           |
|  | <b>Total</b>               | <b>7,515</b>                                     | <b>83.7</b>     | <b>6,698</b>                                     | <b>89.1</b>     |

## **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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