

*Executive Summary of Consolidated Financial Results
for the 3rd quarter ended December 31, 2023*

Yakult Honsha Co., Ltd.

February 9, 2024

General outline of Consolidated financial results



◆ Total

Increase in sales, decrease in profit.

◆ Food and Beverages (Japan)

Increase in sales and profit due to increase in sales of high value-added products, (Yakult 1000, Y1000).

◆ Food and Beverages (Overseas)

Despite increase in sales due to effect of sales price revision and effect of yen depreciation, decrease in profit due to decrease in the number of bottles sold in China etc, increase of raw material prices etc.

Consolidated financial results (1)

Billion yen

	FY2023	FY2022	Difference		Forecast	
	(2023.4-2023.12)	(2022.4-2022.12)		Year-on-Year	(2023.11.14)	Year-on-Year
Net sales	387.7	367.8	+ 19.8 Fx impact +13.1	105.4%	513.0	106.2%
Operating profit	55.9	58.3	(2.4) Fx impact +3.1	95.8%	67.0	101.4%
Ordinary profit	68.9	68.4	+ 0.4 Fx impact +4.1	100.7%	80.5	103.2%
Profit attributable to owners of parent	43.3	46.2	(2.9) Fx impact +2.3	93.6%	52.0	102.7%
Basic earnings per share	(yen) 139.09	(yen) 148.08	(yen) (8.99)	93.9%	(yen) 168.52	104.0%
Operating profit margin	14.4%	15.9%	(1.5)	—	13.1%	—

The Company carried out a 2-for-1 stock split of shares of common stock on October 1, 2023. Basic earnings per share have been calculated on the presumption that the stock split was carried out at the beginning of FY2022.

Consolidated Statement of Income

Billion yen

	FY2023 (2023.4-2023.12)	FY2022 (2022.4-2022.12)	Difference		FY2023 (2023.4-2023.12)	FY2022 (2022.4-2022.12)	Difference
Net sales	387.7	367.8	19.8	Gain on sales of non-current assets	0.1	0.5	(0.3)
Cost of sales	156.1	145.6	10.4	Gain on sales of investment securities	0.0	0.0	0.0
Gross profit	231.6	222.2	9.3	Others	—	2.3	(2.3)
Selling, general and administrative expenses	175.7	163.8	11.8				
Operating profit	55.9	58.3	(2.4)	Extraordinary income	0.2	2.9	(2.6)
Interest income	8.2	3.9	4.3	Loss on sales of non-current assets	0.0	0.0	0.0
Dividend income	1.9	1.8	0.1	Loss on retirement of non-current assets	0.3	0.2	0.0
Share of profit of entities accounted for using equity method	3.0	3.3	(0.2)	Loss on sales of investment securities	—	0.2	(0.2)
Others	1.7	2.5	(0.7)	Impairment losses	—	0.1	(0.1)
				Others	0.0	0.0	0.0
Non-operating income	15.0	11.6	3.3	Extraordinary losses	0.3	0.6	(0.2)
Interest expenses	0.4	0.5	(0.0)	Profit before income taxes	68.8	70.7	(1.9)
Foreign exchange losses	0.8	—	0.8	Income taxes	20.4	20.4	(0.0)
Others	0.6	1.0	(0.3)	Profit	48.4	50.3	(1.9)
Non-operating expenses	1.9	1.5	0.4	Profit attributable to non-controlling interests	5.0	4.0	1.0
Ordinary profit	68.9	68.4	0.4	Profit attributable to owners of parent	43.3	46.2	(2.9)

Consolidated financial results (2)



Billion yen

	Dec.31.2023	Mar.31.2023	Difference	
	(FY2023)	(FY2022)		Year-on-Year
Total assets	828.3	749.4	+ 78.9	110.5%
Net assets	620.3	545.4	+ 74.8	113.7%
Net assets per share	(yen) 1,813.30	(yen) 1,597.55	(yen) + 215.75	113.5%
Equity-to-asset ratio	67.5%	66.5%	+ 1.0	—

The Company carried out a 2-for-1 stock split of shares of common stock on October 1, 2023. Net assets per share have been calculated on the presumption that the stock split was carried out at the beginning of FY2022.

Consolidated Balance Sheet



Billions of yen

	Dec.31.2023 (FY2023)	Mar.31.2023 (FY2022)	Difference		Dec.31.2023 (FY2023)	Mar.31.2023 (FY2022)	Difference
Assets				Liabilities			
Cash and deposits	271.0	241.1	29.8	Notes and accounts payable - trade	25.6	28.9	(3.2)
Notes and accounts receivable - trade	68.6	60.1	8.4	Short-term borrowings	54.5	49.0	5.5
Inventories	37.5	36.7	0.8	Others	66.9	69.6	(2.6)
Others	18.6	16.1	2.4	Current liabilities	147.2	147.6	(0.4)
Current assets	395.8	354.1	41.6	Long-term borrowings	11.7	14.5	(2.8)
				Net defined benefit liability	4.4	4.2	0.1
Property, plant and equipment	242.1	225.1	17.0	Others	44.5	37.4	7.1
				Non-Current liabilities	60.7	56.2	4.4
Intangible assets	6.0	5.5	0.4	Total Liabilities	207.9	203.9	4.0
Investment securities	76.0	66.0	10.0	Net Assets			
Shares of affiliates	86.6	79.6	6.9	Shareholder's equity	491.2	475.0	16.2
Others	21.5	18.8	2.6	Accumulated other comprehensive income	68.2	23.6	44.5
Investments and other assets	184.2	164.5	19.7	Non-controlling interests	60.8	46.8	14.0
				Total Net Assets	620.3	545.4	74.8
Total Assets	828.3	749.4	78.9	Total Liabilities and Net Assets	828.3	749.4	78.9

Increase / Decrease in Net sales (1)



Billion yen

Segment	Net Sales		Year-on-Year	
	FY2023 (2023.4-2023.12)	FY2022 (2022.4-2022.12)	Amount	Rate
Food and Beverages in Japan	191.6	179.7	+ 11.8	+ 6.6 %
The Americas	61.4	47.7	+ 13.6	+ 28.6 %
Asia / Oceania	104.9	110.3	(5.4)	(4.9)%
Europe	7.6	7.3	+ 0.2	+ 3.4 %
Food and Beverages (Overseas)	174.0	165.5	+ 8.5 Fx impact + 13.1	+ 5.2 %
Others	30.6	30.8	(0.2)	(0.7)%
Adjustments	(8.5)	(8.1)	(0.3)	+ 4.2 %
Total	387.7	367.8	+ 19.8	+ 5.4 %

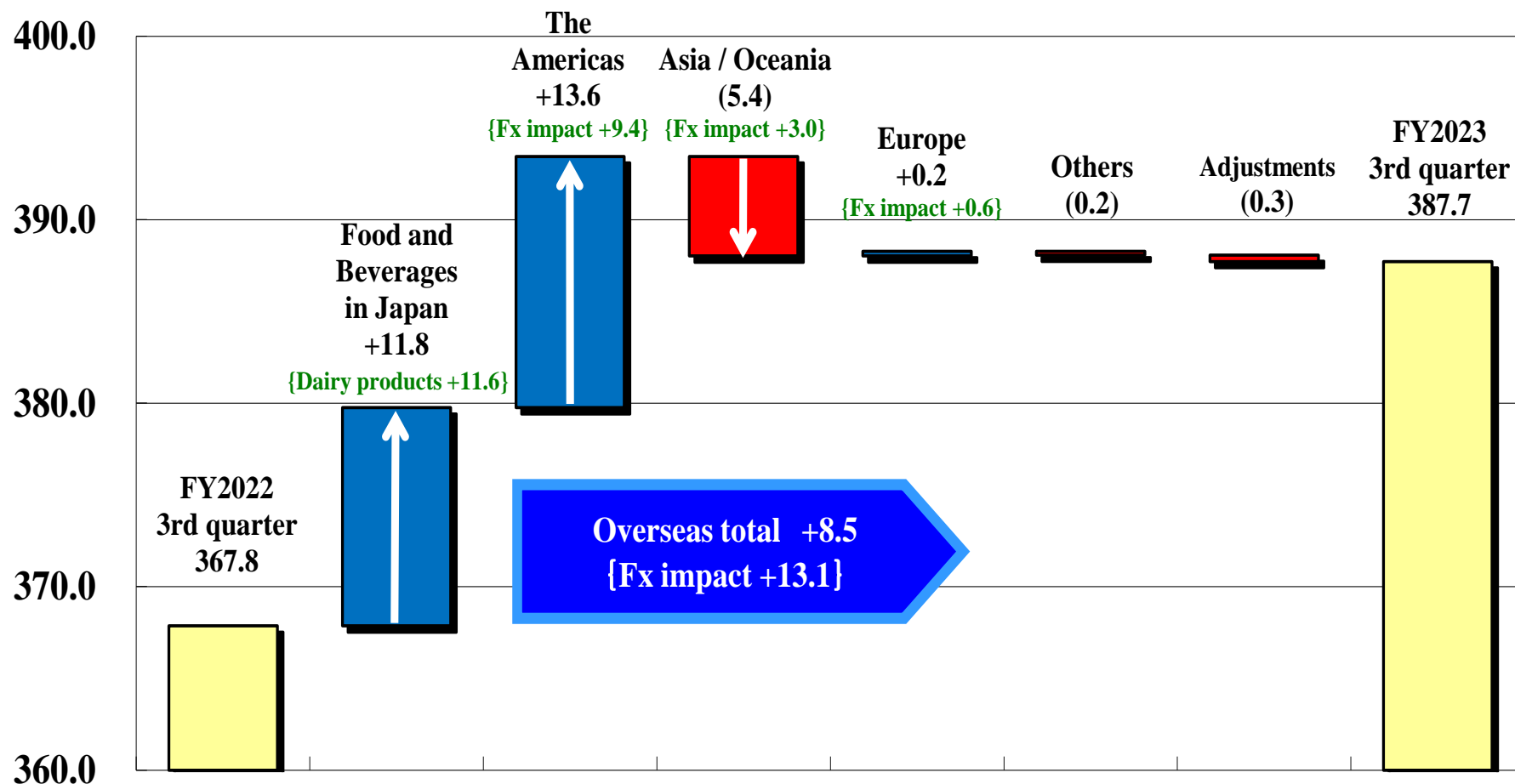
* In FY 2023, Pharmaceuticals segment are included in “others”, because their amount is immaterial.
(The amount of FY 2022 is reclassified.)

Increase / Decrease in Net sales (2)



Change amount +19.8

Billion yen



Increase / Decrease in Operating profit (1)



Billion yen

Segment	Operating Profit		Year-on-Year	
	FY2023 (2023.4-2023.12)	FY2022 (2022.4-2022.12)	Amount	Rate
Food and Beverages in Japan	39.2	37.7	+ 1.4	+ 3.9 %
The Americas	16.7	12.3	+ 4.3	+ 35.5 %
Asia / Oceania	11.1	18.2	(7.1)	(39.1)%
Europe	(0.3)	0.3	(0.6)	—
Food and Beverages (Overseas)	27.5	30.8	(3.3) Fx impact + 3.1	(10.9)%
Others	2.6	2.4	+ 0.1	+ 7.9 %
Adjustments	(13.5)	(12.7)	(0.7)	+ 5.8 %
Total	55.9	58.3	(2.4)	(4.2)%

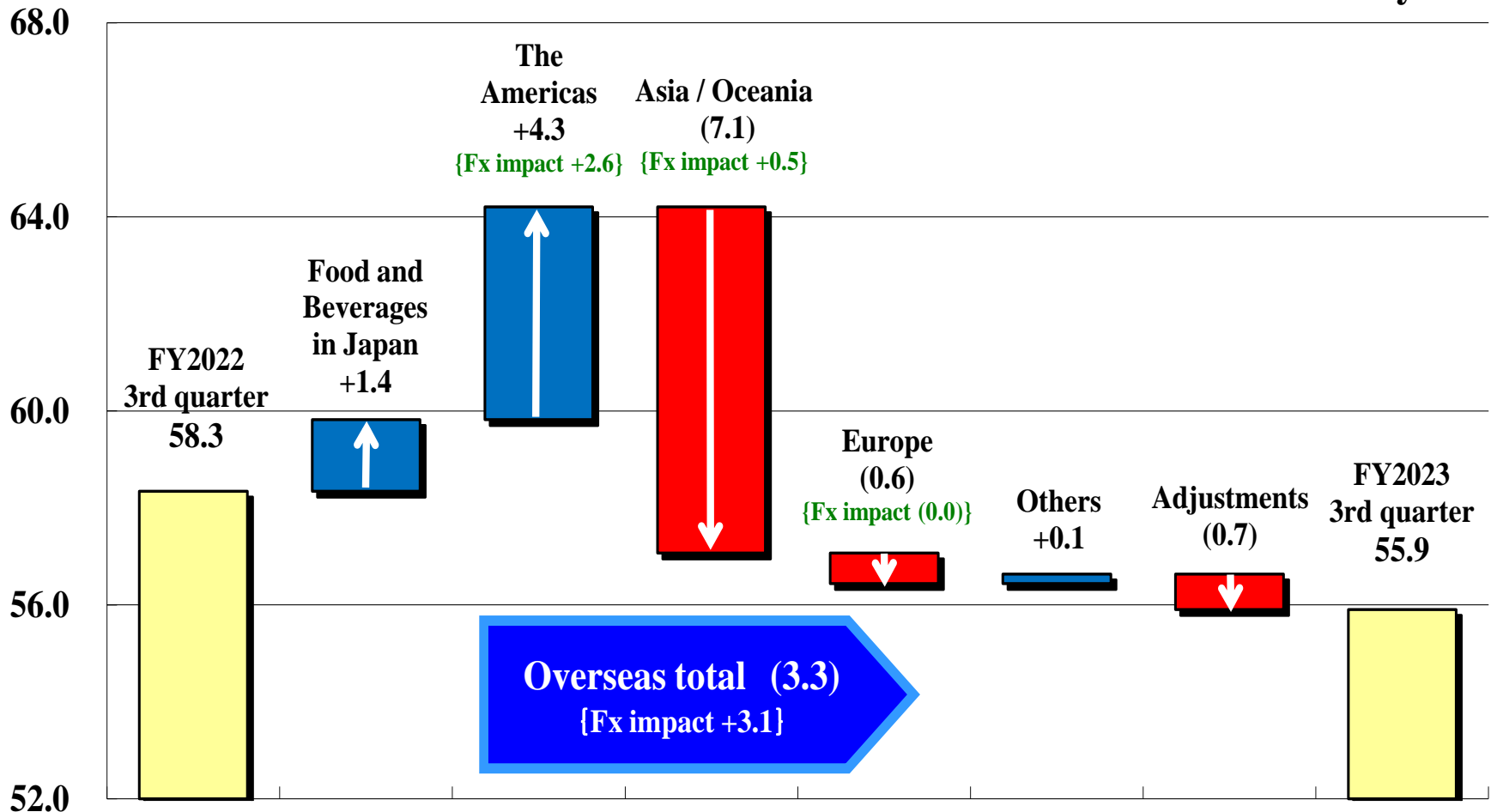
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(The amount of FY 2022 is reclassified.)

Increase / Decrease in Operating profit (2)



Change amount (2.4)

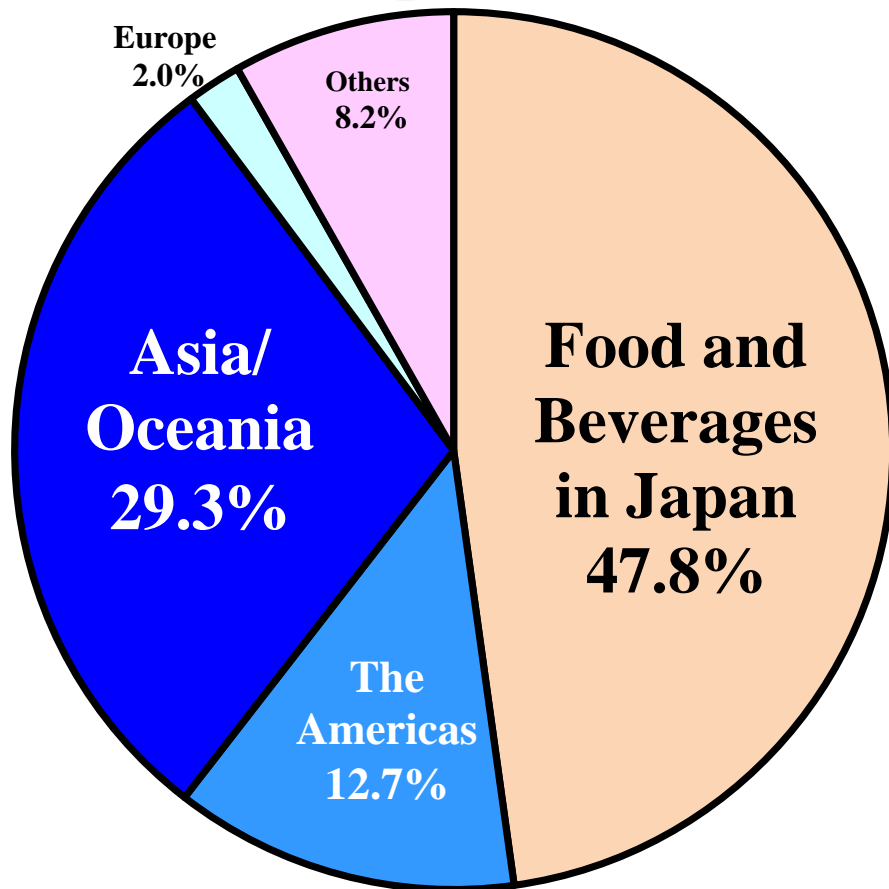
Billion yen



Segment share of consolidated sales

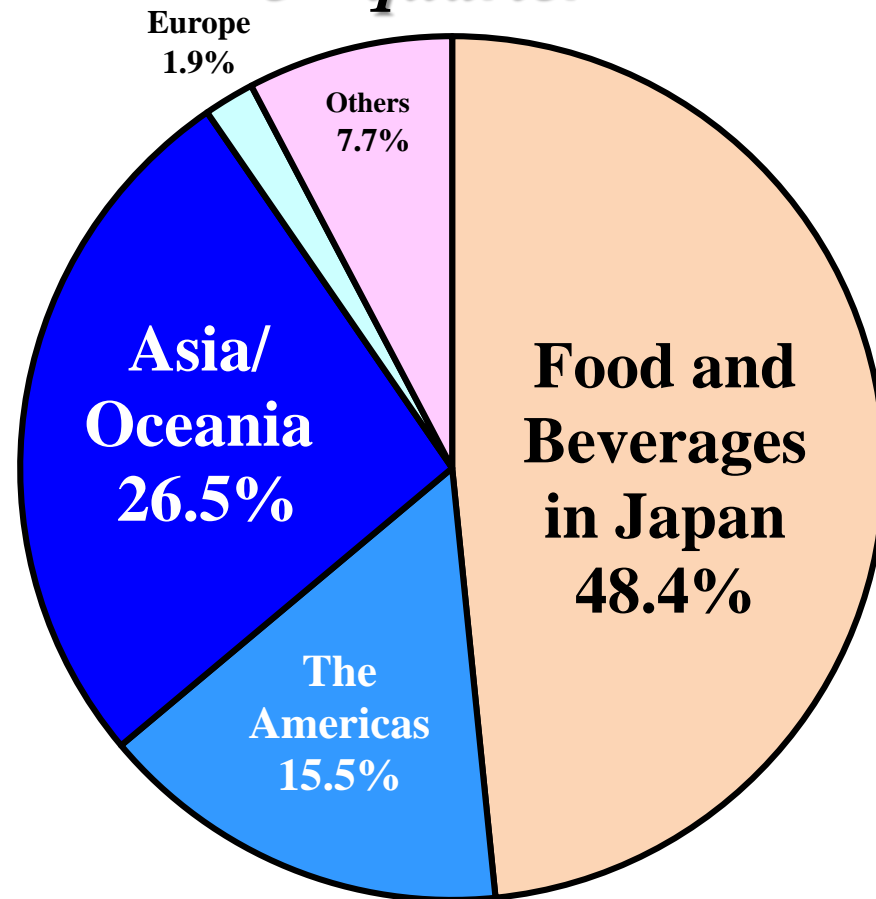


FY2022
3rd quarter



Overseas total: 44.0%

FY2023
3rd quarter



Overseas total: 43.9%

Number of bottles sold of dairy products (Daily average basis)

(Thousands of bottles / day)

Company Name	Current	Previous	Year-on Year
Japan	10,745	10,943	98.2%
Hong Kong Yakult Co., Ltd.	348	361	96.2%
Yakult (Singapore) Pte. Ltd.	228	248	91.9%
PT. Yakult Indonesia Persada	6,474	7,364	87.9%
Yakult Australia Pty. Ltd.	335	314	106.8%
Guangzhou Yakult Co., Ltd.	2,211	2,760	80.1%
Yakult (Malaysia) Sdn. Bhd.	403	418	96.5%
Shanghai Yakult Co., Ltd.	296	394	75.0%
Beijing Yakult Co., Ltd.	244	341	71.4%
Yakult (China) Corporation	2,533	3,298	76.8%
Yakult Vietnam Co., Ltd.	1,021	904	112.9%
Yakult Danone India Pvt. Ltd.	234	242	96.8%
Yakult Middle East FZCO	18	17	105.4%
Yakult Myanmar Co., Ltd.	—	—	—
Asia / Oceania total	14,345	16,661	86.1%
Yakult S/A Ind. ECom. (Brazil)	1,339	1,417	94.5%
Yakult S.A. De C.V. (Mexico)	3,913	3,746	104.5%
Yakult U.S.A. Inc.	666	632	105.7%
The Americas total	5,918	5,795	102.1%

Japan : Sales in April to December, 2023

Overseas : Sales in January to September, 2023

Company Name	Current	Previous	Year-on Year
Yakult Nederland B.V.	152	174	87.4%
Yakult Belgium N.V./S.A.	50	56	89.8%
Yakult Europe B.V.	23	26	90.7%
Yakult UK Ltd.	213	232	92.1%
Yakult Deutschland GmbH	72	76	93.6%
Yakult Oesterreich GmbH	9	10	87.7%
Yakult Italia S.r.l.	90	94	95.9%
Europe total	610	668	91.3%
Overseas total	20,872	23,124	90.3%
Consolidated total	31,617	34,067	92.8%

[Ref] Affiliates

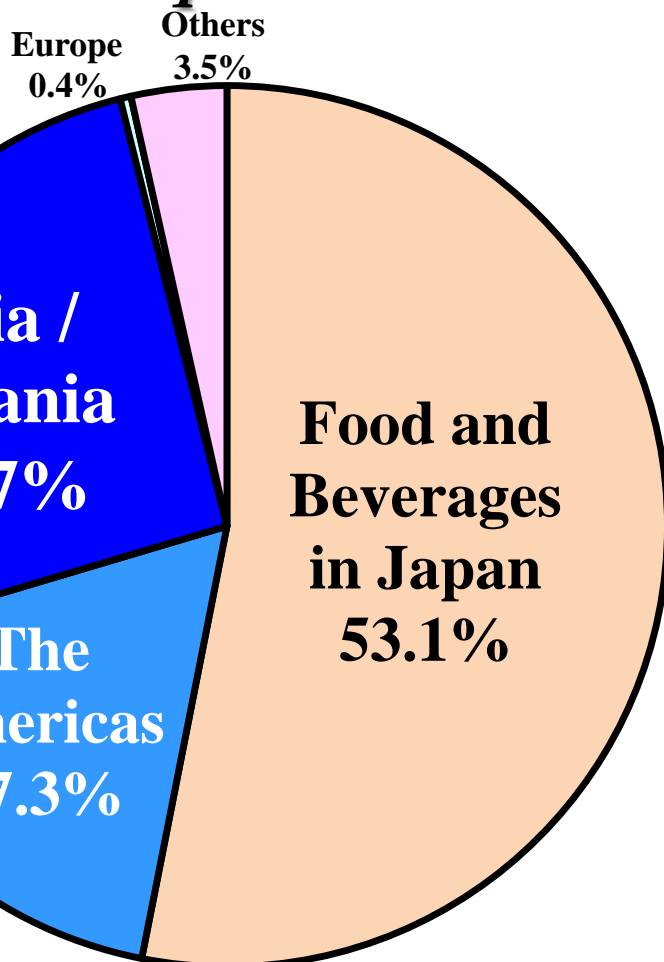
Company Name	Current	Previous	Year-on Year
Yakult Taiwan Co., Ltd.	643	676	95.1%
Yakult (Thailand) Co., Ltd.	2,161	2,286	94.5%
Korea Yakult (hy Co., Ltd.)	2,233	2,479	90.1%
Yakult Philippines, Inc.	3,715	3,777	98.4%
Affiliates total	8,752	9,218	94.9%

Grand Total	40,369	43,285	93.3%
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Segment share of consolidated Operating profit

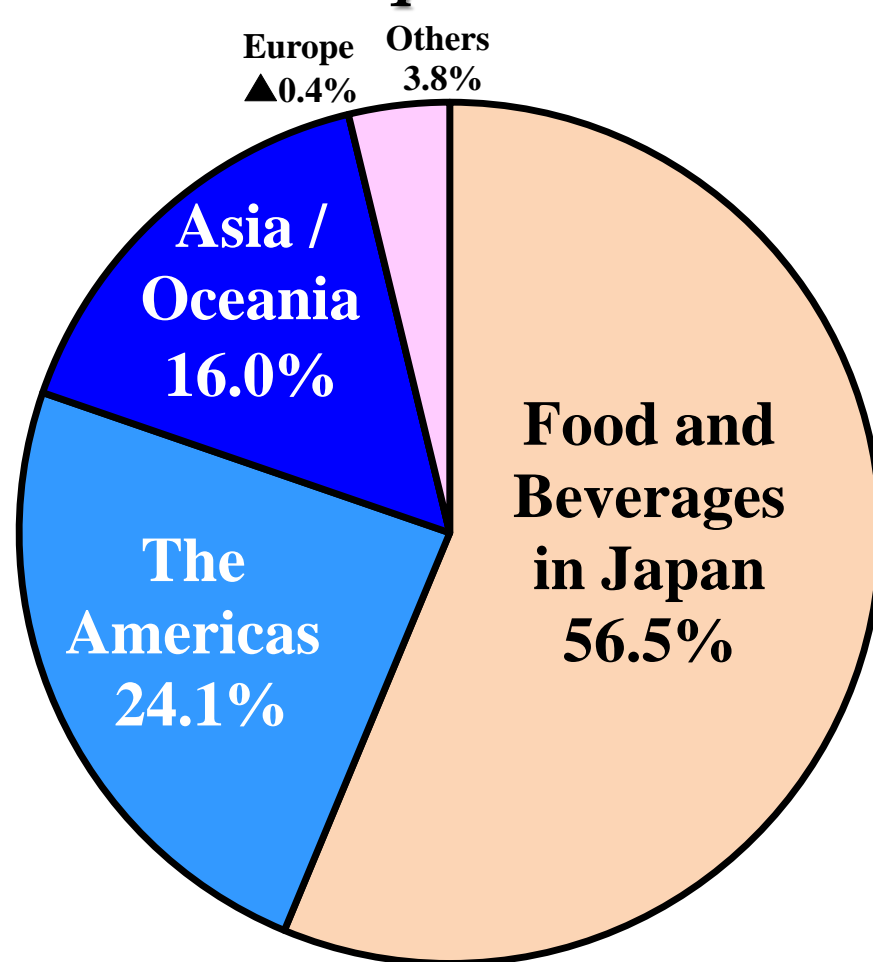


FY2022
3rd quarter



Overseas total: 43.4%

FY2023
3rd quarter

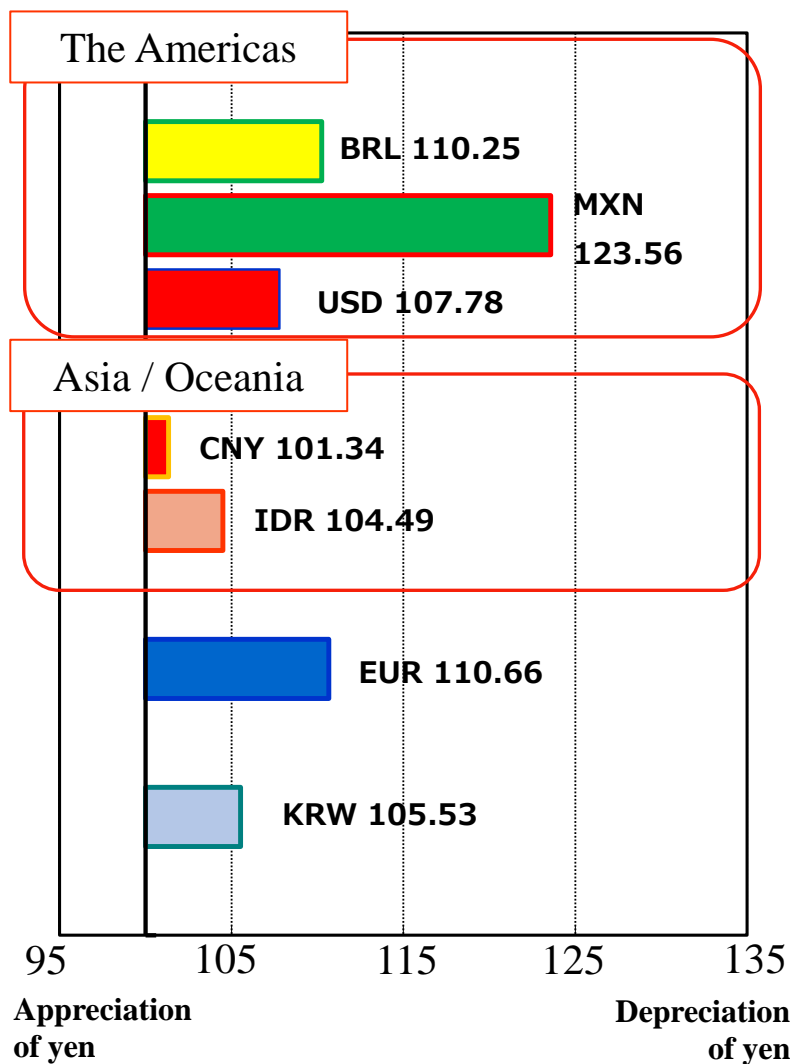


Overseas total: 39.7%

Impact by Foreign Exchange Rate (compared to the previous period)



<Average rate from Jan to Sep, 2022=100>
Average rate from Jan to Sep, 2023



< Impact > Billion yen

	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent
The Americas	+ 9.4	+ 2.6	+ 3.3	+ 1.7
Asia / Oceania	+ 3.0	+ 0.5	+ 0.6	+ 0.4
Europe	+ 0.6	(0.0)	(0.0)	(0.0)
Equity method	—	—	+ 0.1	+ 0.1
Total	+ 13.1	+ 3.1	+ 4.1	+ 2.3

Thank you.

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Yakult

CAUTIONARY STATEMENT



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