

Results for the fiscal year
ended March 31, 2021
~Reference Material ~

May 14, 2021

Yakult Honsha Co., Ltd.

Profit and loss results



(Figure 1)
(billion yen)

	Results for the fiscal year ended March 31, 2021 (Exchange-rate effects)	Year-on-Year	Compared to forecast (Announced Nov. 13, 2020)
Net Sales	385.7 {(11.2)}	95.0%	99.4%
Operating profit	43.6 {(2.3)}	95.7%	101.6%
Ordinary profit	57.6 {(2.8)}	98.5%	98.5%
Profit attributable to owners of parent	39.2 {(1.7)}	98.8%	98.2%

Exchange-rate effects are year-on-year values

Full-year forecast



(Figure 2)
(billion yen)

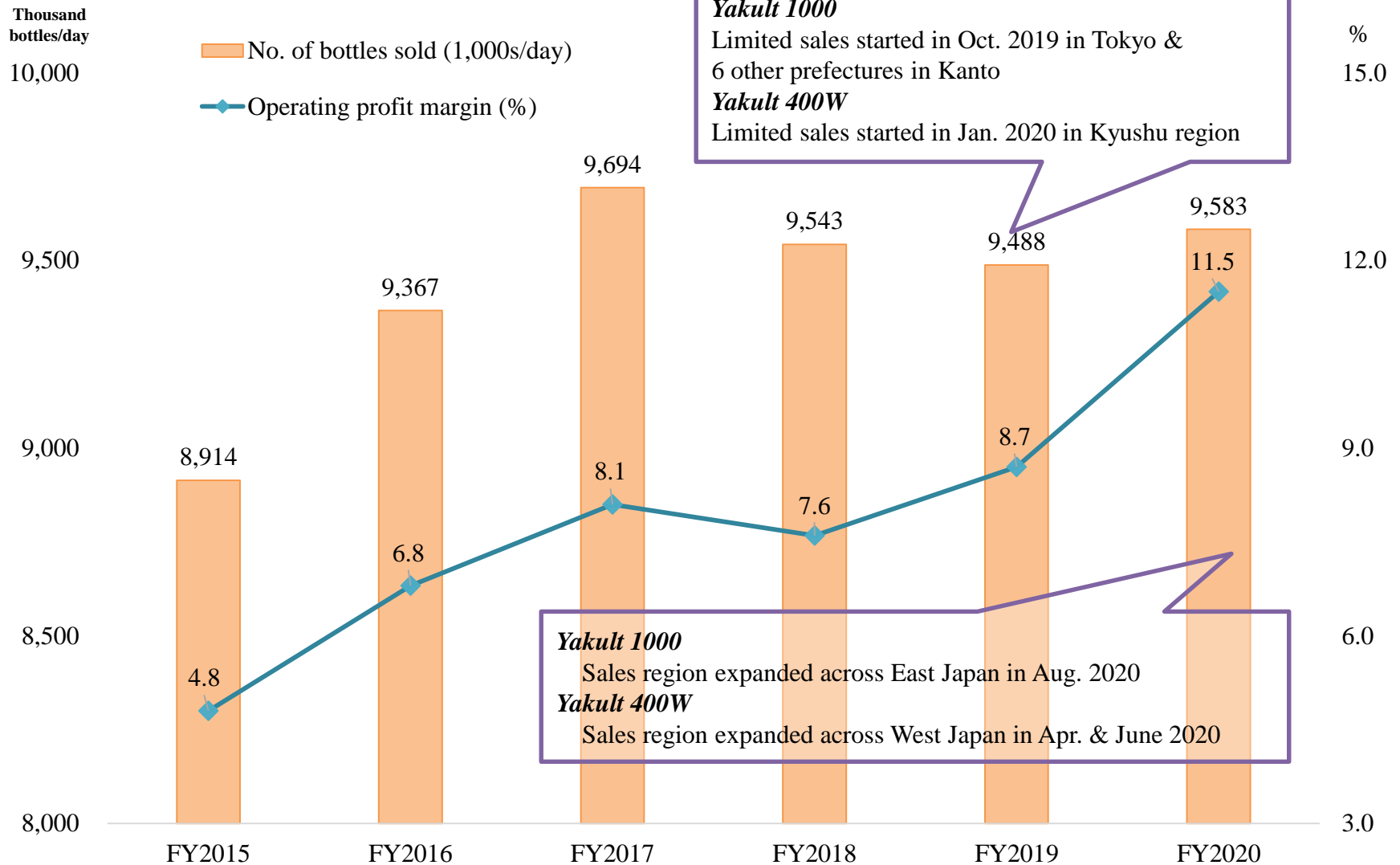
	* Full-year forecast for the fiscal year ended March 31, 2022	Year-on-Year	〈Reference〉 Financial forecast before applying "Accounting standard for Revenue recognition"
Net Sales	408.5	105.9%	415.0
Operating profit	50.0	114.4%	50.0
Ordinary profit	60.0	104.2%	60.0
Profit attributable to owners of parent	41.0	104.4%	41.0
Basic earnings per Share	255.53 yen	104.4%	255.53 yen

* "Accounting Standard for Revenue Recognition" is applied from fiscal year ending March 31, 2022.

Domestic Food and Beverage Business: Average no. of bottles sold per day & operating profit margin



(Figure 3)



Domestic Food and Beverage Business: Launch of high unit-price, high added-value products

Yakult

(Figure 4)

Yakult 1000



Recommended retail price: 130 yen per bottle; 910 yen per 7-bottle pack (both prices exclusive of tax)

Containing 100 billion living *Lactobacillus casei* strain Shirota in each bottle (100 ml), this fermented milk drink has the highest concentration and number of probiotic bacteria of any product in Yakult's history.

Dates of launch and sales region expansion	Sales regions	Target for no. of bottles/day sold
Oct. 1, 2019	Tokyo & 6 other prefectures in Kanto	140,000 bottles/day
Aug. 31, 2020	East Japan	480,000 bottles/day
Apr. 5, 2021	Nationwide	1,160,000 bottles/day

FY2020 actual bottles sold: 427,000 bottles/day (Apr. 2020–Mar. 2021)

FY2021 target for bottles to be sold: 1,160,000 bottles/day (Apr. 2021–Mar. 2022)

Countries and Regions Information



(Figure 5)

Country	Marketing Population (Th. people)	Sales Result Jan. ~ Mar. 2021 (bottles per day)	Y o Y (%)	Sales / Marketing pop. (%)	Country	Marketing Population (Th. people)	Sales Result Jan. ~ Mar. 2021 (bottles per day)	Y o Y (%)	Sales / Marketing pop. (%)	
Hong Kong	8,280	382,547	91.3	4.62	Brazil	102,990	1,533,368	99.4	1.49	
Singapore	5,610	246,007	100.7	4.39	Mexico	97,428	3,402,525	90.2	3.49	
Indonesia	200,000	6,620,420	104.2	3.31	USA	336,870	523,016	125.9	0.16	
Australia	25,000	277,050	100.6	1.11	Americas Total	537,288	5,458,909	95.3	1.02	
Malaysia	27,000	330,874	90.7	1.23	Netherlands	17,479	196,297	112.7	1.12	
Vietnam	40,000	630,345	104.7	1.58	Belgium	40,947	91,376	103.2	0.22	
India	133,000	211,680	100.8	0.16	UK	71,774	254,674	112.7	0.35	
Middle East	23,900	18,809	153.0	0.08	Germany	82,430	91,953	110.6	0.11	
Myanmar	5,160	9,865	61.2	0.19	Austria	9,043	14,406	96.7	0.16	
China	Guangzhou	89,700	2,211,311	99.5	2.47	Italy	60,759	86,914	85.2	0.14
	Shanghai	24,280	371,047	80.1	1.53	Europe Total	282,432	735,620	106.8	0.26
	Beijing	30,760	338,781	84.8	1.10	(Consolidated Total)	2,046,740	20,640,159	98.5	1.01
	Other areas of China	614,330	2,796,894	94.7	0.46	Taiwan	23,146	506,062	89.2	2.19
China	759,070	5,718,033	94.7	0.75	Thailand	66,560	2,142,961	101.9	3.22	
Asia/Oceania Consolidated Total	1,227,020	14,445,630	99.4	1.18	Korea	51,780	2,527,626	98.2	4.88	
					Philippines	91,400	3,637,462	118.0	3.98	
					(Equity method Total)	232,886	8,814,111	105.8	3.78	
					Total	2,279,626	29,454,270	100.6	1.29	

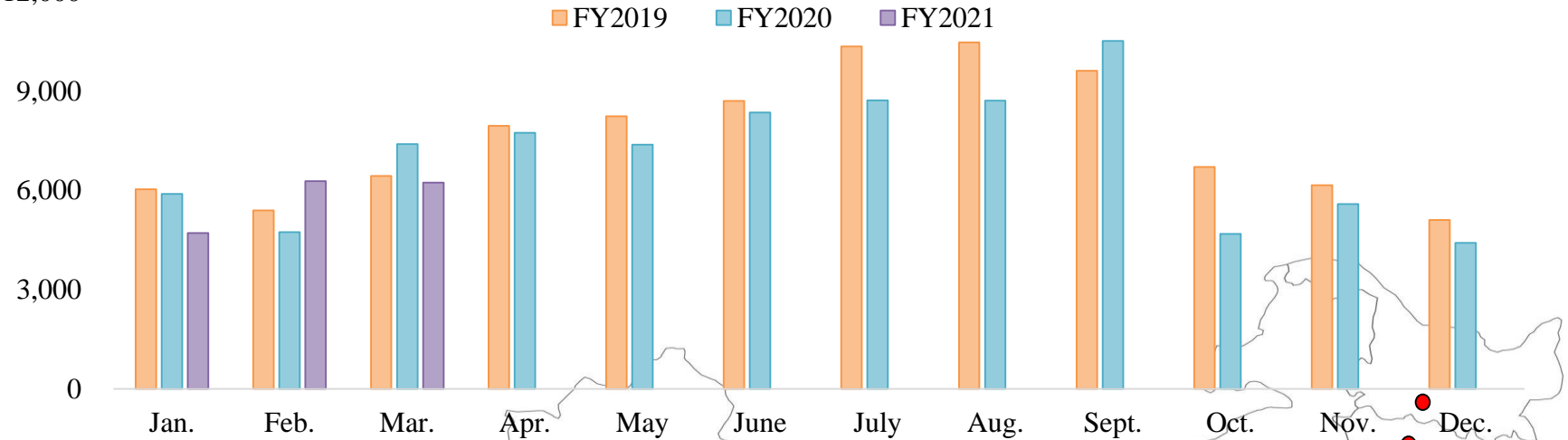
International Business (China)



(Figure 6)

Thousand bottles/day
12,000

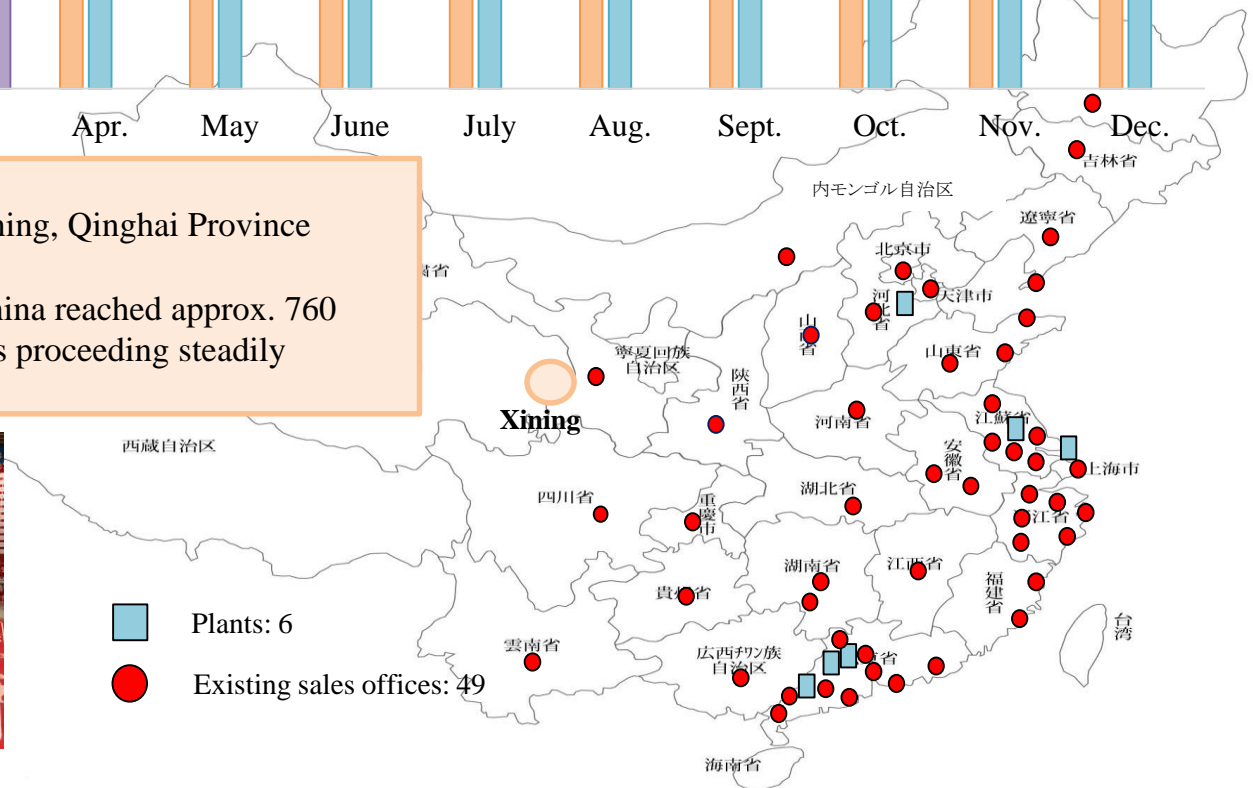
Average daily bottle sales by month over the last 3 fiscal years



- In Apr. 2021 sales started in Xining, Qinghai Province
- Marketing population across China reached approx. 760 million; cultivation/expansion is proceeding steadily



- Plants: 6
- Existing sales offices: 49

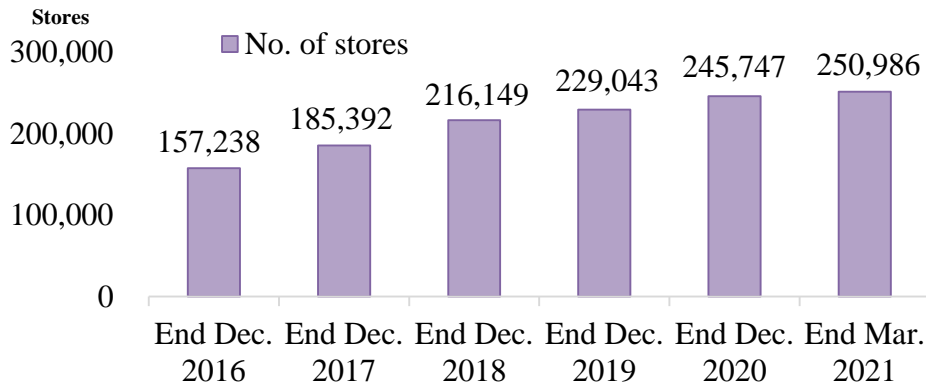
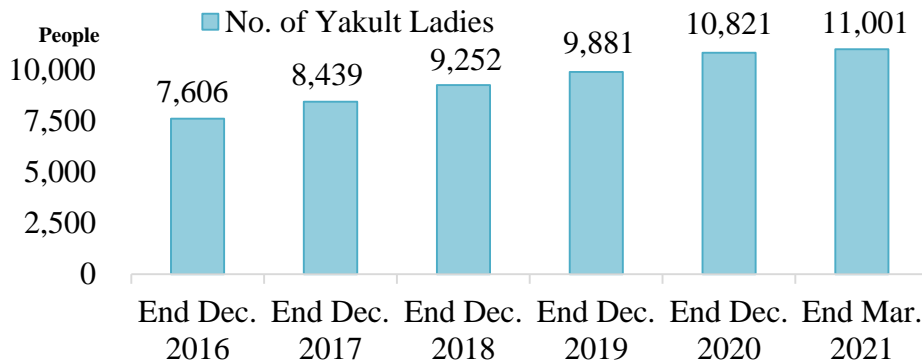
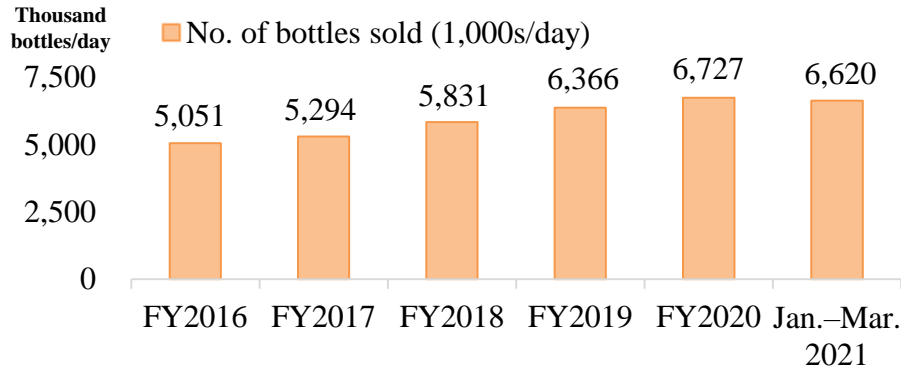


International Business (Indonesia)

Yakult

(Figure 7)

Performance



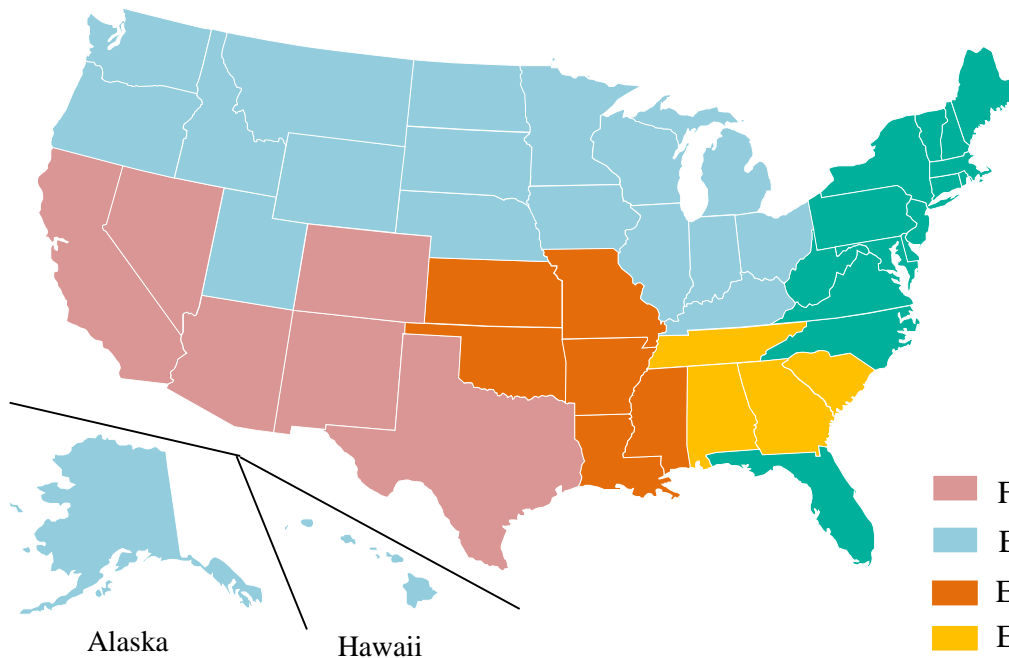
- In 2020, Yakult Ladies' activities slowed due to stricter social restrictions put in place as a result of the spread of the novel coronavirus, but they gradually recovered
- No. of Yakult Ladies exceeded 11,000; work to develop human resources and build the organization resulted in more bottles sold
- No. of stores also increased steadily, expanding sales channels
- No. of bottles sold in FY2020 (Jan.-Dec.) exceeded the previous year



Mexico

- The spread of the novel coronavirus and business downturn has worsened, affecting the no. of bottles sold
- It is expected that it will take time for the effects of the coronavirus to subside, and for business to recover; a challenging situation is set to continue for a while

United States



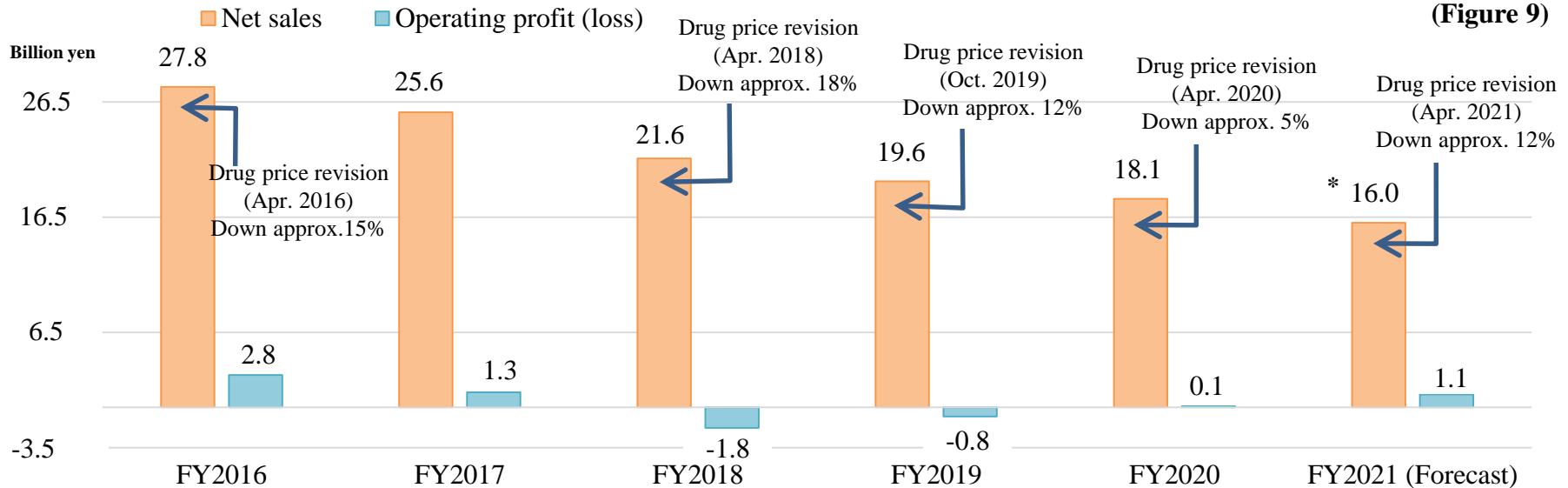
- Steady increase in no. of bottles sold in 6 southwestern states, where full-scale sales launched in 2007
- Starting July 2019, 15 eastern states became part of the sales region that is being expanded across the whole US
- Despite the coronavirus crisis, the no. of bottles sold is increasing steadily

- Full-scale sales launched (6 states)
- Entered in 2016 (19 states)
- Entered in or after June 2017 (6 states)
- Entered in or after Nov. 2017 (4 states)
- Became new sales region in July 2019 (15 states)

Pharmaceutical Business

Yakult

(Figure 9)



*The sales figure shown for FY2021 is after application of the revenue recognition standard

Measures to restore sales

- Ensure sales from existing products
- Form sales tie-ups for products developed or manufactured by other companies
- Pursue in-licensing and joint development of new anticancer drugs
- Continuously launch new generic drugs
- Pursue in-house discovery and development of new drug candidates

Alliances with other companies

Antineoplastic drug *Onivyde*[®]

In October 2019, Yakult signed a promotion agreement with Nihon Servier Co., Ltd., and in March 2020, approval was obtained for the manufacture and sale of *Onivyde*[®] for the indication of inoperable pancreatic cancer that has progressed following chemotherapy.

Since its launch in June 2020, *Onivyde*[®] has been adopted by medical institutions faster than expected.

CAUTIONARY STATEMENT



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