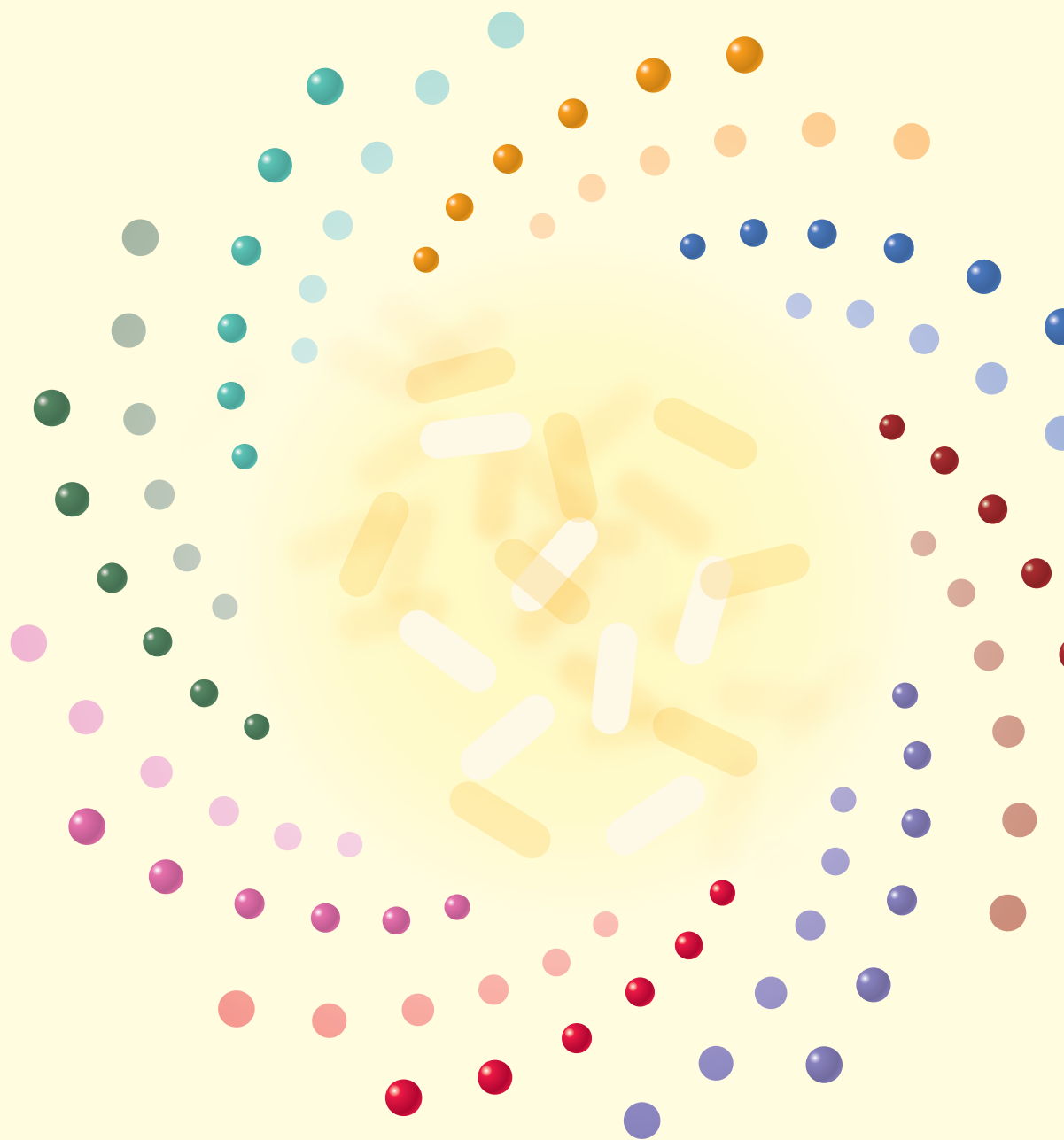


# **Yakult**

COMPANY PROFILE

**2019-2020**



# Sharing the passionate spirit of Yakult's founding with people, society, and the future

*Takashige Negishi*

**Takashige Negishi**

President and Representative Director



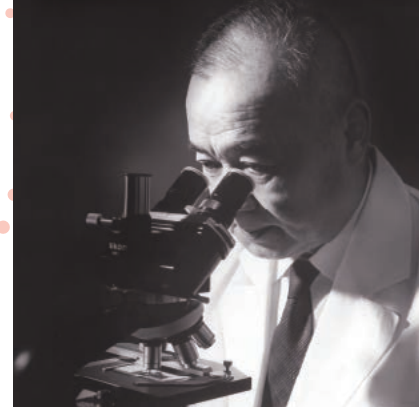
As Japan enters the new imperial era of Reiwa, it marks a new chapter in history. It's a time for each of us to be reminded of the need to be independent in our thinking and actions as we look to the future. Still, even in these times of rapid change, some things should be preserved.

Yakult's founder, Dr. Minoru Shirota, M.D., Ph.D., was born 120 years ago. Through his dedicated research on microorganisms, Dr. Shirota discovered a strain of beneficial lactic acid bacteria that could reach the intestines alive, and then used this strain to develop the *Yakult* fermented milk drink out of his passionate desire to deliver good health to as many people as possible. It is this passionate spirit that has and shall continue to be an unshakable constant for Yakult.

Yakult is imbued with this passionate spirit from our founding and it is part of everything we do, including the development, manufacture, and sale of pharmaceuticals and cosmetics. Under our corporate philosophy of "We contribute to the health and happiness of people around the world through pursuit of excellence in life science in general and our research and expe-

rience in microorganisms in particular," this passion extends beyond our business and manufacturing operations, guiding us in our work to contribute to local communities, advance science and technology, disseminate information, promote sports, and conserve the environment. This passion has turned into action, and for its actions Yakult has received such recognitions as the METI (Ministry of Economy, Trade and Industry) Minister's Prize at the Second Nihon Service Awards in June of 2018, as well as the special award "SDGs Partnership Award" at the Second Japan Sustainable Development Goals Awards in December of the same year.

It is our desire to deliver good health to people all over the world. This sincere passion that has continued since our founding is coming to fruition, with more than 40 million people in 40 countries and regions throughout the world drinking *Yakult* every day. It goes without saying that sustainable business operations are essential for our continued growth. We will continue to strive to be a company that can be of benefit to our customers around the world and to all of our stakeholders.



## Minoru Shirota, M.D., Ph.D.

Former Chairman of Yakult Honsha Co., Ltd. and Director of the Yakult Central Institute

1899 Born in Iida, Nagano Prefecture, Japan.

1921 Entered the Medical School of Kyoto Imperial University.

1930 Received his Doctorate in Medicine.

Having dedicated his life to the study of intestinal bacteria and the promotion of preventive medicine, Dr. Shirota passed away at the age of 82 in 1982.

# Bringing good health to all

Yakult is popular not just in Japan, but in countries and regions all over the world.

The company's journey began with the dreams of one young man.

The passion of founder Minoru Shirota, M.D., Ph.D., still flourishes in current operations and remains at the core of all of Yakult's business activities.

## The Beginning of Yakult

### The pursuit of preventive medicine leads to a focus on the power of microorganisms

Yakult was born out of the passion of Minoru Shirota, M.D., Ph.D.

In the early 20th century, when the future Dr. Shirota was still a young man, poor hygiene and nutrition led to the deaths of many people in Japan from infectious diseases such as cholera and dysentery. Disturbed by this reality, the young man set his sights on medicine and began studying at Kyoto Imperial University (now Kyoto University) in 1921. He started down the path of microorganism research, focusing on preventive medicine, which places emphasis not on treating illnesses, but on trying to prevent them.

As part of his research, he discovered that lactic acid bacteria suppress harmful bacteria in the intestines. In 1930, he succeeded in strengthening and culturing a strain of lactic acid bacteria that could survive digestive juices, such as gastric fluid and bile, reach the intestines alive, and produce beneficial effects. This strain is now known as *Lactobacillus casei* strain Shirota.

With the goal of providing this lactic acid bacteria to as many people as possible, Dr. Shirota developed an affordable and delicious fermented milk drink and released it under the Yakult trademark in 1935. This marked the start of Yakult, which has since found popularity all around the world.

## Shirota-ism

### Dr. Shirota's ideas remain at the heart of all our business activities

Dr. Shirota proposed certain key ideas, such as preventive medicine, which together, we call Shirota-ism. This serves as the foundation and the guide for all of our business activities. In addition, the delivery of products directly to customers at their homes or other locations is deeply rooted in the company's philosophy of emphasizing "sincerity" and "harmony among people."

The ideals of the company's founder have endured to the present day, unchanged by time and today Shirota-ism is still at the heart of Yakult.



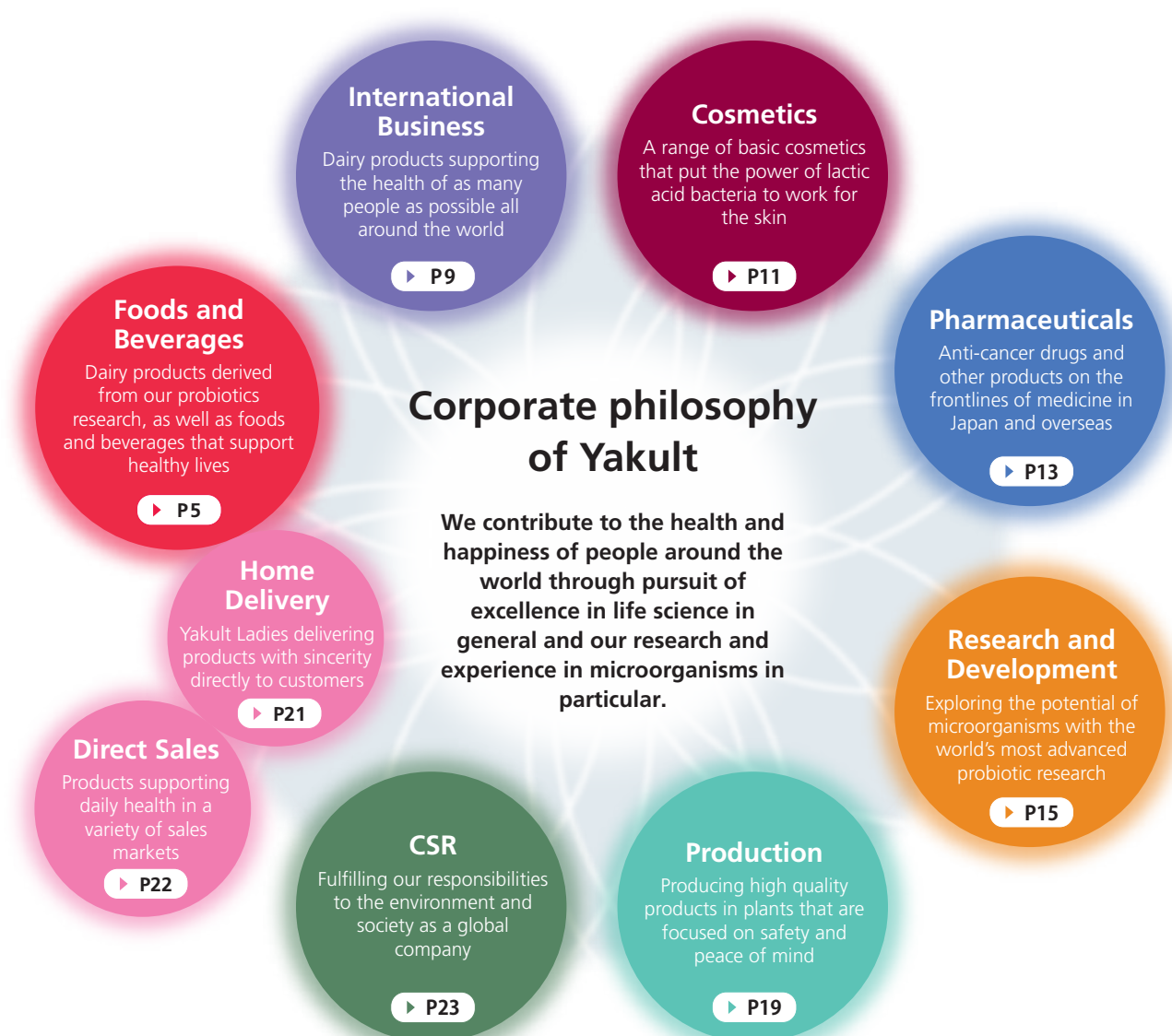
Shirota-ism, in addition to the above, also includes ideas like "sincerity," "harmony among people," "honesty and kindness," "caring enough to broaden acceptance," and "caring enough to make home deliveries."

# Supporting health on a variety of fronts

Yakult products are the result of life science-based proprietary probiotics\* research and are manufactured with the highest safety and quality standards.

Supporting the health of people around the world, we offer products in a variety of fields, including foods and beverages, cosmetics, and pharmaceuticals.

The company's probiotic products can now be found in 40 countries and regions around the world.



\* A living organism that provides beneficial effects by improving the balance of intestinal microbiota. Defined at present by the FAO / WHO as "live microorganisms which when administered in adequate amounts confer a health benefit on the host."



# A pioneer in probiotics

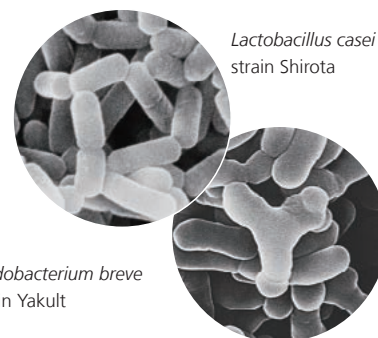
Since its founding, Yakult has consistently pursued research tapping into the potential of probiotics. With the goal of contributing to the healthy lives of as many people as possible, we will continue to devote our efforts to discovering new powers of microorganisms and using those powers to further contribute to health.

## Yakult's Probiotics

### Making use of our carefully selected, proprietary probiotics

The idea of using microorganisms such as lactic acid bacteria and bifidobacteria as probiotics to contribute to the health of people, has gathered an increasing amount of attention in recent years. This concept is identical to the “preventive medicine” and “a healthy intestinal tract leads to a long life” ideas advocated by the company’s founder, Dr. Shirota. Yakult has focused on the potential of microorganisms since its founding and through tireless research continues to develop products aimed at contributing to people’s health.

Among these probiotics are *Lactobacillus casei* strain Shirota and *Bifidobacterium breve* strain Yakult. As a result of a number of safety studies as well as long-term consumption studies as part of the company’s research activities, we have been able to confirm that these probiotics survive digestive juices such as gastric fluid, reach the intestines alive, and produce beneficial effects.



*Lactobacillus casei*  
strain Shirota

*Bifidobacterium breve*  
strain Yakult

## Researching the Potential of Probiotics

### We will continue to contribute to people’s health through further developments in microbial research

Yakult, in collaboration with the Japan Aerospace Exploration Agency (JAXA), a National Research and Development Agency, is currently undertaking research on the International Space Station (ISS). The aim of this research is to contribute to the health of astronauts and maintain and enhance their performance by scientifically verifying the effect of the continuous intake of probiotics (*Lactobacillus casei* strain Shirota) on immune function and the intestinal environment while aboard the ISS. Another aim is to link the knowledge gained from this collaborative research to the development of probiotic research on the ground and further contribute to the health of people on earth. Prior to starting research involving the intake of probiotics by the astronauts, we examined the number of viable bacteria, fermentation profiles, genetic information, and immune modulation properties of *Lactobacillus casei* strain Shirota when stored on the ISS for approximately one month. We confirmed that the probiotic properties are maintained in the environment of space. We have blazed a trail for the use of probiotics in the coming space age and have taken a definitive step forward.

Yakult will continue to honor its roots in Shirota-ism and its corporate philosophy to deliver the irreplaceable joy of good health to people around the world.



The International Space Station (ISS)



# Bringing good health to customers everyday



## Foods and Beverages

With delicious dairy products that provide an easy way to ingest Yakult's proprietary probiotics and other foods and beverages for different health needs, Yakult offers a variety of products to contribute to people's health and happiness.

## Yakult Dairy Products

### Delicious products facilitating the daily intake of our proprietary probiotics

We offer fermented milk drinks and fermented milks that fit a variety of lifestyles and make it easy to consume our carefully selected probiotics, *Lactobacillus casei* strain Shirota and *Bifidobacterium breve* strain Yakult.

Through the sustained pursuit of further possibilities in probiotics, we will continue to offer our customers products that contribute to their health and happiness.

#### ● Products Containing *Lactobacillus casei* strain Shirota

*Lactobacillus casei* strain Shirota reaches the intestines alive and works to improve the intestinal environment. Yakult provides a wide range of products that enable customers to consume *Lactobacillus casei* strain Shirota easily as part of their daily lives.

#### ● Products Containing *Bifidobacterium breve* strain Yakult

We offer products to facilitate the daily ingestion of *Bifidobacterium breve* strain Yakult, one of Yakult's original probiotic strains which reaches the intestines alive and is particularly beneficial for the large intestine.

## A Variety of Food and Beverage Products

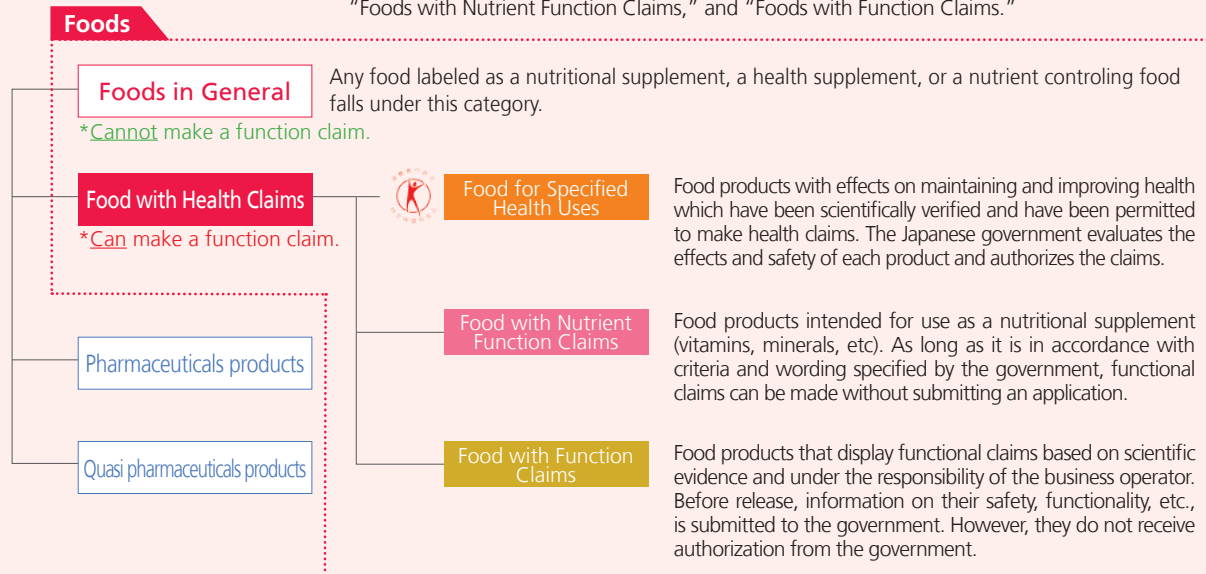
### A broad range of products for a variety of health needs

In foods and beverages other than dairy products we are developing products that respond to health concerns typical in modern life, such as lifestyle diseases and vegetable-poor diets. Yakult will continue to focus on the needs of today's people and provide products that offer good health from a variety of angles.



### About Food with Health Claims

The "Food with Health Claims" system was founded to allow the sale of food displaying a health claim as long as it meets certain safety and efficacy standards designated exclusively for health foods. Depending on the purpose and function of the food product, it can be divided into one of the three groups, as shown in the table below: "Foods for Specified Health Uses," "Foods with Nutrient Function Claims," and "Foods with Function Claims."



## Product range in the Japanese market

In Japan, Yakult offers a wide range of products developed with flavor and health in mind, and with a focus on dairy products allowing for an easy method to ingest the company's *Lactobacillus casei* strain Shirota and *Bifidobacterium breve* strain Yakult.

### Range of products containing *Lactobacillus casei* strain Shirota

#### Fermented milk drinks



##### Yakult 400

Contains 40 billion *L. casei* strain Shirota per bottle (80ml).



##### Yakult 400LT

Reduced sweetness and fewer calories compared with Yakult 400.



##### New Yakult

Contains 20 billion *L. casei* strain Shirota per bottle (65ml).



##### New Yakult Calorie Half

50% fewer calories and sugar than New Yakult.



##### Yakult Five

Contains 30 billion *L. casei* strain Shirota per bottle (80ml), as well as 5 vitamins and nutrients.



##### Yakult 1000\*

Contains 100 billion *L. casei* strain Shirota per bottle (100ml).  
**A food with function claims.**



##### Pretio

Contains GABA (γ-aminobutyric acid). For those who are concerned about high-blood pressure.



##### Synbiotics Yakult W

Each 100ml bottle contains 30 billion *L. casei* strain Shirota as well as galactooligosaccharide prebiotics.



##### Mainichi Nomu Yakult\*\*

Contains 30 billion *L. casei* strain Shirota per bottle (100ml).  
Ideal for busy people on the go, with moderate sweetness and zero fat.

### Range of products containing *Bifidobacterium*



##### BF-1

Contains *B. bifidum*, which works in the stomach.

#### Fermented milk



##### Mil-Mil

Contains more than 12 billion *B. breve* strain Yakult per carton (100ml).



##### Mil-Mil S

Contains more than 12 billion *B. breve* strain Yakult per carton (100ml).  
Includes galacto-oligosaccharides and dietary fiber.

#### Fermented soy milk



##### Yakult no Hakko Tonyu

*L. casei* strain Shirota and soy isoflavones in a single product.



##### Joie

Contains *L. casei* strain Shirota and milk nutrients, and comes in a variety of flavors.



##### Joie (Yogurt cup)

The appeal of Joie in a spoonable yogurt version.



##### Sofuhl

Dessert yogurt containing *L. casei* strain Shirota.



##### Sofuhl Genki Yogurt

Yogurt with iron and calcium.

### Range of Functional Beverages



##### Bansoreicha

Suppresses the absorption of sugar. For those who are concerned about blood sugar levels.



##### Milouge series

Crisp beverages with a refreshing flavor.



##### Toughman series

Contains Korean ginseng. An energy drink staple.



##### Yakult no Oishii Hakko Kajitsu

Featuring the power of lactic acid bacteria for those with dairy allergies.

\* Introduced to the seven prefectures in the Kanto region on October 1, 2019.

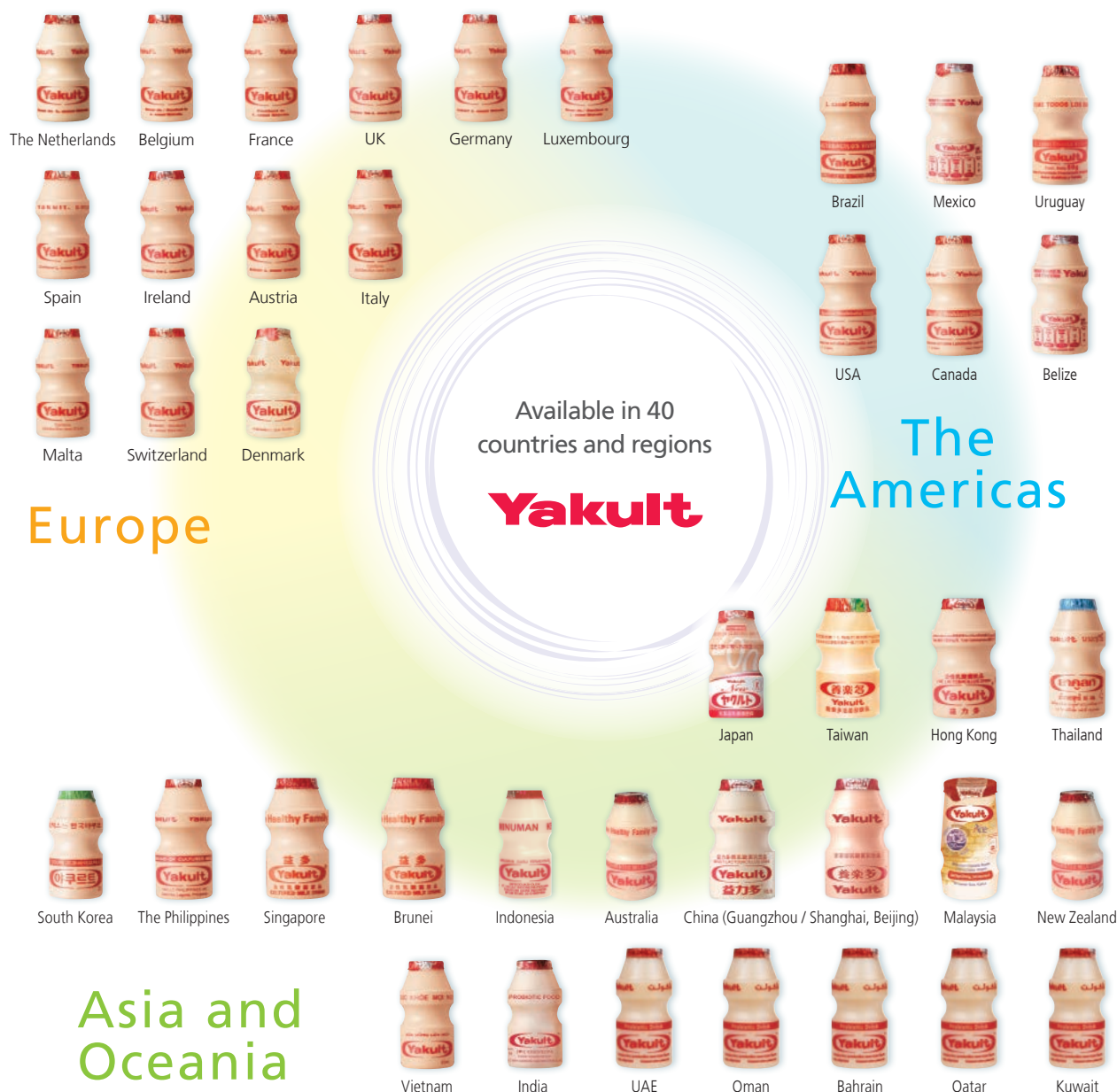
\*\* Available at Seven & i Group stores across Japan.

\*\*\* Food for Specified Health Uses: Joie - plain only. Sofuhl - certain limited-time only products not included.



## Yakult overseas

Under the slogan: "Propagate the message of Yakult and spread the joy of health," we are continuing to promote the globalization of the Yakult brand and disseminate the value of probiotics to people around the world.



\*Content varies depending on country and region.  
Available in Myanmar from August 2019.

## Making Yakult a global brand

At the 2017 and 2018 World Branding Awards (WBA), sponsored by the World Branding Forum\*, Yakult was recognized as one of the world's best brands, winning a "Brand of the Year" award in the Global Award category.

With the goal of contributing to the health of its many customers, Yakult will continue to build and expand its global brand.

\*A global organization targeting the advancement of standards in the branding industry for the good of the industry as well as consumers.



▲The WBA awards ceremony at Kensington Palace in the UK on 31 October 2018



## International Business

# Delivering the joy of good health to people all over the world

Yakult is expanding its network throughout the world.

With a local focus and as a pioneer in probiotic drinks, Yakult conveys the value of probiotics, while striving to contribute to the vitality of the local people and community.



## Yakult's International Business

### Spreading Dr. Shirota's ideal of "good health for as many people as possible" around the world

Yakult sells locally manufactured products in 40 countries and regions around the world, including in Europe, the Americas, and Asia and Oceania. The company operates 29 overseas business locations and overseas customers consume about 31.13 million\* Yakult dairy products per day. Products are delivered to our customers by about 47,300 Yakult Ladies and about 789,600 stores handle our products\*\*.

\* Average for January - December 2018.  
\*\* As of the end of December 2018.

## Global Development

### We are continuing to promote the globalization of Yakult, with product development based on the needs of each area

We believe that people worldwide have a common desire for good health. We also believe that "preventive medicine" and "a healthy intestinal tract leads to a long life" are ideas that resonate around the world. We continue to promote the globalization of the Yakult brand so that even more people can benefit from *Lactobacillus casei* strain Shirota. We remain committed to promoting the continued consumption of *Lactobacillus casei* strain Shirota by people around the world and are expanding our product range so that consumers can choose products that align with their health needs, eating habits, and cultural requirements.

## Local Production and Local Sales

### With the goal of building close relationships with societies around the world, we are developing businesses with deep ties to local communities

Yakult is developing its global business with a local focus, creating production and sales networks based on local communities. In particular, we are establishing offices and plants that have deep ties to the local communities. We are also actively hiring local employees. Moreover, Yakult is implementing its Yakult Lady home delivery system in many countries and regions.

Additionally, we are developing a variety of ways to convey the value of probiotics to our customers, including plant tours and explanations at stores and by Yakult Ladies, to help them understand the benefits of probiotics and contribute to their health.



Foshan Plant, China

### Expanding our local production framework

We are pouring our energies into expanding our production system so that our customers around the world can always have access to the highest quality dairy products.

#### Recently opened production facilities

- January 2014: Mojokerto Plant in Indonesia.
- March 2014: Second plant in Guangzhou, China.
- May 2014: California Plant in the United States.
- June 2014: Second production facility at Tianjin Plant in China.
- October 2014: New production facility at Zhongli Plant in Taiwan.
- June 2015: Wuxi Plant in China.
- March 2019: Foshan Plant in China.
- June 2019: Second production facility at Wuxi Plant in China.
- August 2019: Myanmar Plant in Myanmar.



# Putting the power of lactic acid bacteria\* to work for the skin



## Cosmetics

Pursuing the potential of probiotics, we have developed a number of original moisturizing ingredients.

These ingredients are incorporated into Yakult's high-quality cosmetics under the Yakult Beautiens brand, providing products that help protect the health and beauty of our customer's skin.

\* Moisturizing ingredients derived from lactic acid bacteria.



## Yakult's Cosmetics Business

### Delivering cosmetics to customers incorporating original moisturizing ingredients and produced at our own cosmetic plant

Yakult's involvement with cosmetics began when the Company's founder, Minoru Shirota, turned his attention to the action of lactic acid bacteria in protecting the skin and mucous membranes. Yakult has developed a number of moisturizing ingredients based on tireless research into probiotics and dermatology, and we have confirmed the efficacy and safety of these ingredients through rigorous assessments (see below). We manufacture our cosmetics at our own plant and deliver these high-quality products to our customers.

#### "Internal and external beauty" and "Intestinal health is a direct factor in producing beautiful, healthy skin"

The Founding Principles of Yakult's Cosmetics Business

Regulate the conditions of the intestinal tract and the inside of the body with Yakult fermented milk drinks



Protect the health of the skin and the outside of the body with Yakult cosmetics containing ingredients derived from lactic acid bacteria.



▲Yakult Beauty offers the *Parabio Series* for anti-aging care and the *Revecy Series* for those wishing to maintain well moisturized skin.

## Yakult Beauty Advisors

### Beauty professionals that listen carefully and suggest products

Sales of cosmetics are primarily done by Yakult Beauty Advisors and Yakult Ladies, who personally deliver the products to the customer, which allows the customer an opportunity to understand the particulars of a product and find the best one for them and their skin. As beauty professionals, the Yakult Beauty Advisors have an in-depth knowledge of the skin and the company's products. They consult with the customers in order to best understand their skin condition and concerns, and then offer beauty advice and cosmetics suggestions.



▲In order to improve the accuracy of advice, Yakult Beauty Advisors focus on improving their knowledge of beauty care and products through training programs and qualifications.

### Yakult's original moisturizing ingredients

#### S.E. (Shirota Essence)

This original moisturizing ingredient is obtained by fermenting milk with a carefully selected strain of lactic acid bacteria. It is similar to the skin's natural moisturizing factor, so it blends easily into the skin.

\*Extract from the fermentation of lactic acid bacteria and milk. Ingredient name: whey (2).

#### Bifidobacterium - fermented soy milk extract

High-quality soy (soy milk) is fermented using bifidobacteria to create a moisturizing ingredient with activated isoflavones. For moist, firm skin.

#### Lamellar particles

Lamellar particles are moisturizing ingredients developed through a focus on the lamellar structure of the skin. These help to smooth skin that has been damaged, making it firmer and more moisturized.

#### High molecular weight hyaluronic acid

This original hyaluronic acid is an extract of lactic acid bacteria and has powerful moisturizing action and helps the skin retain moisture.

#### Mexican primrose- willow extract

This is an extract from Mexican primrose-willow, selected from about 600 types of plants, that contributes to healthier skin.

# Delivering hope to many as an oncology company



## Pharmaceuticals

Yakult's business aims to provide every day health to its customers. In the pursuit of this goal, the company has expanded its business into the medical field and in particular the field of oncology, where it has received wide recognition both in Japan and overseas.

## Yakult's Pharmaceuticals Business

### Supporting treatment in a wide range of areas, and in particular in prescription drugs

Yakult's pharmaceutical business began when it started producing and selling enzymes and similar products for use in food and pharmaceuticals in 1961, and later releasing non-prescription drugs, quasi-drugs, medical devices, and reagents among other items.

Yakult is currently focusing its energies on the field of oncology, selling pharmaceuticals for the treatment of cancer at a number of domestic and overseas medical institutions. The company is proactively developing its business, focusing on the development of new anti-cancer agents and exploring new fields in order to advance progress in medical technologies.

### Initiatives in Oncology

#### Providing in-depth information on treatment with a broad lineup of anticancer and related drugs

Yakult is a provider of the anticancer drugs *Campto Infusion Solution* (Irinotecan hydrochloride trihydrate) and *Elplat I.V. Infusion* (Oxaliplatin), which are considered vital for the treatment of colon cancer. The company has received considerable recognition, both in Japan and overseas, for its achievements in the field of gastrointestinal cancers. Yakult also sells anti-cancer drugs such as *Gemcitabine for I.V. Infusion Yakult*, *Imatinib Tablets Yakult*, as well as a range of drugs in fields related to cancer such as *Levofolinate for I.V. Infusion Yakult*, which reinforces the action of anticancer drugs.

We also offer a wide range of information not only on our products, but also on various treatments, to medical professionals through our network of 162\* specialist medical representatives (MRs), booths at academic conferences and industry seminars.

\* As of the end of March 2019.



▲ It is important that, for every patient to be able to receive equal and high quality treatment, information provided at academic seminars and similar functions includes information on state-of-art standard treatments, grounded in scientific evidence and shown to be the most effective at the given time.

### Yakult's pharmaceuticals

#### ○ Prescription drugs (anticancer drugs)

##### Elplat

*Elplat* was synthesized in Japan in 1976 and subsequently developed in Europe. In Japan, Yakult handled the domestic development, obtaining marketing authorization in March 2005 and launching sales in Japan in April of the same year. *Elplat* is used for the treatment of recurrent and progressive unresectable colorectal cancer, post-operative adjuvant chemotherapy for colon cancer, unresectable pancreatic cancer, gastric cancer, and small intestine cancer.



##### Campto

Yakult created *Campto* as an anticancer agent synthesized and developed at the Yakult Central Institute in 1983. Production approval for the treatment of small cell lung cancer, non-small cell lung cancer, cervical cancer, and ovarian cancer was received in January 1994, and sales were launched in April of the same year. *Campto* is currently used to treat colorectal cancer, gastric cancer and non-resectable pancreatic cancer.



#### ○ Specified quasi-drugs (bifidobacteria and lactobacillus preparations)

##### Yakult BL Seichoyaku

*Yakult BL Seichoyaku* is a bifidobacterial and lactic acid bacterium formulation born from Yakult's probiotic research. It functions to improve bowel movements, abdominal bloating conditions, loose stools, and constipation. *Yakult BL Seichoyaku* also comes in a chewable *Yakult BL Seichoyaku S-Tablet* which can be taken without water.





# Dedicated to science Linking research in life science to health



## Research and Development

As a pioneer in probiotics, research and development activities are the driving force behind Yakult. Products are brought to fruition through the pursuit of research in life science, the accumulation of evidence, and the use of only verified materials. We remain committed to relentlessly promoting the advancement and spread of preventive medicine.

For more information on Yakult's research and development activities, please visit the [Yakult Central Institute website](#).

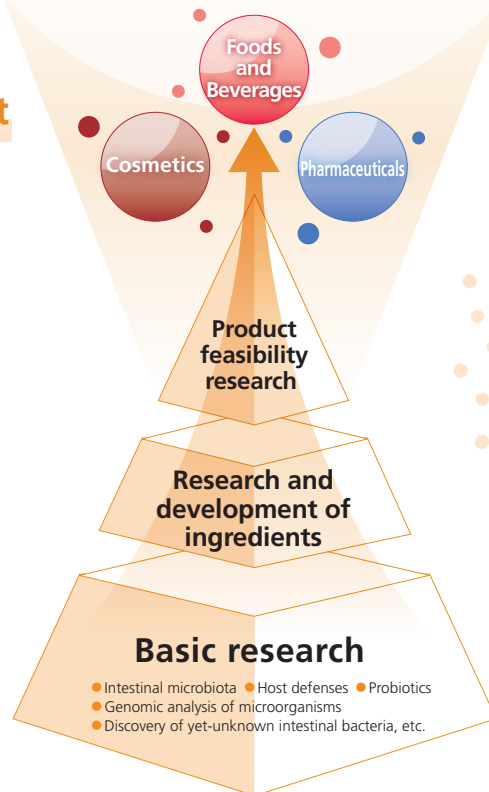




## Research and Development Activities at Yakult

### Elucidating the function of probiotics and developing products that contribute to the health and happiness of people

Product development at Yakult, including for foods, cosmetics, and pharmaceuticals, is founded on research and development. In order to realize preventive medicine and contribute to people's health, we focus on beneficial microorganisms, particularly the intestinal microbiota, and investigate the relationship between the intestinal microbiota and overall health from a variety of angles, including molecular biology, immunology, physiology, and nutrition. We use the results of these efforts in the development of food, cosmetics, and pharmaceutical products. We are also focused on investigating microorganisms and natural products whose functions have so far escaped notice and are proactively researching these as potential new ingredients.



Yakult's research and development activities

## The Yakult Central Institute as the Hub for Research and Development

### Taking the lead in microbial research with advanced equipment and facilities

The Yakult Central Institute is the company's hub for research and development, and is comprised of seven buildings with advanced research equipment and facilities (Research Administration Building, Basic Research Building, Food Research Building, Pharmaceutical and Cosmetic Research Building, Quality and Technical Development Building, Common Use Facility Building, and Energy Supply Building). In this enriched environment, we conduct a wide range of research including basic research, applied research focused on the development of food, cosmetic and pharmaceutical products, and an analysis business dedicated to safe production and environmental protection.



Yakult Central Institute (Kunitachi, Tokyo)

## Research Activities Overseas

### Accumulating evidence to benefit the health of people around the world

Yakult is not only working in Japan, but across Asia, Europe and the rest of the world to verify the positive effects of our probiotics and to elucidate their mechanisms of action. The focus of research efforts at the Yakult Honsha European Research Center (YHER) in Ghent, Belgium is to determine what kind of action probiotics have on the health maintenance of people in Europe. By accumulating this data, Yakult aims to establish a research base that can deploy operations worldwide.



Yakult Honsha European Research Center for Microbiology, ESV (YHER) in Ghent, Belgium. YHER is located on the ground floor of the Bio-incubator building in Technologiepark.

## Research and Achievements in a Variety of Areas

### Yakult has maintained its focus on probiotics with the aim of elucidating the benefits of lactic acid bacteria and intestinal bacteria

Since its founding Yakult has been engaged in basic research of probiotics and intestinal microbiota\*, which has been recognized as world-leading. Yakult has collaborated with other research institutions in recent years as part of its focus on exploring the further potential of probiotics.

#### Research on Lactic Acid Bacteria

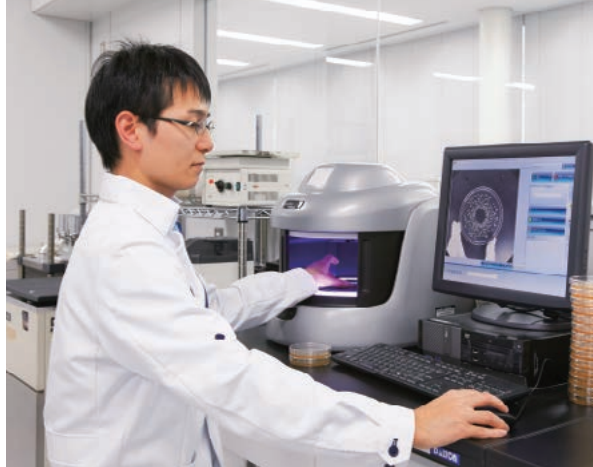
### Effectiveness in regulating immunity and in reducing the risk of cancer and the incidence of infectious diseases confirmed

Years of research has shown that lactic acid bacteria bestow a variety of benefits. The probiotic *Lactobacillus casei* strain Shirota is a case in point. Ingestion of this strain has been demonstrated to regulate immunity in the body, including through the maintenance and restoration of NK activity\*, which plays a vital role in immunity. It also helps to rid the body of harmful mutagens, reducing the risk of cancer. Reductions in the risk of bladder, colon and breast cancer, among others, have been verified.

*Lactobacillus casei* strain Shirota is also known to be effective in reducing the incidence and mitigating the symptoms of infectious diseases, such as acute infantile diarrhea, upper respiratory tract infections, and infectious gastroenteritis caused by norovirus infections.



Microorganism culture test



Taking viable bacteria counts with an automated colony counter

#### Research on Intestinal Microbiota

### Leading the world in the elucidation of the true state of intestinal microbiota and intestinal bacteria with advanced research capabilities

We have produced many results in our research on intestinal microbiota. The Institute was the first in the world to demonstrate that the bifidobacteria present in the intestines of newborns are transmitted from the mother. The Institute also demonstrated that segmented filamentous bacteria (SFB), which are intestinal bacteria present in a wide range of mammals, are involved in the induction of Th17 cells, a type of T cell that plays an important role in the immune system.

Yakult also developed YIF-SCAN®, a system that enables highly efficient analysis of intestinal microbiota. Based on genetic sequences unique to each species of intestinal microbiota, YIF-SCAN® selectively quantifies the bacteria, enabling rapid, highly precise analysis of a wide range of bacteria, from highly populous bacteria to those relatively few in number. YIF-SCAN® has contributed highly toward elucidating more about intestinal microbiota.



Automatic Intestinal Flora Analysis System "YIF-SCAN®"

#### Explanation of Terms

##### \* Intestinal microbiota

The complex microbial ecosystem composed of the microbes that inhabit the human intestines. The human intestinal tract harbors around a thousand species of bacteria, numbering some 100 trillion individual organisms.

##### \* NK activity

Natural killer (NK) cells work on the front line of the immune system, protecting the body from pathogens, viruses, and cancer, etc. NK activity refers to the intensity of the performance of NK cells, and it is nowadays recognized as a barometer of immunity.



Analysis of intestinal microbiota using the multicolor FISH method

Image of bacteria (yellow) observed with the multicolor FISH method

## Accomplishments Being Utilized

### Leveraging the power of probiotics in various fields

The results of research activities at Yakult are applied not only to product development, but in a number of different fields as well. One of our research accomplishments that is now utilized in the medical field is synbiotic therapy. Synbiotics combines probiotics and prebiotics\*, which function to help increase the beneficial bacteria in the intestines. Synbiotic therapy is currently being used in medical institutions, where there have been numerous reports of its usefulness in preventing post-operative infection, assisting the recovery of immune functions, and improving nutritional conditions. The therapy has been particularly helpful in this respect for gastroenterological surgery, where there is a high risk of microbial infection.

## Efforts of the Development Division

### Linking the accomplishments in basic research and product feasibility research to products that contribute to health

Our development division develops products by utilizing new ingredients for which safety and efficacy have been confirmed through basic and product feasibility research. Our focus in recent years has been the development of products with unique characteristics.

One example of this is *Yakult no Oishii Hakko Kajitsu* a fermented tangerine drink using the company's unique *Lactobacillus plantarum* YIT 0132. We developed the product to be free of allergy-specific ingredients such as milk, so that those with milk allergies can also enjoy the benefits of lactic acid bacteria.

We also engage in technology development tests and other measures to establish efficient, stable manufacturing technology as well as research to ensure product quality.

## Joint Research with Other Institutions

### Exploring further potential by looking at microorganisms from different angles

We remain actively engaged in joint research with other cutting-edge organizations, including the Japan Aerospace Exploration Agency (JAXA, see page 4), a National Research and Development Agency. We also launched joint research operations with the Tohoku Medical Megabank Organization, a National University Corporation, in April 2018. This latter cooperation aims to help clarify the physiological significance of the intake of fermented milk drinks and fermented milks in terms of preventive medicine, and create new forms of preventive and therapeutic medicine that target intestinal microbiota. The cooperation is expected to extend through the end of 2020.



Verifying the functionality of food ingredients

#### \*Prebiotics

Food ingredients that satisfy each of the following conditions:

- 1) They are not broken down and absorbed in the upper digestive tract.
- 2) They serve as a source of nutrition for beneficial bacteria living symbiotically in the intestines, promoting their proliferation.
- 3) They improve and maintain a healthy balance in the composition of intestinal microbiota.
- 4) They play a role in improving and maintaining human health. Some oligosaccharides and dietary fiber are known to be prebiotics.



# Contributing to health through the creation of high-quality products



## Production

In order to deliver products to contribute to people's health, Yakult's dairy products, cosmetics, and pharmaceuticals are produced under stringent control. We are committed to safety and peace of mind in our pursuit of the highest quality products.



## Dairy Products

### Production based on a rigorous hygiene and quality control system

Yakult maintains a rigorous hygiene and quality control system carefully cultivating bacteria, preparing ingredients, molding and filling containers, and packaging products all at our own plants. The production of high-quality products that people can consume with peace of mind allows us to deliver live probiotics to customers and contribute to their health.



▲ Yakult has established its own quality standards for all its products and checks are conducted using machines and visual inspections. In the case of *Yakult 400*, there are over 150 individual checks to be performed.



▲ Machinery and pipes used in production are disassembled and hand washed every day. We check with our hands and eyes to ensure that everything has been washed and that there are no scratches or other such blemishes. We always clean and disinfect with meticulous care to maintain hygienic conditions.

### Yakult's own stringent quality control standards

Food hygiene management system  
**HACCP**

International standard for quality control and quality assurance  
**ISO 9001**

Each plant has implemented and acquired HACCP\*, ISO 9001\*, and ISO 14001\* certification, and is working hard to improve product quality and produce products in an environmentally friendly manner.

## Cosmetics

### Strict checks protect the health of the skin

Yakult cosmetics are manufactured at the Shonan Cosmetics Plant. We also produce original moisturizing ingredients here such as S.E. (Shirota Essence), which is produced from lactic acid bacteria, and incorporate them into our high-quality cosmetics. In order to manufacture products of a consistent, high level, our production follows the "Good Manufacturing Practices" of cosmetics (technical guidelines for quality control and manufacturing of cosmetics).



▲ Our cosmetics come in direct contact with the skin of our customers, making inspections by plant workers a vital point in our manufacturing process.

## Pharmaceuticals

### Developing a system that complies with quality control standards inside and outside Japan

The Fuji Susono Pharmaceutical Plant produces pharmaceutical products, such as *Elplat* and *Campto*. This Plant has developed advanced production systems that follow strict domestic and overseas "Good Manufacturing Practices" (GMP = Manufacturing and quality management standards for pharmaceuticals and other products), and engages in the production of safe, high-quality pharmaceutical products.



▲ The quality control standards at the Fuji Susono Pharmaceutical Plant conform to the "Good Manufacturing Practices" of Japan and the US.

#### Explanation of Terms

##### \* HACCP

HACCP stands for Hazard Analysis and Critical Control Point, and is an international standard for hygiene management.

##### \* ISO 9001

International standard for product quality management systems.

##### \* ISO 14001

International standard for environmental management systems.



Home Delivery

## Products delivered with sincerity

Home delivery was born from Yakult's emphasis on "sincerity" and "harmony among people." Yakult Ladies deliver products personally to people in communities they have deep ties to.



### Home Delivery Activities

#### Half a century of delivering products with a smile

Putting a priority on products delivered directly to the customer's home with sincerity and a smile, home delivery by Yakult Ladies began with the introduction of the Yakult Lady System in 1963. In line with the changing times, we have introduced an online ordering system where customers can order products for delivery via the Internet.

### Activities of Yakult Ladies

#### Aiming to be regional health advisors

The Yakult Lady also acts as a "regional health advisor," offering a wide variety of information on not only products, but also in regard to probiotics in general. Given the importance of our customers' trust, we are always striving to improve their level of knowledge in this regard, including through training sessions led by employees of the Yakult Central Institute and study groups held among the Yakult Ladies.

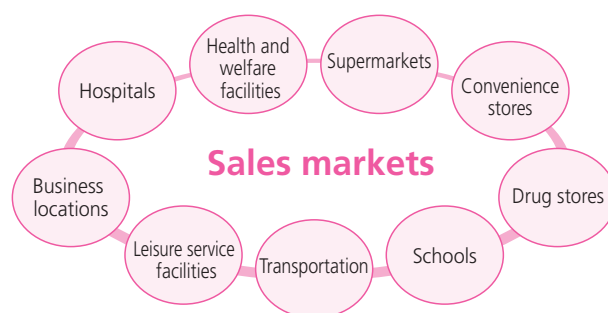




## Direct Sales

# A healthy life for as many people as possible

So that customers can have access to our products anytime and anywhere in their day-to-day life, we are expanding into a wide variety of sales markets while providing health information.



## Direct Sales Activities

### Helping to promote health at locations customers frequent

In order to contribute to the health of our customers in a manner that fits their various lifestyles, Yakult offers products through a variety of channels, including supermarkets, convenience stores, and other shops, as well as in prepared meals offered at schools, hospitals and care facilities. We also assist in supporting health management by supplying products to companies. Vending machines offering dairy and other products unique to Yakult are also popular.

## Providing Health Information and Conveying Product Value

### With the goal of continually promoting health

To ensure that customers understand the unique benefits of Yakult and consume our products, our promotional staff members introduce our products and offer health information to customers at local stores. We also conduct health classes and events at large stores and companies for customers interested in deepening their understanding of how lactic acid bacteria work and why intestinal health is so important.

## CSR

# Contributing to health while living in harmony with the environment and local communities

Yakult's business is focused on contributing to the health of people around the world, which in itself constitutes a part of its social contribution activities. In addition to our basic CSR policy and our three key areas of CSR, we are continuing to work toward realizing our corporate slogan of "in order for people to be healthy, everything around them must also be healthy" in accordance with the core subjects of ISO 26000, the global CSR standard.

### Basic policy on CSR

Through business activities grounded in our corporate philosophy, the Yakult Group continues to strive to gain the trust of all its stakeholders.

### Three key areas of CSR



Our corporate philosophy is "we contribute to the health and happiness of people around the world through pursuit of excellence in life science in general and our research and experience in microorganisms in particular," while our corporate slogan is "in order for people to be healthy, everything around them must also be healthy." In addition to these ideals, we have three key areas in which we focus our CSR activities: health, local communities, and the environment. We accordingly base our business activities on our commitment to support the resolution of local issues and the establishment of trust with local communities.

### The Seven Core Subjects of ISO 26000 (\*based on the three key CSR areas)

Consumer issues, community involvement and development, the environment, labor practices, human rights, fair operating practices, organizational governance

## Contributing to Local Communities

### Courtesy Visit Activities

In addition to delivering products, Yakult Ladies have been visiting elderly people living alone to confirm their well-being and spend some time chatting with them. As of March 2019, about 2,800 Yakult Ladies nationwide were visiting the homes of about 38,000 elderly people.



### Dispatching Guest Lecturers

Yakult dispatches guest lecturers mainly to elementary schools, as part of its food and nutrition education program. Using models and picture cards, employees of Yakult Honsha branches and Yakult sales companies provide the lessons, explaining the importance of the intestines and the action of lactic acid bacteria in the intestines. About 290,000 people participated in about 4,000 lectures in fiscal 2018.



### Plant Tours

In order for people to gain a better understanding of Yakult and its products, Yakult's plants accept tours. (In fiscal 2018, about 280,000 people visited our dairy product, cosmetic, and other plants in Japan, and about 580,000 people visited overseas plants.)



### Promotion of Sports

### Contributing to Society Through Sports

Games played by the Tokyo Yakult Swallows are enjoyed by many fans. In the offseason, many of the players on the roster conduct baseball clinics for elementary and junior high school students. The company also provides support for baseball clinics led by former team members throughout the year.



The company also supports sports activities that employees take part in, such as track and field and rugby clubs. In addition to the promotions of company sports, Yakult also supports and promotes bound tennis, a sport invented in Japan, and has been sponsoring the FINA World Championships and the FINA World Swimming Championships (25M) as an official partner of the International Swimming Association (FINA: Fédération Internationale de Natation).

### Provision of Health-related Information

### Issuing the *HEALTHIST* (Health information) Journal

*HEALTHIST* is a Yakult publication containing easy-to-understand information on health, life sciences and the latest trends in research. Yakult also provides health-related information through a variety of different media.





## Promotion of Science and Technology

### Symposium on Intestinal microbiota

In 1992, we established the Yakult Bio-Science Foundation (a public interest incorporated foundation since 2014). The foundation holds an annual symposium, inviting top researchers from Japan and overseas.



## Environmental Activities

### Yakult Basic Policy on the Environment

We have also set forth our environmental philosophy, which reads, "Yakult understands that protecting the earth's environment is one of the most important aspects of coexistence with society and it is committed to considering the need to protect the environment in all of its corporate activities," and all the Yakult Group's business units have been moving ahead with measures to reduce the Group's environmental impact.

### Yakult Sustainable Ecology 2020

Yakult has framed the image for the environment it aims to achieve over the long term in the form of Yakult Sustainable Ecology 2020. It describes the future vision of Yakult with three core elements, including the realization of a low-carbon society, efficient use of resources, and efforts to preserve and utilize biodiversity. The plan also emphasizes coexistence with stakeholders and the development of a sustainable society.

### Efforts Aimed at Preserving the Environment

Yakult is engaged in a variety of measures aimed at preserving the environment, including participation in the United Nations' Green Wave program, a worldwide tree-planting campaign, and supporting the Children's Forest Program of The Organization for Industrial, Spiritual and Cultural Advancement-International (OISCA).



## Health Management and Personnel Training

### Promotion of Health Management

In September 2017, we announced a health declaration with the goal of maintaining and improving the physical and mental health of our employees and ensuring that working environments are safe and offer peace of mind. As a result of our company-wide health management efforts, we have received "White 500" certification as a company promoting health and productivity management for two years running starting in 2018.

### Maintaining a Healthy Work Environment

We support employees who are raising children by promoting paternity leave for our male and female employees and offering a program of shortened work hours that exceeds legal standards. In addition, we are developing a work environment that can accommodate diverse lifestyles. We encourage taking annual paid leave and the reduction of long work hours through measures like the option to take paid leave in hourly increments and setting "No Overtime" days.

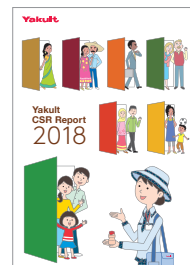
## Personnel Training

Based on the idea that personal growth contributes to the growth of the organization, the company supports the developmental growth of its employees and conducts group training sessions, dispatched training, and online training programs. In addition, we conduct training programs on how to effectively share and practice the spirit of our founder, Shirota-ism.

## Communication Activities

### For Customers and Employees

Yakult disseminates information on its operations through a wide range of media, including the Yakult CSR Report, our website, and various company and Group newsletters, among others. We strive to publicize and keep customers and employees alike apprised of the current state of Yakult at all times.



### For Shareholders and Investors

In addition to holding financial result briefings and conference calls for analysts, Yakult promotes understanding of its operations through tours and responding to a variety of inquiries. We are committed to providing information, and post long-term financial data and annual reports on our website.



## Measures to Ensure Trust

### Compliance

Yakult has established the Yakult Ethical Principles and Code of Conduct. In addition to ensuring that all employees are following these, a compliance officer is appointed for each department and business location and a Compliance Committee, composed of outside experts, serves to ensure transparent and sound corporate management.

### Corporate Governance

We have strengthened the decision-making and supervisory functions of the Board of Directors while clarifying the lines of responsibility in the execution of business matters. We have also introduced a system of executive officers to boost the efficiency of these functions. Finally, we have established a Management Policy Council, which includes representative directors, and an Executive Officers Committee, which includes executive officers.

### Sustainable Development Goals (SDGs)

The Yakult Group sees SDGs as a social responsibility and common challenge in realizing a sustainable global society. To achieve them, we will continue "contributing to the health and happiness of people around the world." In 2018 in recognition of our contributions to these goals, we received the special award "SDGs Partnership Award" at the Second Japan Sustainable Development Goals Awards.



For more information on CSR,  
please visit the CSR section of the  
Yakult Honsha website



# Profile

## Overview of Yakult Honsha

**Corporate name:** Yakult Honsha Co., Ltd.  
**Date founded:** 1935  
**Date incorporated:** April 9, 1955  
**Head office:** 1-19 Higashi-Shimbashi,  
 1-chome, Minato-ku,  
 Tokyo 105-8660, Japan  
 Telephone: +81-3-3574-8960

**Paid-in capital:** ¥31,117.65 million  
**Annual account settlement date:** March 31  
**No. of employees:** 2,876  
 302 employees temporarily assigned and 132 contract employees  
**Main banks:** Mizuho Bank, Resona Bank, MUFG Bank

as of March 31, 2019

## Principal Business Activities

Manufacturing and marketing of food and beverage products, cosmetics, pharmaceuticals, and others

## Principal Subsidiaries

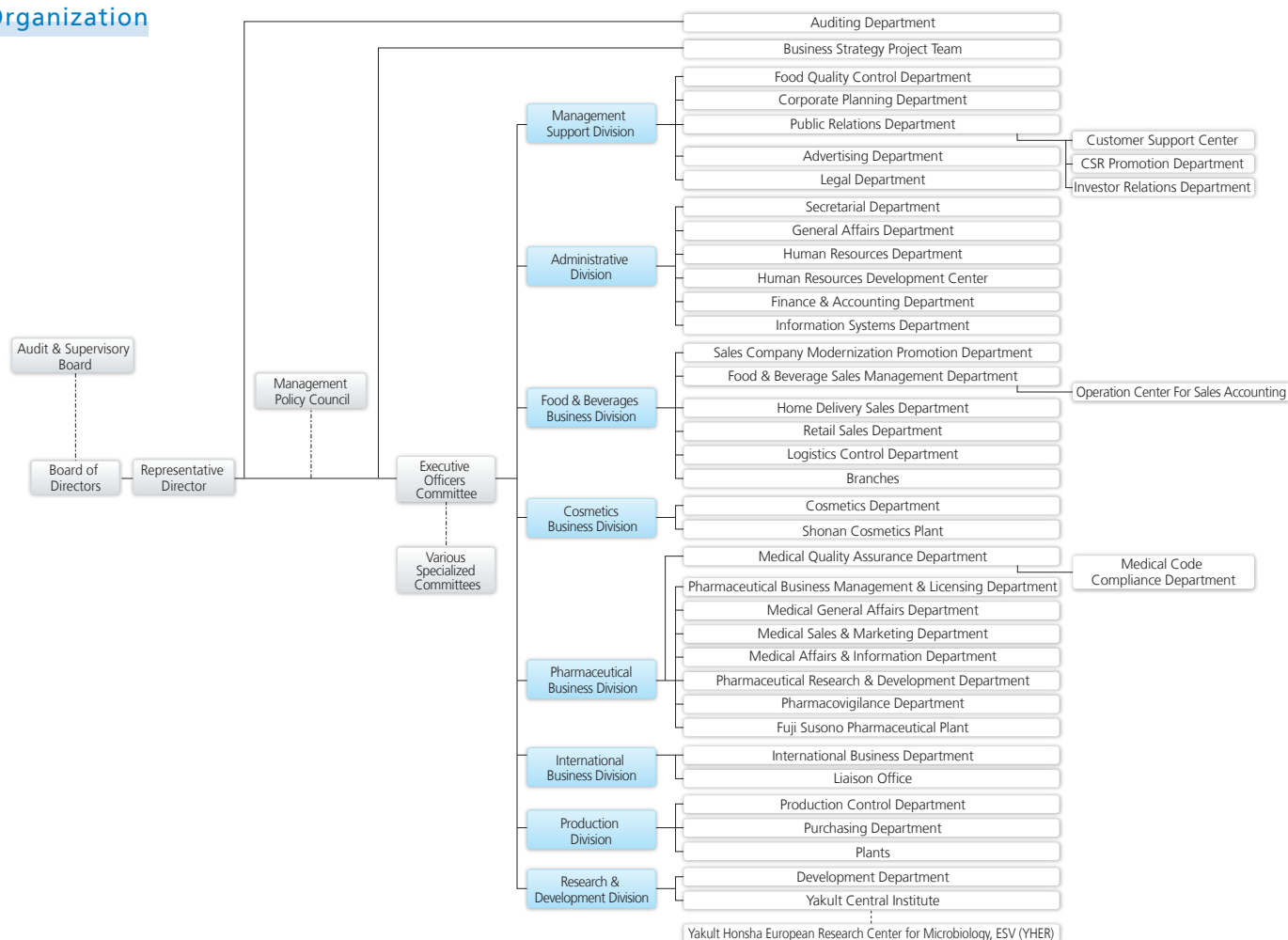
Yakult Food Industry Co., Ltd.	Yakult Health Foods Co., Ltd.	Yakult Corporation Co., Ltd.
Yakult Materials Co., Ltd.	Yakult Pharmaceutical Industry Co., Ltd.	Yakult Asset Management, Co., Ltd.
YBC Co., Ltd.	Yakult Support Business Co., Ltd.	Yakult Logistics Co., Ltd.
Yakult Kyudan Co., Ltd.	Yakult Life Service Co., Ltd.	Yakult Management Service Co., Ltd.

## Business Performance

Net Sales and Income (Consolidated)	March 2015	March 2016	March 2017	March 2018	March 2019
Net Sales	367,980	390,412	378,307	401,569	407,017
Operating Income	34,898	40,057	37,281	43,463	45,846
Ordinary Income	45,608	50,629	49,370	53,054	57,121
Net Income attributable to owners of the parent	25,056	28,843	30,154	34,064	34,935

(Unit: million yen)

## Organization



## Directors / Corporate Auditors

President and Representative Director  
**Takashige Negishi**

**Directors**  
**Hiroshi Narita**  
**Hiroshi Wakabayashi**  
**Fumiyasu Ishikawa**  
**Masanori Ito**  
**Akifumi Doi**  
**Tetsuya Hayashida**  
**Susumu Hirano**  
**Masao Imada**

**Directors (Part-time)**  
**Richard Hall**  
**Ryuji Yasuda** (Outside Director)  
**Masayuki Fukuoka** (Outside Director)  
**Norihito Maeda** (Outside Director)  
**Pascal Yves De Petrini** (Outside Director)  
**Naoko Tobe** (Outside Director)

**Senior Audit & Supervisory Board Members**  
**Akinori Abe**  
**Hiroshi Yamakami**  
**Audit & Supervisory Board Members (Outside Auditors)**  
**Akihiko Okudaira**  
**Seijuro Tanigawa**  
**Setsuko Kobayashi**  
**Koichi Yoshida**  
**Seno Tezuka**

as of June 19, 2019

















# History

\*The products, companies, organizations, etc., listed in this company history have been displayed using the names that they had at the time.

## History of Yakult

- 1930s** 1930 ● Dr. Minoru Shirota succeeds in strengthening and culturing lactic acid bacteria, useful for maintaining health (*Lactobacillus casei* strain Shirota).
- 1940s** 1940 ● Local offices of the Association for Promotion of Preventive Bacteria Strain Shirota are established in various parts of Japan for the purpose of marketing and distributing Yakult.
- 1950s** 1955 ● Yakult Honsha Co., Ltd. is established (Nishi Hatchobori, Chuo-ku, Tokyo).  
● Research Institute is established in Kyoto.
- 1960s** 1963 ● Yakult launches its unique Yakult Lady home delivery system.  
1964 ● Yakult Taiwan Co., Ltd. begins operations as the company's first overseas operation base.  
1967 ● Research institute is established in Kunitachi, Tokyo (later known as Yakult Central Institute).  
1968 ● The company takes over the management of the Sankei Atoms baseball team (now the Tokyo Yakult Swallows).
- 1970s** 1971 ● The company begins the full-scale sale of cosmetics.  
1972 ● New head office building is completed in Higashi Shimbashi, Minato-ku, Tokyo.  
● Program of regular visits to senior citizens by Yakult Ladies begins.  
1975 ● *Biolactis Capsules* ethical drug is introduced to the healthcare industry, thereby marking Yakult's entrance into the pharmaceutical business.
- 1980s** 1980 ● Company stocks are listed on the Second Section of the Tokyo Stock Exchange.  
1981 ● Company stocks are listed on the First Section of the Tokyo Stock Exchange.
- 1990s** 1992 ● Yakult Bioscience Research Foundation is established.  
1994 ● The company receives the Minister for Health and Welfare Award for distinguished volunteer service in recognition of the regular visits to senior citizens.  
1997 ● The company receives the Minister for Agriculture, Forestry, and Fisheries Award (in the Consumer Division) at the Excellent Corporations of Food Industry Awards.
- 2000s** 2004 ● Entered into a strategic alliance with Groupe Danone.  
2005 ● Research center is established in Europe (Belgium).  
2006 ● The name of Yakult's brand of cosmetics is changed to Yakult Beautiens.
- 2010s** 2012 ● Yakult launches Yakult Space Discovery Project.  
2013 ● *Lactobacillus casei* strain Shirota obtains GRAS Certification from the US FDA (Food and Drug Administration).  
● Yakult and Danone terminate strategic alliance agreement and sign a memorandum of cooperation.  
2016 ● Construction of the new Yakult Central Institute is completed.  
2018 ● The company receives the METI (Ministry of Economy, Trade and Industry) Minister's Prize at the Second Nihon Service Awards for the Yakult Ladies home delivery service.  
● The company receives the special award "SDGs Partnership Award" at the Second Japan Sustainable Development Goals Awards.  
2019 ● The company receives "White 500" certification as a company promoting health and productivity management (large company segment) for the second year.  
● Average global sales of dairy products surpass 40 million bottles per day (fiscal year ended March 31, 2019).

## History of Yakult products

- 1935 ● Yakult is manufactured and introduced to the market.
-   
Yakult (Glass bottle) in 1950s
-   
Yakult (Glass bottle) in 1960s
-   
Yakult (Plastic bottle)
- 1968 ● Yakult is introduced to the market in a new plastic bottle.
-   
Joie
-   
Mil-Mil
-   
Yakult Seichoyaku
- 1970 ● Joie fermented milk is introduced to the market.  
1978 ● Mil-Mil bifidobacteria-fermented milk is introduced to the market.  
1979 ● Yakult Seichoyaku intestinal regulator, an over-the-counter medicine, is introduced to the healthcare industry.
-   
Revey S.E. Series
-   
Toughman
- 1980 ● Toughman is introduced to the market.  
1989 ● Revey S.E. Series is introduced to the market.
-   
Campto Injection
- 1994 ● The manufacture of irinotecan hydrochloride, a cancer chemotherapeutic agent, is approved, and the drug is introduced to the healthcare industry under the brand name of Campto.
-   
Bansoreicha
-   
Parabio Series
- 1995 ● Parabio Series premium-quality skincare product line is introduced to the market.  
1998 ● Yakult is approved by the Ministry of Health and Welfare for labeling as Foods for Specified Health Uses.  
● Bansoreicha is introduced to the market.  
1999 ● Yakult 400 fermented milk drink is introduced to the market.
-   
Yakult 400
- 2005 ● Oxaliplatin, a cancer chemotherapeutic agent for the treatment of advanced colorectal cancer, is approved under the name of Elplat.
- 2008 ● Yakult receives a 2008 Good Design Long Life Design Award (G-Mark).
-   
Elplat
- 2011 ● The shape of the Yakult container is registered as a three-dimensional trademark.  
● Campto wins the Science Award from the Japanese Cancer Association.
- 2013 ● New Yakult and New Yakult Calorie Half are introduced to the market.
- 2017 ● National release of Synbiotics Yakult W.  
2018 ● National release of Yakult no Oishii Hako Kajitsu.  
2019 ● Yakult 1000 is introduced to the seven prefectures in the Kanto region.
-   
Registered as a three-dimensional trademark
-   
Synbiotics Yakult W
-   
Yakult 1000



## Promoting Better Health through Domestic and International Networks

The Yakult Group comprises nearly 140 companies (approximately 170 counting overseas operations), including Yakult Honsha Co., Ltd., marketing companies that distribute Yakult's products to customers throughout Japan, bottling companies that manufacture containers and bottle Yakult's products, and other affiliates.

## Overseas

### Overseas Operations

● Yakult Ladies.....	approx. 47,300
● Employees.....	approx. 23,600
(as of December 31, 2018)	

## Asia and Oceania

Yakult Taiwan Co., Ltd. ●●●●	Yakult Vietnam Co., Ltd. ●●●●
Hong Kong Yakult Co., Ltd. ●●●●	Yakult Danone India Pvt. Ltd. ●●●●
Yakult (Thailand) Co., Ltd. ●●●●	Yakult Middle East FZCO
Korea Yakult Co., Ltd. ●●●●	Yakult Myanmar Co., Ltd.
Yakult Philippines, Inc. ●●●●	Yakult (China) Corporation
Yakult (Singapore) Pte. Ltd. ●●●●	Guangzhou Yakult Co., Ltd. ●●●●
P.T. Yakult Indonesia Persada ●●●●	Shanghai Yakult Co., Ltd. ●●●●
Yakult Australia Pty. Ltd. ●●●●	Beijing Yakult Co., Ltd.
(New Zealand Branch)	Tianjin Yakult Co., Ltd. ●●●●
Yakult (Malaysia) Sdn. Bhd. ●●●●	Wuxi Yakult Co., Ltd. ●●●●

## Domestic

### Domestic Operations

● Head Office .....	1
● Branches .....	5
● Research institute .....	1
● Honsha plants .....	7
● Marketing companies .....	102
● Bottling companies .....	5
● Yakult Ladies .....	approx. 33,900
● Yakult Beauty Advisors .....	approx. 4,600
(as of June 30, 2019)	
(as of March 31, 2019 for Yakult Ladies and Yakult Beauty Advisors)	

Yakult Honsha: Manufacturing and marketing of food and beverage products, cosmetics, pharmaceuticals, and others

Marketing companies: Distribution of Yakult's products

Bottling companies: Bottling, commercialization, and container production

### Hokkaido Block

Yakult Ladies	1,800
Yakult Beauty Advisors	840

#### Honsha Organization

Hokkaido Branch

#### Marketing companies (9)

Yakult Sapporo Sales Co., Ltd. ●●●●
Yakult Minami Hokkaido Sales Co., Ltd.
Yakult Tomakomai Sales Co., Ltd.
Yakult Iwamizawa Sales Co., Ltd.
Yakult Kushiro Sales Co., Ltd.
Yakult Obihiro Sales Co., Ltd.
Yakult Kitami Sales Co., Ltd.
Yakult Muroran Sales Co., Ltd.
Yakult Kita Hokkaido Co., Ltd.

### East Japan Block

Yakult Ladies	8,200
Yakult Beauty Advisors	590

#### Honsha Organization

East Japan Branch

Fukushima Plant ●●●●
Ibaraki Plant ●●●●
Fuji Susono Plant ●●●●
Fuji Susono Pharmaceutical Plant ●●●●

#### Marketing companies (29)

Yakult Aomori Sales Co., Ltd.
Yakult Iwate Sales Co., Ltd. ●●●●
Yakult Miyako Sales Co., Ltd.

Yakult Akita Sales Co., Ltd.
Yakult Odate Sales Co., Ltd.
Yakult Yokote Sales Co., Ltd.
Yakult Yamagata Sales Co., Ltd.
Yakult Yonezawa Sales Co., Ltd. ●●●●
Yakult Shonai Sales Co., Ltd.
Yakult Miyagi Chuo Sales Co., Ltd. ●●●●
*The following marketing company is generalized. • Yakult Ofunato Sales Co., Ltd.
Yakult Ishinomaki Sales Co., Ltd.
Yakult Fukushima Sales Co., Ltd.
Yakult Koriyama Sales Co., Ltd.
Yakult Aizu Sales Co., Ltd.
Yakult Iwaki Sales Co., Ltd.
Yakult Mito Sales Co., Ltd. ●●●●
Yakult Koga Sales Co., Ltd.
Yakult Utsunomiya Sales Co., Ltd.
Yakult Ryomo Sales Co., Ltd.
Yakult Gunma Sales Co., Ltd.
Yakult Higashi Shizuoka Sales Co., Ltd.
Yakult Chuo Shizuoka Sales Co., Ltd.
Yakult Nishi Shizuoka Sales Co., Ltd.
Yakult Yamanashi Sales Co., Ltd.
Yakult Nanshin Sales Co., Ltd.
Yakult Hokushin Sales Co., Ltd.
Yakult Niigata Chuo Sales Co., Ltd.
Yakult Shibata Sales Co., Ltd.
Yakult Joetsu Sales Co., Ltd.
■ Bottling companies (1)
Yakult Iwate Plant Co., Ltd. ●●●●

## Branches

Hokkaido Branch .....	Odori Koen Bldg. 6F, 6-10-10, Odori Nishi, Chuo-ku, Sapporo-shi, Hokkaido 060-0042
East Japan Branch .....	Hibiya U-1 Bldg. 1F, 1-1-7, Uchisaiwai-cho, Chiyoda-ku, Tokyo 100-0011
Sendai Office, East Japan Branch .....	Tokyo Tatemono Sendai Bldg. 6F, 1-6-35, Chuo, Aoba-ku, Sendai-shi, Miyagi 980-0021
Metropolitan Branch .....	Nomura Fudosan Ginza Bldg. 10F, 6-18-2, Ginza, Chuo-ku, Tokyo 104-0061
Central Japan Branch .....	HERBIS OSAKA 16F, 2-5-25, Umeda, Kita-ku, Osaka-shi, Osaka 530-0001
West Japan Branch .....	Denki Bldg. Kitakan 4F, 2-1-82, Watanabe-dori, Chuo-ku, Fukuoka-shi, Fukuoka 810-0004

## Research & Development Institute

Yakult Central Institute .....	5-11, Izumi, Kunitachi-shi, Tokyo 186-8650
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## Certifications Obtained

● ISO 9001 ● ISO 14001 ● ISO 22000 ● HACCP ● GMP ● FSSC 22000 ● SQF

\*ISO 9001: International standard for product quality management systems.

\*ISO 14001: International standard for environmental management systems.

\*ISO 22000, FSSC 22000, SQF: International standards for food safety management systems.

\*HACCP: Stands for Hazard Analysis and Critical Control Point and is an international standard for hygiene management.

\*GMP: Good Manufacturing Practice. Facilities that employ GMPs for food. The GMP quality management standards that Taiwan had adopted were switched to the country's TQF (Taiwan Quality Food) certification system.

\*Symbols are shown next to facilities when at least one of their offices or factories has gained the relevant certification.

When multiple offices or factories have gained a particular certification, each will have done so under conditions unique to the office or factory.

## The Americas

Yakult S/A Ind. E Com. (Brazil) ●●●●

Yakult S.A. De C.V. (Mexico) ●●●●

Yakult U.S.A. Inc. ●●●●

## Europe

Yakult Europe B.V. ●●●●

Yakult Nederland B.V.

Yakult Belgium N.V./S.A.

Yakult UK Ltd. ●●●●

(Ireland Branch)

Yakult Deutschland GmbH

Yakult Oesterreich GmbH

Yakult Italia S.r.l.

Yakult Honsha European Research Center for Microbiology, ESV (YHER)

• Countries where test and other sales are conducted: Brunei, Oman, Bahrain, Qatar, Kuwait, Uruguay, Canada, Belize, France, Luxembourg, Spain, Malta, Switzerland and Denmark

### Metropolitan Block

Yakult Ladies 7,700

Yakult Beauty Advisors 680

#### Honsha Organization

Head Office

Metropolitan Branch

Yakult Central Institute ●●●●

Shonan Cosmetics Plant ●●●●

#### Marketing companies (15)

Yakult Saitama Sales Co., Ltd.

Yakult Saitama Tobu Sales Co., Ltd.

Yakult Kazo Sales Co., Ltd.

Yakult Saitama Nishi Sales Co., Ltd.

Yakult Saitama Hokubu Sales Co., Ltd.

Yakult Chiba Ken Sales Co., Ltd. ●●●●

Yakult Johoku Sales Co., Ltd.

Yakult Katsushika Sales Co., Ltd.

Yakult Seito Sales Co., Ltd.

Yakult Tokyo sales Co., Ltd. ●●●●

\*The following marketing company is generalized.

• Yakult Keihoku Sales Co., Ltd.

Yakult Kanagawa Chuo Sales Co., Ltd.

Yakult Kanagawa Tobu Sales Co., Ltd. ●●●●

Yakult Shonan Sales Co., Ltd.

Yakult Odawara Sales Co., Ltd.

Yakult Atsugi Sales Co., Ltd.

#### Bottling companies (1)

Yakult Chiba Plant Co., Ltd. ●●●●

### Central Japan Block

Yakult Ladies 8,400

Yakult Beauty Advisors 970

#### Honsha Organization

Central Japan Branch

Hyogo Miki Plant ●●●●

#### Marketing companies (19)

Yakult Tokai Co., Ltd.

\*The following four marketing companies are generalized.

• Yakult Nagoya Sales Co., Ltd.

• Yakult Aichi Chuo Sales Co., Ltd.

• Yakult Mie Sales Co., Ltd.

• Yakult Gifu Sales Co., Ltd.

Yakult Owari Sales Co., Ltd.

Yakult Higashi Mikawa Sales Co., Ltd.

Yakult Toyama Sales Co., Ltd.

Yakult Hokuriku Co., Ltd.

\*The following marketing company is generalized.

• Yakult Fukui Sales Co., Ltd.

Yakult Nanao Sales Co., Ltd.

Yakult Keiji Sales Co., Ltd.

Yakult Kinki Chuo Sales Co., Ltd. ●●●●

Yakult Osaka Hokubu Sales Co., Ltd.

Yakult Sennari Sales Co., Ltd.

Yakult Sakai Sales Co., Ltd.

Yakult Osaka Tobu Sales Co., Ltd.

Yakult Minami Osaka Sales Co., Ltd.

Yakult Nara Sales Co., Ltd.

Yakult Wakayama Sales Co., Ltd.

Yakult Kobe Sales Co., Ltd.

Yakult Hyogo Sales Co., Ltd. ●●●●

Yakult Himeji Sales Co., Ltd.

Yakult Awaji Sales Co., Ltd.

#### Bottling companies (1)

Yakult Aichi Plant Co., Ltd. ●●●●

### West Japan Block

Yakult Ladies 7,800

Yakult Beauty Advisors 1,520

#### Honsha Organization

West Japan Branch

Saga Plant ●●●●

#### Marketing companies (30)

Yakult Tottori Sales Co., Ltd.

Yakult Sanin Sales Co., Ltd.

Yakult Okayama Sales Co., Ltd.

Yakult Tsuyama Sales Co., Ltd.

Yakult Okayama Ken Seibu Sales Co., Ltd.

Yakult Sanyo Co., Ltd.

\*The following two marketing companies are generalized.

• Yakult Shin Hiroshima Sales Co., Ltd. ●●●●

• Yakult Yamaguchi Sales Co., Ltd. ●●●●

Yakult Hiroshima Chuo Sales Co., Ltd. ●●●●

Yakult Yamaguchi Ken Tobu Sales Co., Ltd.

Yakult Kagawa Sales Co., Ltd.

Yakult Takushima Sales Co., Ltd.

Yakult Kochi Sales Co., Ltd.

Yakult Matsuyama Sales Co., Ltd.

Yakult Ehime Tobu Sales Co., Ltd.

Yakult Ehime Nanbu Sales Co., Ltd.

Yakult Kitakyushu Sales Co., Ltd.

Yakult Fukuoka Sales Co., Ltd.

Yakult Chuo Fukuoka Sales Co., Ltd.

Yakult Kurume Sales Co., Ltd.

Yakult Oita Sales Co., Ltd.

Yakult Saga Ken Sales Co., Ltd. ●●●●

Yakult Nagasaki Co., Ltd.

Yakult Sasebo Co., Ltd. ●●●●

Yakult Goto Sales Co., Ltd.

Yakult Kumamoto Co., Ltd.

Yakult Miyazaki Sales Co., Ltd. ●●●●

Yakult Miyakonojo Sales Co., Ltd. ●●●●

Yakult Sendai Sales Co., Ltd. ●●●●

Yakult Kagoshima Sales Co., Ltd. ●●●●

Yakult Kagoshima Tobu Sales Co., Ltd. ●●●●

Yakult Okinawa Co., Ltd.

#### Bottling companies (2)

Yakult Okayama Wake Plant Co., Ltd. ●●●●

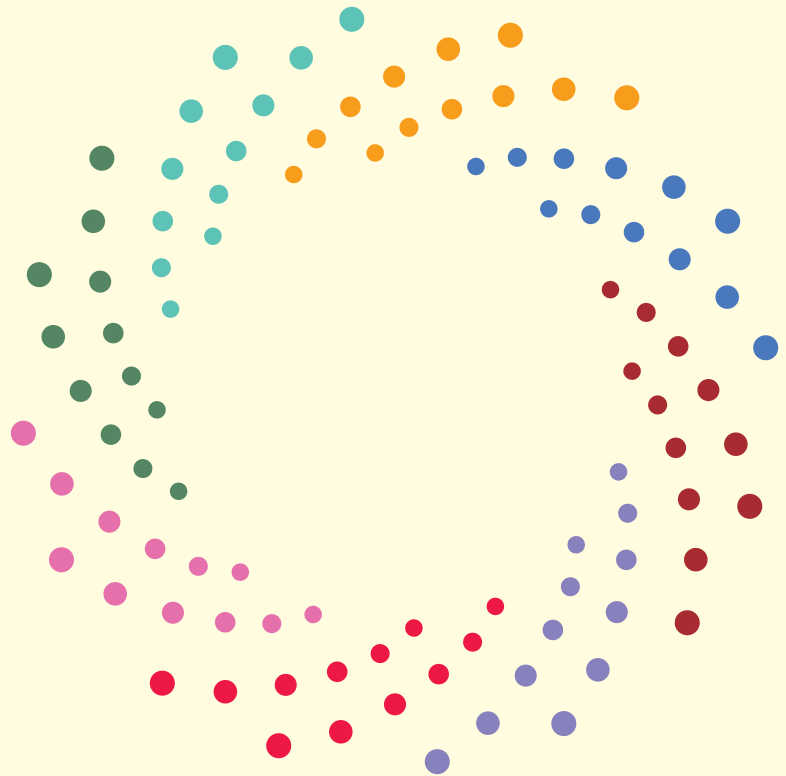
Yakult Fukuoka Plant Co., Ltd. ●●●●

• The number of Yakult Ladies and Yakult Beauty Advisors is given in round numbers.

## Honsha Plants

Fukushima Plant	10-1, Aza Tooki, Kuroiwa, Fukushima-shi, Fukushima 960-8520
Ibaraki Plant	1232-2, Oaza Kawatsuma, Goka-machi, Sashima-gun, Ibaraki 306-0314
Shonan Cosmetics Plant	2-5-10, Kugenumashinmei, Fujisawa-shi, Kanagawa 251-0021
Fuji Susono Plant	653-1, Aza Juzaburo, Shimowada, Susono-shi, Shizuoka 410-1105
Fuji Susono Pharmaceutical Plant	653-1, Aza Juzaburo, Shimowada, Susono-shi, Shizuoka 410-1105
Hyogo Miki Plant	1838-266 Aza Nakao, Toda, Shijimi-cho, Miki-shi, Hyogo 673-0514
Saga Plant	2300, Tamichigari, Kanzaki-machi, Kanzaki-shi, Saga 842-0002

(as of June 30, 2019)



●Please visit Yakult's Website at  
<https://www.yakult.co.jp>  
<https://www.yakult.co.jp/english/>  
for more information on our company.



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