

Yakult Establishes Branches in: Hengyang, Hunan Province; Wuhu, Anhui Province; and Zhaoqing, Guangdong Province

Yakult Honsha Co., Ltd. (President: Takashige Negishi) today announced that Yakult (China) Co., Ltd would establish two new branches, in Hengyang, Hunan Province, and Wuhu, Anhui Province, to start sales of the Yakult and Yakult Light fermented milk drinks through supermarkets and other retail outlets from July 13, 2020. It was also announced that Guangzhou Yakult Co., Ltd would establish a branch in Zhaoqing, Guangdong Province, which would commence similar sales in August 2020.

Until now, the sales of Yakult products in Hengyang have been overseen by the nearby Changsha Branch (Hunan Province), while Wuhu has been served by the Nanjing Branch (Jiangsu Province), and Zhaoqing by Guangzhou Yakult (Guangdong Province). The establishment of the three new branches is expected to further enhance the sales structure of the Yakult Group in China, bringing the total number of sales bases to 49.

An overview of the new branches are as follows:

1. Profile of Yakult (China) Co., Ltd.

- (1) Name: Yakult (China) Co., Ltd.
- (2) Location: Shanghai, People's Republic of China
- (3) Representative: Susumu Hirano
- (4) Established: April 12, 2005
- (5) Capitalization: US \$219.72 million (Yakult Honsha Co., Ltd.: 100%)
- (6) Employees: 2,979 (as of the end of March 2020)

2. Profile of Hengyang Branch and Wuhu Branch, Yakult (China) Co., Ltd.

(1) Hengyang Branch

- i. Location: Hengyang, Hunan Province
- ii. Branch manager: Song Ming
- iii. Established: December 24, 2019
- iv. Areas managed: Hengyang and surrounding cities
- v. Marketing method: Through retail outlets including supermarkets
- vi. Start of sales: July 13, 2020
- vii. Sales plan: 36,000 bottles per day in fiscal year 2020

(2) Profile of Wuhu Branch

- i. Location: Wuhu, Anhui Province
- ii. Branch Manager: Geng Bo
- iii. Established: January 2, 2020
- iv. Areas managed: Wuhu and surrounding cities
- v. Marketing method: Through retail outlets including supermarkets
- vi. Start of sales: July 13, 2020
- vii. Sales plan: 29,000 bottles per day in fiscal year 2020

3. Profile of Guangzhou Yakult Co., Ltd.

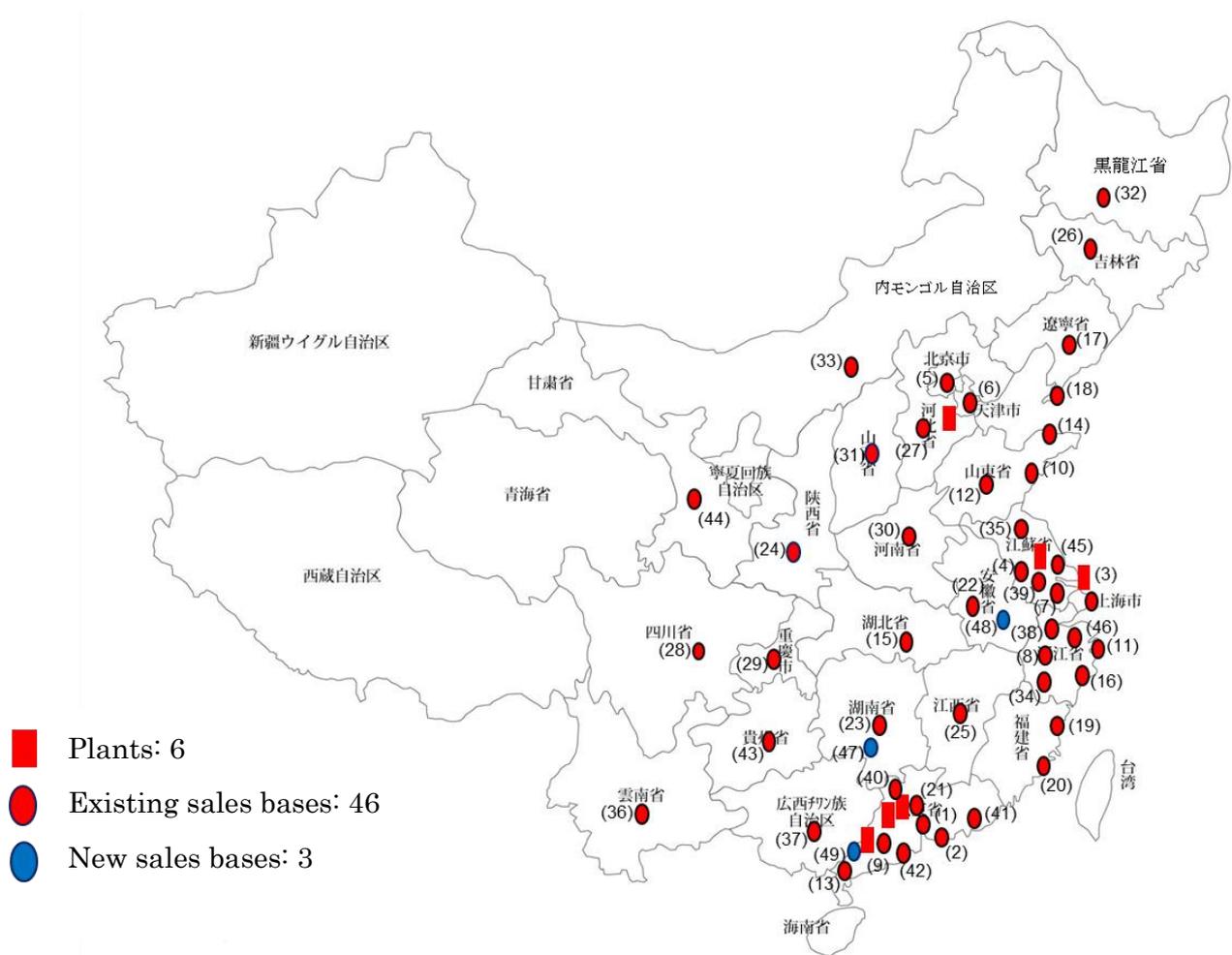
- (1) Name: Guangzhou Yakult Co., Ltd.
- (2) Location: Guangzhou, Guangdong Province, People's Republic of China
- (3) Representative: Noriyuki Umehara
- (4) Established: January 16, 2001
- (5) Capitalization: 395.6 million yuan (Yakult Honsha Co., Ltd.: 50%; Hong Kong Yakult Co., Ltd.: 35%; Yakult (China) Co., Ltd.: 10%; CDC Investment Consultants Ltd.: 5%)
- (6) Employees: 1,525 (as of the end of March 2020)

4. Profile of Zhaoqing Branch, Guangzhou Yakult Co., Ltd.

(1) Zhaoqing Branch

- i. Location: Zhaoqing, Guangdong Province
- ii. Branch Manager: Liang Yaoming
- iii. Established: May 8, 2020
- iv. Areas managed: Zhaoqing and surrounding cities
- v. Marketing method: Through retail outlets including supermarkets
- vi. Start of sales: August 2020 (planned)
- vii. Sales plan: 40,000 bottles per day in fiscal year 2020

[Reference] Sales areas in China



- (1) Guangzhou, (2) Shenzhen, (3) Shanghai, (4) Nanjing, (5) Beijing,
 (6) Tianjin, (7) Suzhou, (8) Hangzhou, (9) Foshan, (10) Qingdao, (11) Ningbo,
 (12) Jinan, (13) Zhanjiang, (14) Yantai, (15) Wuhan, (16) Wenzhou,
 (17) Shenyang, (18) Dalian, (19) Fuzhou, (20) Xiamen, (21) Dongguan, (22) Hefei,
 (23) Changsha, (24) Xi'an, (25) Nanchang, (26) Changchun, (27) Shijiazhuang,
 (28) Chengdu, (29) Chongqing, (30) Zhengzhou, (31) Taiyuan, (32) Harbin,
 (33) Hohhot, (34) Jinhua, (35) Huaian, (36) Kunming, (37) Nanning, (38) Jiaxing,
 (39) Wuxi, (40) Qingyuan, (41) Huizhou, (42) Zhongshan, (43) Guiyang, (44) Lanzhou,
 (45) Nantong, (46) Shaoxing, (47) Hengyang, (48) Wuhu, (49) Zhaoqing