

March 2017

Yakult to Establish Branch in Wuxi, Jiangsu Province, China

Yakult Honsha Co., Ltd. (President: Takashige Negishi) today announced that its subsidiary Yakult (China) Corporation would establish a branch in Wuxi, Jiangsu Province, and start sales of the Yakult and Yakult Light fermented milk drinks through supermarkets and other retail outlets from July 2017.

With the establishment of the Wuxi Branch, Yakult will have 37 sales bases in the country.

Until now, the Group has been selling products in Wuxi and surrounding cities from the Suzhou Branch (Suzhou, Jiangsu Province) and nearby branches, and the establishment of the Wuxi Branch will further enhance the sales structure.

An overview of Yakult (China) Corporation and Wuxi Branch is as follows:

<Characteristics of sales area>

Jiangsu Province is located in the eastern region of China. It covers an area of approximately 102,000 km² and has a population of about 79.76 million.

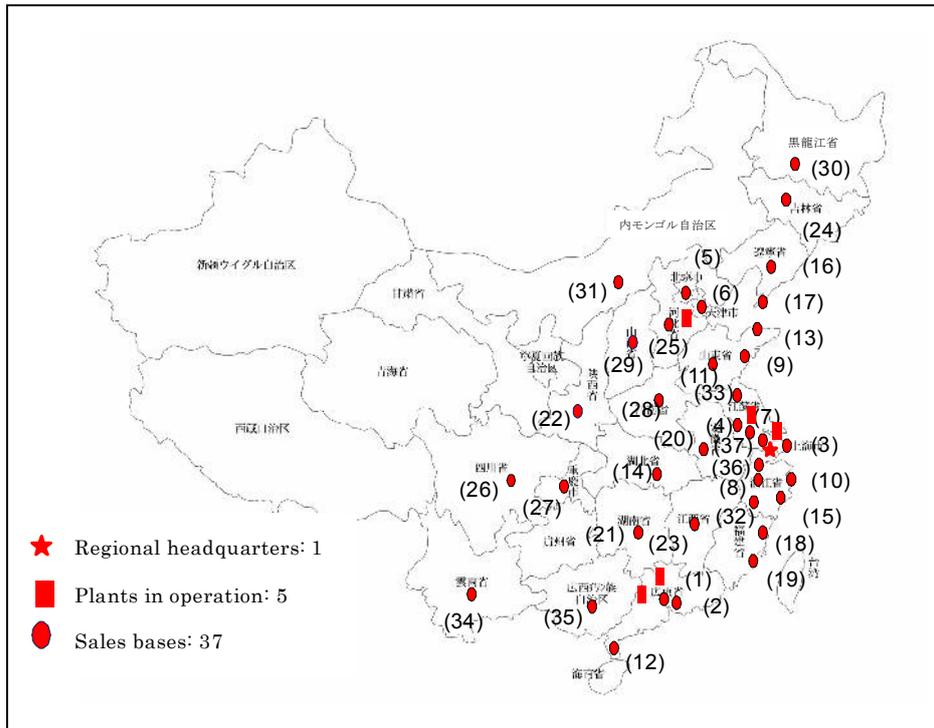
1. Profile of Yakult (China) Corporation

- (1) Name: Yakult (China) Corporation
- (2) Location: Pudong New Area, Shanghai, People's Republic of China
- (3) Representative: Susumu Hirano
- (4) Established: April 12, 2005
- (5) Capitalization: US\$219.72 million (wholly owned by Yakult Honsha Co., Ltd.)
- (6) Employees: 2,172 (as of the end of February 2017)

2. Profile of Wuxi Branch, Yakult (China) Corporation

- (1) Location: Wuxi, Jiangsu Province
- (2) Areas managed: Wuxi and cities in the surrounding area
- (3) Marketing method: Through retail outlets including supermarkets
- (4) Start of sales: July 2017 (planned)

[Reference] Sales areas in China



- (1) Guangzhou, (2) Shenzhen, (3) Shanghai, (4) Nanjing, (5) Beijing, (6) Tianjin, (7) Suzhou, (8) Hangzhou, (9) Qingdao, (10) Ningbo, (11) Jinan, (12) Zhanjiang, (13) Yantai, (14) Wuhan, (15) Wenzhou, (16) Shenyang, (17) Dalian, (18) Fuzhou, (19) Xiamen, (20) Hefei, (21) Changsha, (22) Xi'an, (23) Nanchang, (24) Changchun, (25) Shijiazhuang, (26) Chengdu, (27) Chongqing, (28) Zhengzhou, (29) Taiyuan, (30) Harbin, (31) Hohhot, (32) Jinhua, (33) Huaian, (34) Kunming, (35) Nanning, (36) Jiaxing, (37) Wuxi