

*Executive Summary of Consolidated Financial Results  
for the year ended March 31, 2022*

**Yakult Honsha Co., Ltd.**

*May 13, 2022*

# General outline of Consolidated financial results



## ◆ Total 【Increase in sales and profit】

### ◆ Food and Beverages (Japan)

#### 【Decrease in sales and increase in profit】

- Increase in the number of bottles sold and increase in profit due to Expansion of Yakult 1000 (Home delivery) around Japan and new release of Y 1000 (Retail store).
- Decrease in sales (Sales of machinery etc.) due to application of “Accounting Standard for Revenue Recognition”.

### ◆ Food and Beverages (Overseas)

#### 【Increase in sales and profit】

- Increase in sales volume.
- Positive impact of foreign exchange due to depreciation of Yen, etc.

### ◆ Pharmaceuticals

#### 【Decrease in sales and increase in profit】

- Decrease in sales decrease in width due to the increase of promotion income, despite of NHI drug price revision.
- Decrease in operating expenses.

# Consolidated financial results (1)

Billion yen

	FY2021	FY2020	Difference	
	(2021.4-2022.3)	(2020.4-2021.3)		Year-on-Year
Net sales	415.1	385.7	+ 29.4 Fx impact +14.2	107.6%
Operating profit	53.2	43.6	+ 9.5 Fx impact +3.1	121.8%
Ordinary profit	68.5	57.6	+ 10.9 Fx impact +3.8	119.0%
Profit attributable to owners of parent	44.9	39.2	+ 5.6 Fx impact +2.9	114.4%
Basic earnings per share	(yen) 280.36	(yen) 244.85	(yen) + 35.51	114.5%
Operating profit margin	12.8%	11.3%	+ 1.5	—

※“Accounting Standard for Revenue Recognition” is applied from FY2021 and Net sales decrease 7.6 billion yen.  
(Reference P.6)

# Consolidated Statement of Income

Billion yen

	FY2021 (2021.4-2022.3)	FY2020 (2020.4-2021.3)	Difference		FY2021 (2021.4-2022.3)	FY2020 (2020.4-2021.3)	Difference
Net sales	415.1	385.7	29.4	Gain on sales of non-current assets	0.1	0.2	(0.1)
Cost of sales	166.6	158.8	7.8	Gain on sales of investment securities	2.3	3.7	(1.3)
Gross profit	248.4	226.8	21.5	Gain on step acquisitions	1.1	—	1.1
Selling, general and administrative expenses	195.2	183.1	12.0	Others	0.5	0.5	0.0
Operating profit	53.2	43.6	9.5	Extraordinary income	4.2	4.5	(0.2)
Interest income	3.3	3.7	(0.4)	Loss on sales of non-current assets	1.1	0.0	1.1
Dividend income	1.9	2.0	(0.0)	Loss on retirement of non-current assets	0.5	0.4	0.0
Share of profit of entities accounted for using equity method	6.4	3.9	2.5	Impairment loss	1.6	0.4	1.2
Foreign exchange gains	2.4	2.6	(0.1)	Loss on valuation of investment securities	0.0	0.6	(0.6)
Others	2.6	3.1	(0.4)	Expense related to a novel coronavirus	—	1.1	(1.1)
Non-operating income	16.7	15.3	1.3	Others	0.0	0.0	(0.0)
Interest expenses	0.6	0.7	(0.0)	Extraordinary losses	3.3	2.7	0.5
Others	0.7	0.7	0.0	Profit before income taxes	69.4	59.3	10.1
Non-operating expenses	1.4	1.4	(0.0)	Income taxes	20.1	15.8	4.3
Ordinary profit	68.5	57.6	10.9	Profit	49.2	43.4	5.7
				Profit attributable to non-controlling interests	4.3	4.2	0.1
				Profit attributable to owners of parent	44.9	39.2	5.6

# Consolidated financial results (2)



Billion yen

	Mar. 31.2022 (FY2021)	Mar. 31.2021 (FY2020)	Difference	
				Year-on-Year
<b>Total assets</b>	<b>672.8</b>	<b>635.1</b>	<b>+ 37.7</b>	<b>105.9%</b>
<b>Net assets</b>	<b>484.9</b>	<b>439.7</b>	<b>+ 45.1</b>	<b>110.3%</b>
<b>Net assets per share</b>	(yen) <b>2,812.63</b>	(yen) <b>2,523.81</b>	(yen) <b>+ 288.82</b>	<b>111.4%</b>
<b>Equity-to-asset ratio</b>	<b>66.3%</b>	<b>63.8%</b>	<b>+ 2.5</b>	—
<b>ROE</b>	<b>10.6%</b>	<b>10.1%</b>	<b>+ 0.5</b>	—
<b>ROA</b>	<b>10.5%</b>	<b>9.1%</b>	<b>+ 1.4</b>	—

# Consolidated Balance Sheet

Billion yen

	Mar. 31.2022 (FY2021)	Mar. 31.2021 (FY2020)	Difference		Mar. 31.2022 (FY2021)	Mar. 31.2021 (FY2020)	Difference
<b>Assets</b>				<b>Liabilities</b>			
<b>Cash and deposits</b>	<b>202.9</b>	<b>176.2</b>	<b>26.6</b>	Notes and accounts payable - trade	<b>26.0</b>	<b>22.7</b>	<b>3.3</b>
Notes and accounts receivable - trade	<b>52.5</b>	<b>50.3</b>	<b>2.2</b>	<b>Short-term loans payable</b>	<b>10.2</b>	<b>20.8</b>	<b>(10.6)</b>
<b>Inventories</b>	<b>30.6</b>	<b>27.7</b>	<b>2.9</b>	<b>Others</b>	<b>53.0</b>	<b>49.9</b>	<b>3.0</b>
<b>Others</b>	<b>14.2</b>	<b>12.5</b>	<b>1.7</b>	<b>Current liabilities</b>	<b>89.2</b>	<b>93.5</b>	<b>(4.2)</b>
<b>Current assets</b>	<b>300.3</b>	<b>266.8</b>	<b>33.5</b>	Long-term loans payable	<b>60.2</b>	<b>65.7</b>	<b>(5.4)</b>
				Net defined benefit liability	<b>4.2</b>	<b>4.3</b>	<b>(0.0)</b>
Property, plant and equipment	<b>211.1</b>	<b>203.0</b>	<b>8.1</b>	<b>Others</b>	<b>34.0</b>	<b>31.7</b>	<b>2.3</b>
				<b>Non-Current liabilities</b>	<b>98.6</b>	<b>101.7</b>	<b>(3.1)</b>
<b>Intangible assets</b>	<b>5.3</b>	<b>5.3</b>	<b>0.0</b>	<b>Total Liabilities</b>	<b>187.9</b>	<b>195.3</b>	<b>(7.4)</b>
<b>Investment securities</b>	<b>67.6</b>	<b>80.2</b>	<b>(12.6)</b>	<b>Net Assets</b>			
<b>Shares of affiliates</b>	<b>73.0</b>	<b>65.3</b>	<b>7.7</b>	<b>Shareholder's equity</b>	<b>454.1</b>	<b>430.6</b>	<b>23.4</b>
<b>Others</b>	<b>15.2</b>	<b>14.3</b>	<b>0.9</b>	Accumulated other comprehensive income	<b>(8.1)</b>	<b>(25.7)</b>	<b>17.6</b>
<b>Investments and other assets</b>	<b>155.9</b>	<b>159.8</b>	<b>(3.9)</b>	<b>Non-controlling interests</b>	<b>38.8</b>	<b>34.8</b>	<b>4.0</b>
				<b>Total Net Assets</b>	<b>484.9</b>	<b>439.7</b>	<b>45.1</b>
<b>Total Assets</b>	<b>672.8</b>	<b>635.1</b>	<b>37.7</b>	<b>Total Liabilities and Net Assets</b>	<b>672.8</b>	<b>635.1</b>	<b>37.7</b>

# Increase / Decrease in Net sales (1)



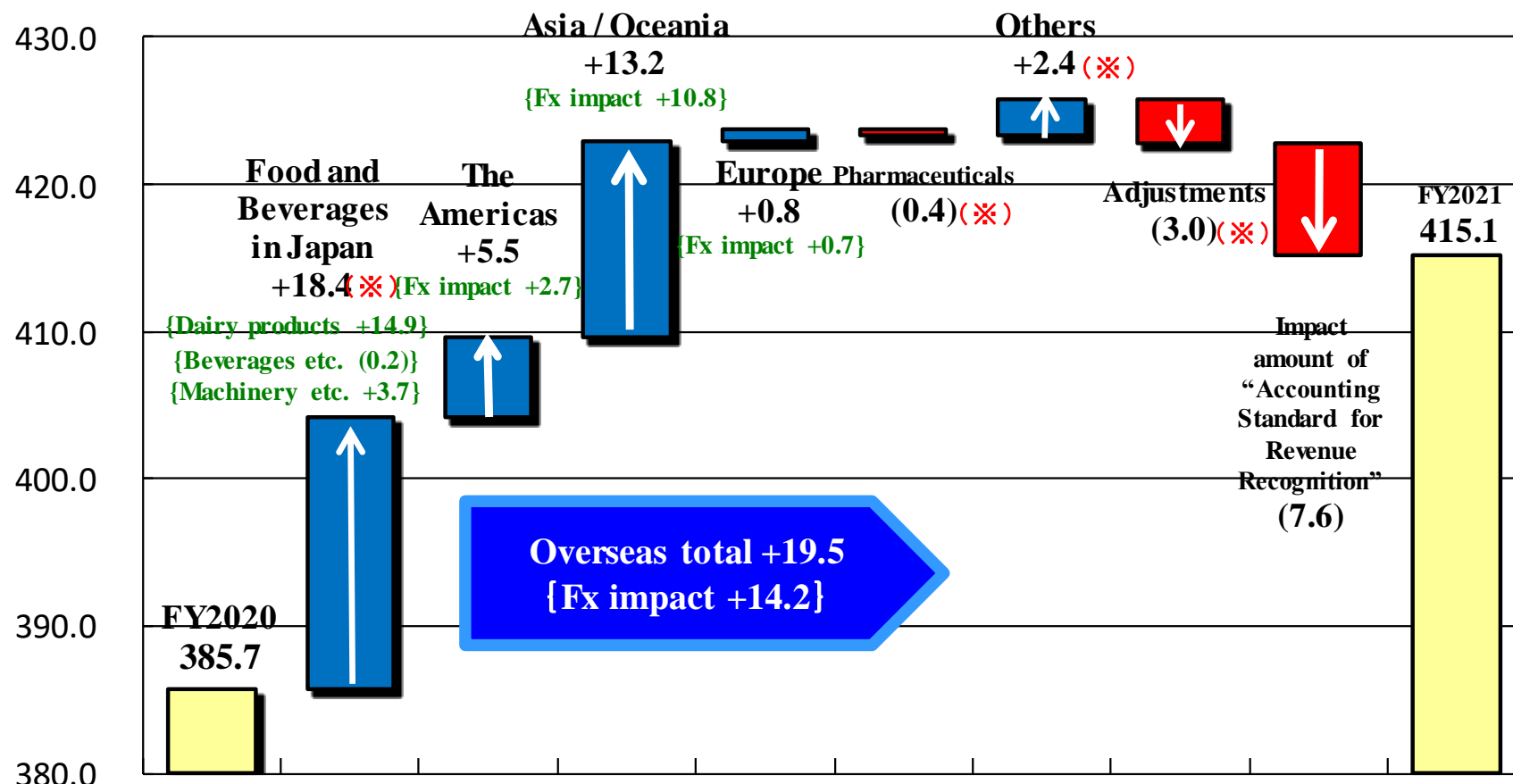
Billion yen

Segment	Net Sales		Year-on-Year		Year-on-Year breakdown	
	FY2021 (2021.4-2022.3)	FY2020 (2020.4-2021.3)	Amount ①	Rate	Impact amount of “Accounting Standard for Revenue Recognition” ②	Real Increase / Decrease ①-②
Food and Beverages in Japan	203.2	207.0	(3.7)	(1.8)%	(22.2)	+ 18.4
The Americas	47.3	41.8	+ 5.5	+ 13.2 %	—	+ 5.5
Asia / Oceania	128.1	114.9	+ 13.2	+ 11.5 %	—	+ 13.2
Europe	9.4	8.5	+ 0.8	+ 9.9 %	—	+ 0.8
Food and Beverages (Overseas)	185.0	165.4	+ 19.5 Fx impact + 14.2	+ 11.8 %	—	+ 19.5
Pharmaceuticals	16.9	18.1	(1.1)	(6.2)%	(0.7)	(0.4)
Others	19.4	17.7	+ 1.7	+ 10.0 %	(0.7)	+ 2.4
Adjustments	(9.6)	(22.5)	+ 12.9	(57.3)%	+ 16.0	(3.0)
Total	415.1	385.7	+ 29.4	+ 7.6 %	(7.6)	+ 37.0

# Increase / Decrease in Net sales (2)

## Change amount +29.4

Billion yen



※ The amount in Food and Beverages in Japan, Pharmaceuticals, Others and Adjustments are real increase / decrease.



# Increase / Decrease in Operating profit (1)

Billion yen

Segment	Operating Profit		Year-on-Year	
	FY2021 (2021.4-2022.3)	FY2020 (2020.4-2021.3)	Amount	Rate
Food and Beverages in Japan	28.2	23.7	+ 4.4	+ 18.8 %
The Americas	12.5	10.3	+ 2.1	+ 20.8 %
Asia / Oceania	24.8	26.3	(1.5)	(6.0)%
Europe	0.6	0.6	(0.0)	(4.0)%
Food and Beverages (Overseas)	37.9	37.4	+ 0.5 Fx impact +3.1	+ 1.5 %
Pharmaceuticals	2.6	0.1	+ 2.4	—
Others	(0.7)	(0.1)	(0.6)	—
Adjustments	(14.9)	(17.5)	+ 2.6	(15.0)%
<b>Total</b>	<b>53.2</b>	<b>43.6</b>	<b>+ 9.5</b>	<b>+ 21.8 %</b>

※ Application of “Accounting Standard for Revenue Recognition” have no effect on operating profit.

※ Effect of reviewed Adjustments (Administrative expenses) to Operating Profit (Billion Yen) :

Food and Beverages in Japan (2.2)

Food and Beverages (Overseas) (1.4) [The Americas (0.3), Asia / Oceania (1.0), Europe (0.0)]

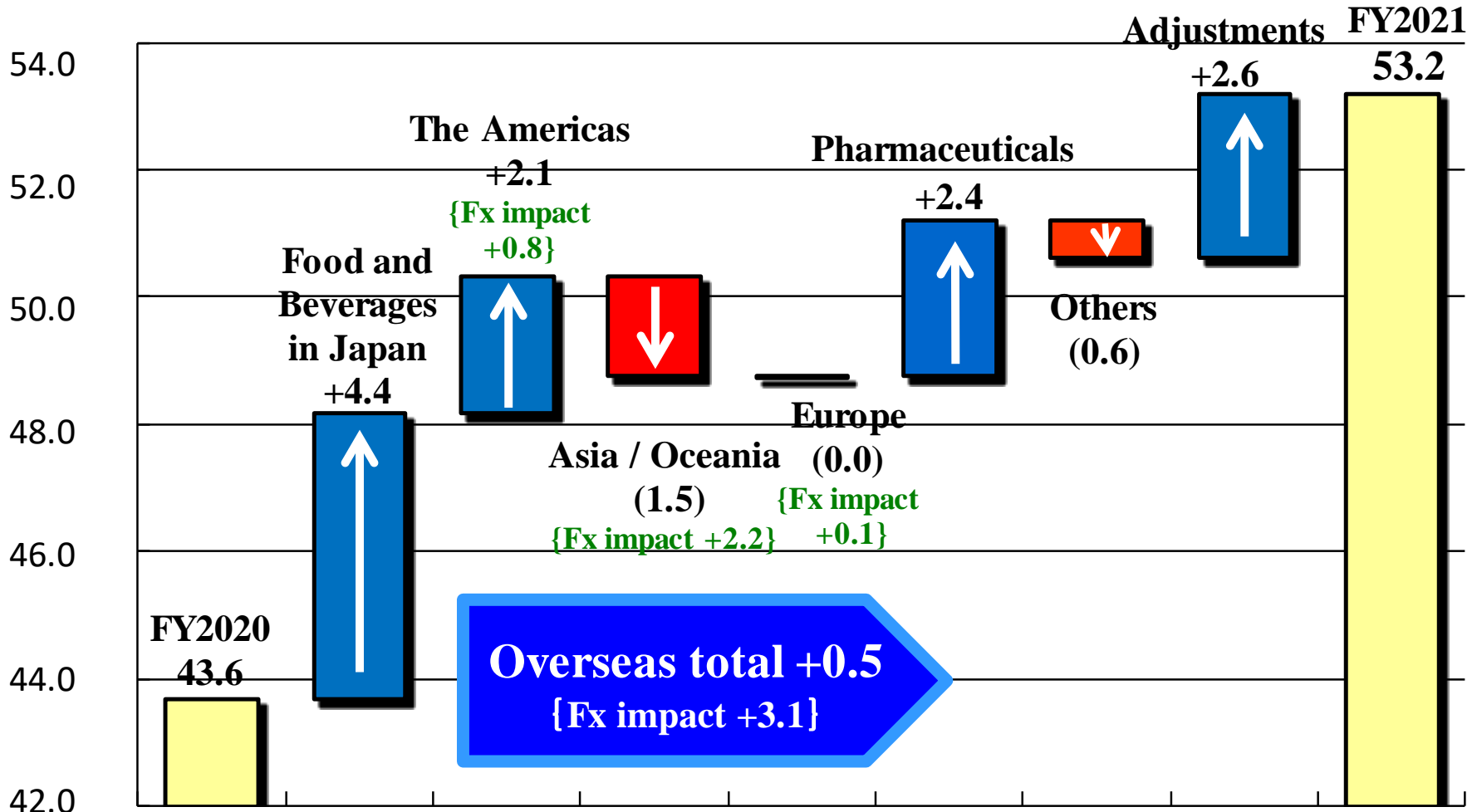
Adjustments (Administrative expenses) +3.7 - 8 -

# Increase / Decrease in Operating profit (2)



## Change amount +9.5

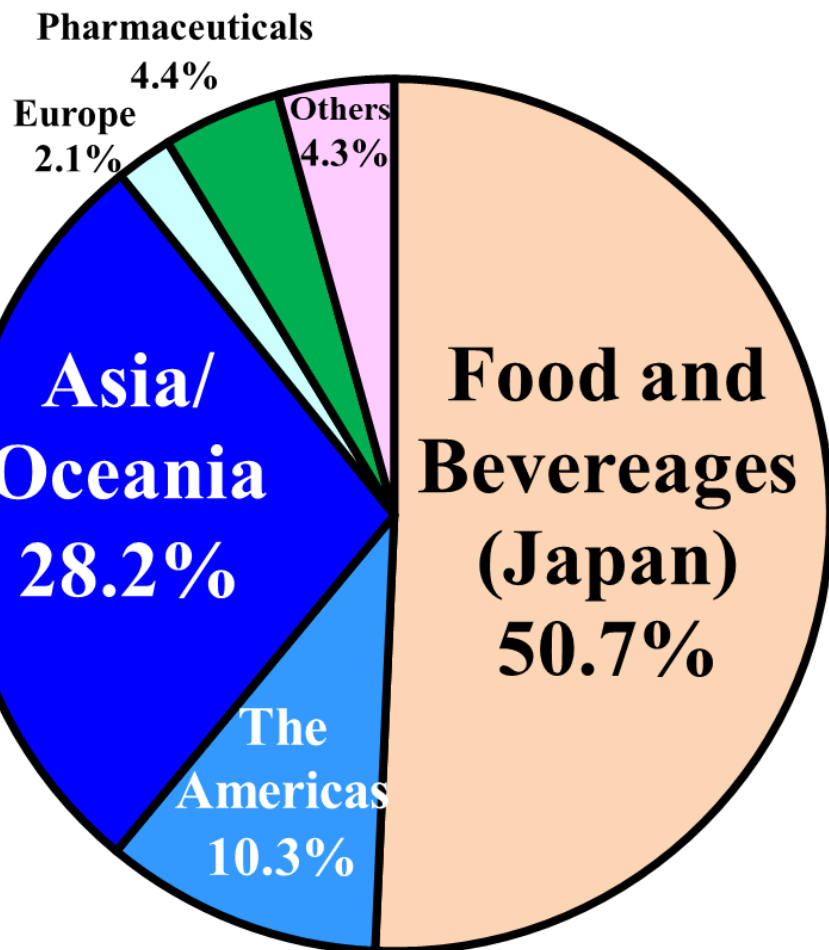
Billion yen



# Segment share of consolidated sales

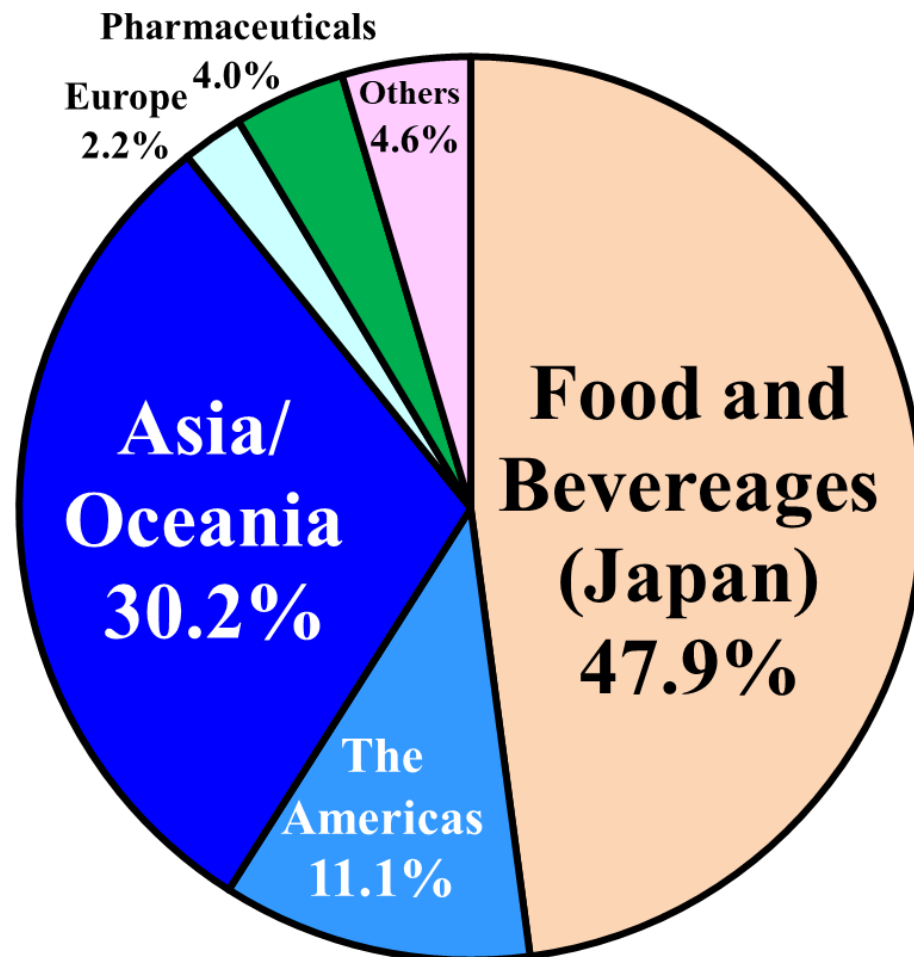


## FY2020



**Overseas total: 40.6%**

## FY2021



**Overseas total: 43.5%**

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



(Thousands of bottles / day)

Region	Current	Previous	Year-on Year
<b>Japan</b>	<b>9,786</b>	<b>9,583</b>	<b>102.1%</b>
Brazil	1,382	1,482	93.3%
Mexico	3,438	3,496	98.3%
America	565	463	122.3%
<b>The Americas total</b>	<b>5,385</b>	<b>5,441</b>	<b>99.0%</b>
Hong Kong	422	450	93.8%
Shingapore	263	273	96.5%
Indonesia	7,328	6,727	108.9%
Australia	290	270	107.3%
Malaysia	330	346	95.2%
Vietnam	772	650	118.8%
India	225	192	117.2%
Middle East	20	16	123.8%
Myanmar	2	17	14.6%
Guangzhou	2,824	2,770	102.0%
Shanghai	431	490	87.9%
Beijing	345	380	90.7%
China	3,388	3,372	100.5%
<b>(China total)</b>	<b>6,987</b>	<b>7,012</b>	<b>99.6%</b>
<b>Asia / Oceania total</b>	<b>16,639</b>	<b>15,953</b>	<b>104.3%</b>

Region	Current	Previous	Year-on Year
Netherlands	183	170	108.1%
Belgium	84	82	102.1%
United Kingdom	237	225	105.4%
Germany	78	77	102.0%
Austria	11	11	96.6%
Italia	89	101	88.7%
<b>Europe total</b>	<b>683</b>	<b>666</b>	<b>102.6%</b>
<b>Overseas total</b>	<b>22,707</b>	<b>22,059</b>	<b>102.9%</b>
<b>Consolidated total</b>	<b>32,493</b>	<b>31,642</b>	<b>102.7%</b>

## 【Ref】 Affiliates

Region	Current	Previous	Year-on Year
Taiwan	681	656	103.8%
Thailand	2,058	2,070	99.3%
Korea	2,661	2,750	96.8%
Philippines	3,539	3,030	116.8%
<b>Affiliates total</b>	<b>8,939</b>	<b>8,506</b>	<b>105.1%</b>

<b>Grand Total</b>	<b>41,432</b>	<b>40,148</b>	<b>103.2%</b>
--------------------	---------------	---------------	---------------

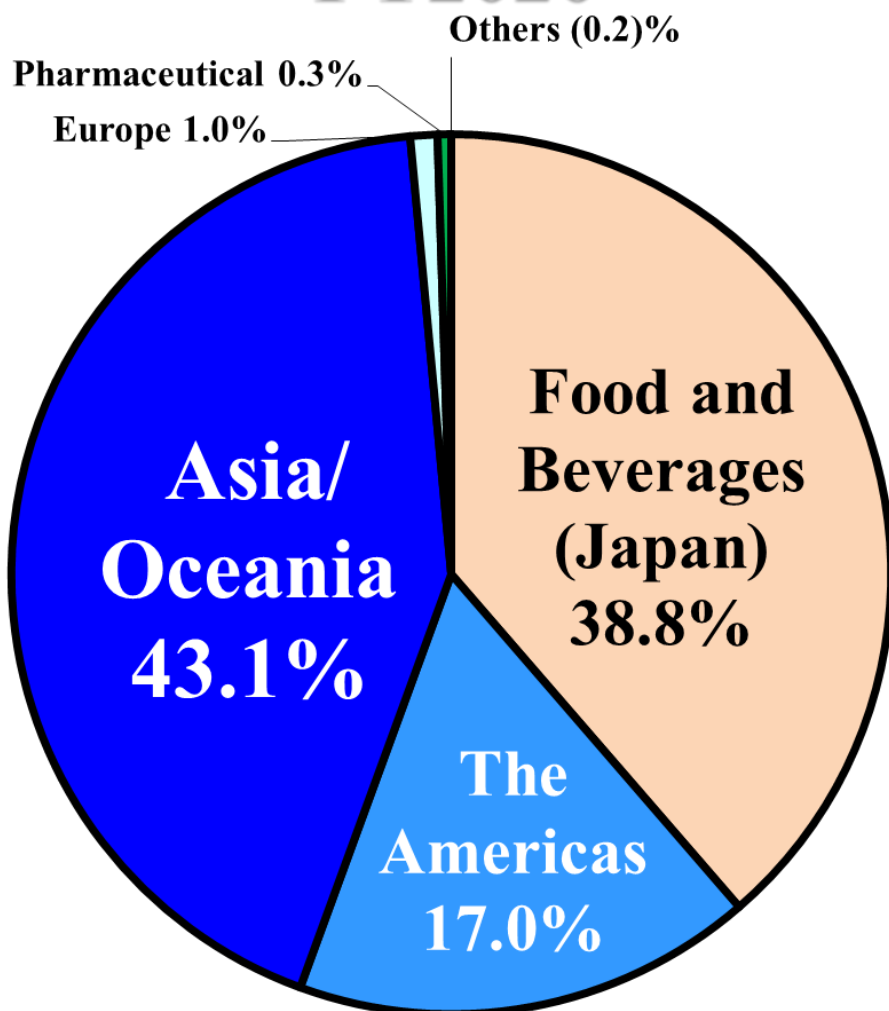
Japan : Sales in April, 2021 to March, 2022

Overseas : Sales in January to December, 2021

# Segment share of consolidated Operating profit

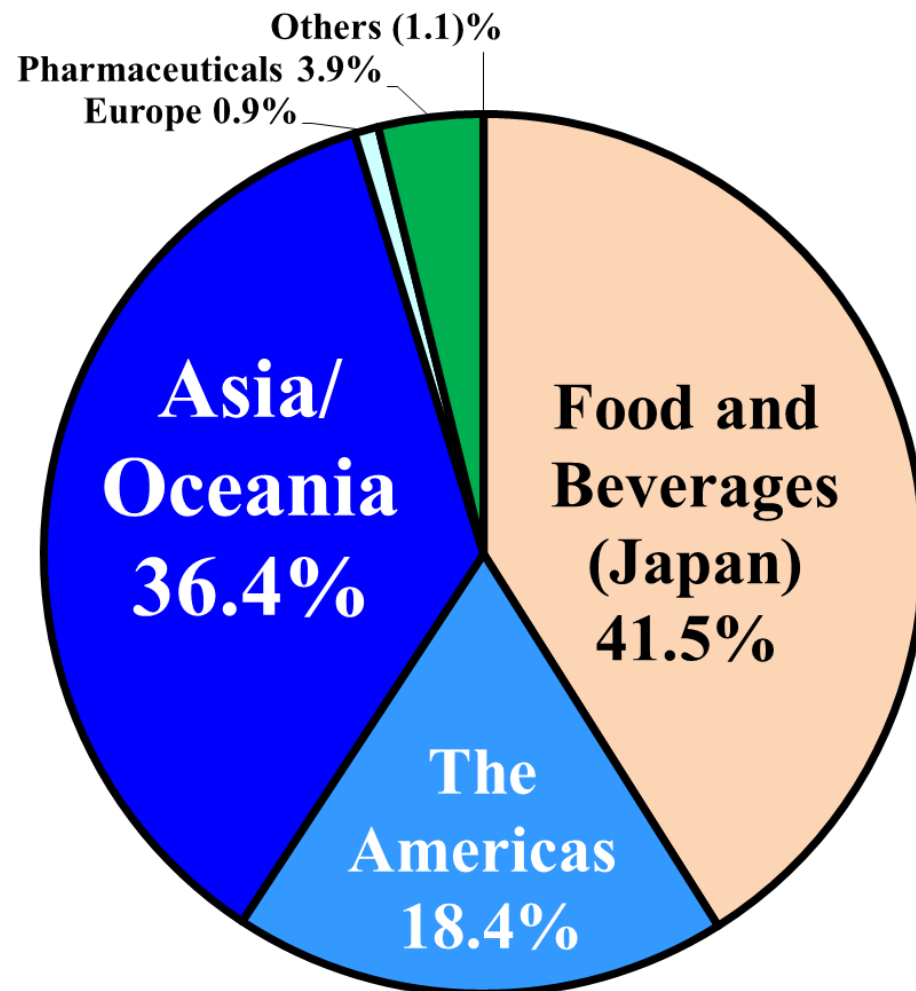


## FY2020



**Overseas total: 61.1%**

## FY2021

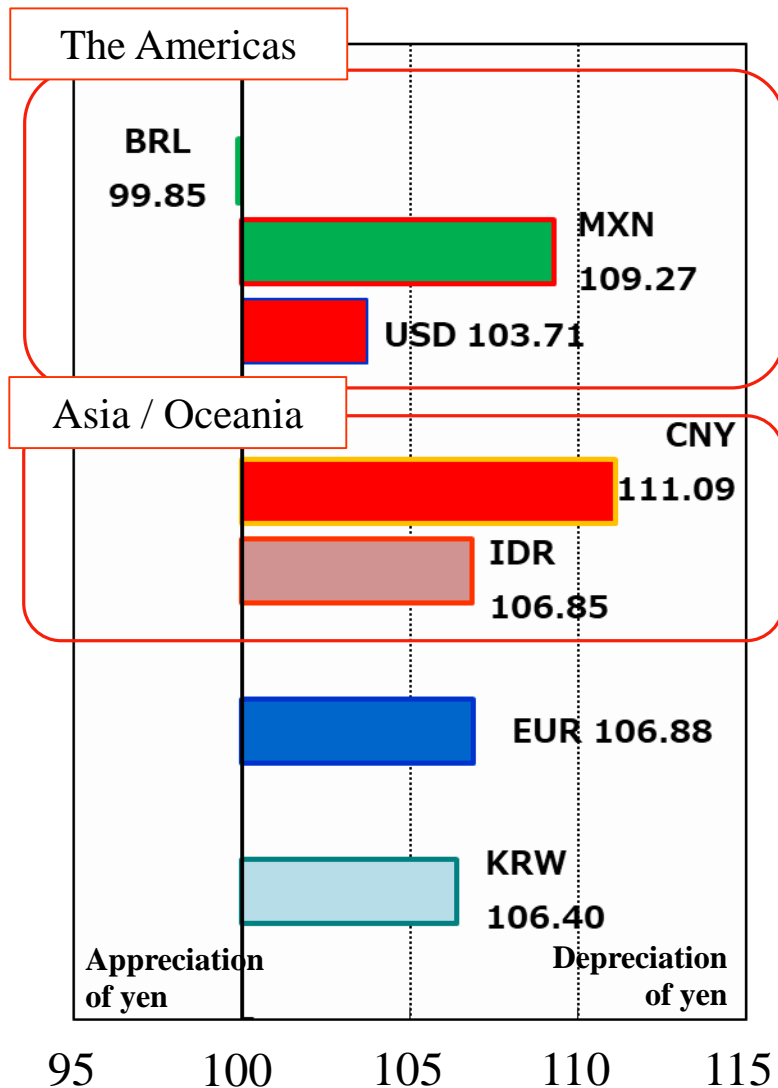


**Overseas total: 55.7%**

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

<Average rate from Jan to Dec, 2020=100>

Average rate from Jan to Dec, 2021



<Impact>

Billion yen

	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent
The Americas	+ 2.7	+ 0.8	+ 0.9	+ 0.5
Asia/Oceania	+ 10.8	+ 2.2	+ 2.4	+ 2.0
Europe	+ 0.7	+ 0.1	+ 0.1	+ 0.1
Equity method	—	—	+ 0.3	+ 0.3
<b>Total</b>	<b>+ 14.2</b>	<b>+ 3.1</b>	<b>+ 3.8</b>	<b>+ 2.9</b>

***Forecast For FY2022  
(Consolidated)***

# General outline of Consolidated financial forecast



## ◆ Total

Increase in sales and operating profit.

## ◆ Food and Beverages in Japan

Increase sales and profit due to increase in the number of bottles sold of Yakult 1000(Home delivery) and Y 1000 (Retail store).

## ◆ Food and Beverages (Overseas)

Decrease profit due to rise of raw material price and increase in costs, despite of increase in sales due to increase in the number of bottles sold and the depreciation of Yen.

## ◆ Pharmaceuticals

Decrease sales and profit due to impact by NHI drug price revision.



# Consolidated annual forecast for FY2022



Billion yen

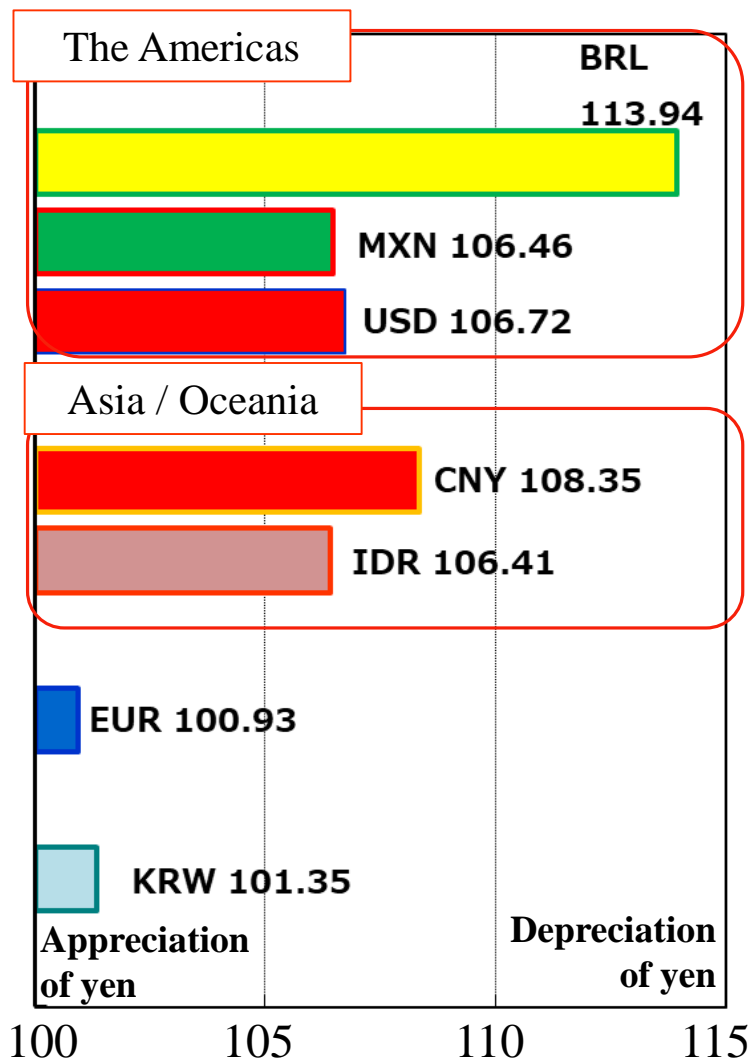
	Forecast (2022.4-2023.3)	FY2021 (2021.4-2022.3)	Difference	
				Year-on Year
Net sales	446.5	415.1	+ 31.3 Fx impact +13.8	107.6%
Operating profit	55.0	53.2	+ 1.7 Fx impact +2.6	103.4%
Ordinary profit	68.0	68.5	(0.5) Fx impact +3.0	99.2%
Profit attributable to owners of parent	45.5	44.9	+ 0.5 Fx impact +2.0	101.3%
Basic earnings per share	(yen) 290.67	(yen) 280.36	(yen) + 10.31	103.7%

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



< Jan-Dec, 2021=100 >

Rate from Jan. to Mar. 2022



< Impact >

Billion yen

	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent
The Americas	+ 4.3	+ 1.0	+ 1.1	+ 0.6
Asia/Oceania	+ 9.3	+ 1.6	+ 1.8	+ 1.3
Europe	+ 0.2	—	—	—
Equity method	—	—	+ 0.1	+ 0.1
<b>Total</b>	<b>+ 13.8</b>	<b>+ 2.6</b>	<b>+ 3.0</b>	<b>+ 2.0</b>

# Forecast of Consolidated sales by segment (Forecast for Next fiscal year)



Billions of yen

Segment	Forecast (2022.4-2023.3)	FY2021 (2021.4-2022.3)	Year-on-Year	
			Amount	Rate
Food and Beverages in Japan	214.6	203.2	+ 11.3	+ 5.6 %
The Americas	56.8	47.3	+ 9.4	+ 19.9 %
Asia / Oceania	138.4	128.1	+ 10.2	+ 8.0 %
Europe	10.1	9.4	+ 0.6	+ 7.3 %
Food and Beverages (Overseas)	205.3	185.0	+ 20.2 Fx impact +13.8	+ 11.0 %
Pharmaceuticals	14.0	16.9	(2.9)	(17.6)%
Others	22.5	19.4	+ 3.0	+ 15.5 %
Adjustments	(9.9)	(9.6)	(0.2)	+ 2.7 %
<b>Total</b>	<b>446.5</b>	<b>415.1</b>	<b>+ 31.3</b>	<b>+ 7.6 %</b>

# Forecast of Consolidated operating profit by segment (Forecast for Next fiscal year)



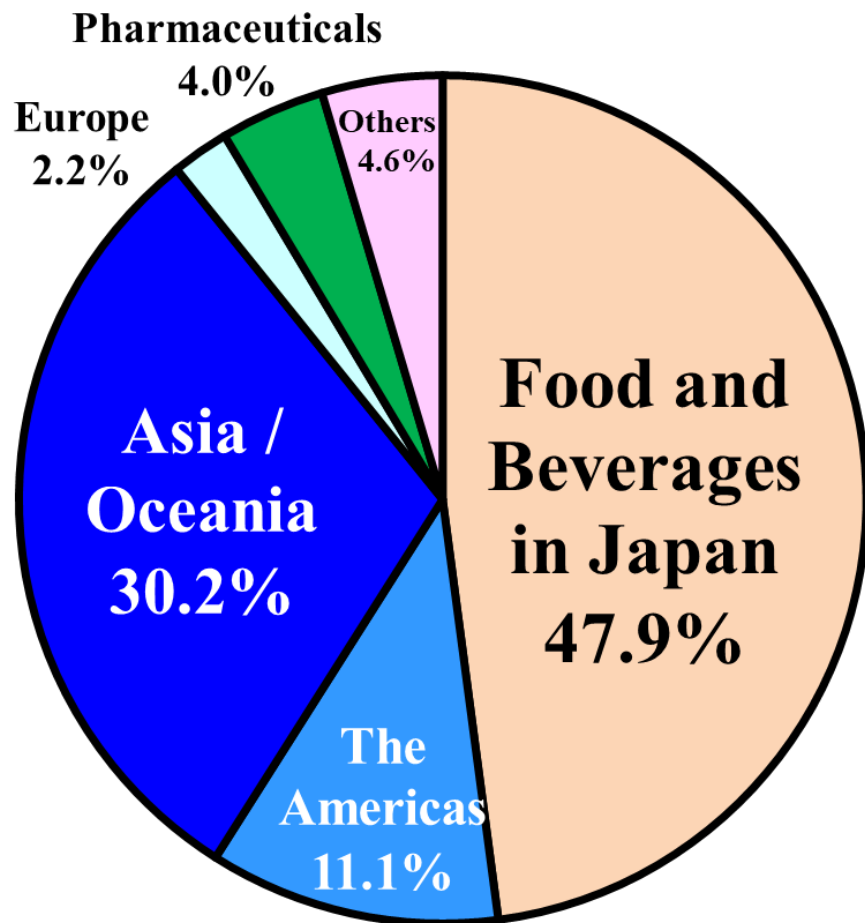
Billion yen

Segment	Operating profit		Year-on-Year	
	Forecast (2022.4-2023.3)	FY2021 (2021.4-2022.3)	Amount	Rate
Food and Beverages in Japan	30.6	28.2	+ 2.3	+ 8.3 %
The Americas	13.9	12.5	+ 1.3	+ 10.7 %
Asia / Oceania	23.2	24.8	(1.6)	(6.5)%
Europe	0.6	0.6	(0.0)	(3.7)%
Food and Beverages (Overseas)	37.7	37.9	(2.0) Fx impact +2.6	(0.8)%
Pharmaceuticals	0.7	2.6	(1.9)	(73.4)%
Others	1.2	(0.7)	+ 1.9	—
Adjustments	(15.2)	(14.9)	(0.2)	+ 1.9 %
Total	55.0	53.2	+ 1.7	+ 3.4 %

# Segment share of consolidated sales

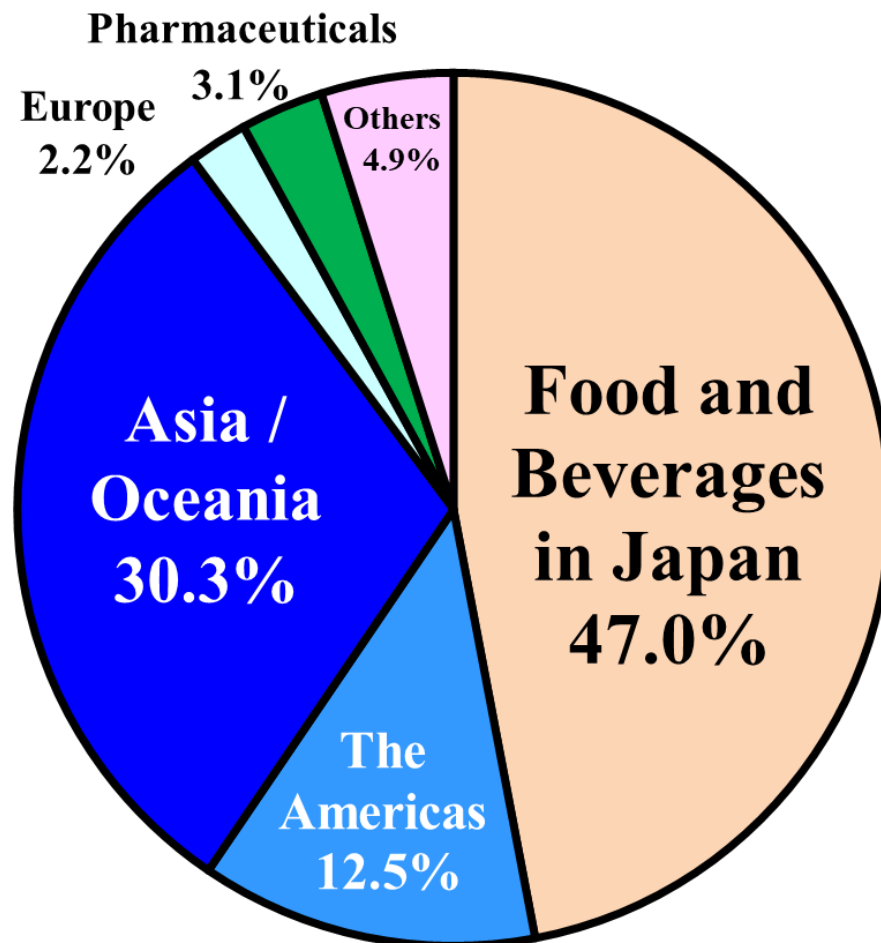


## FY2021



**Over seas total: 43.5%**

## FY2022 (Forecast)

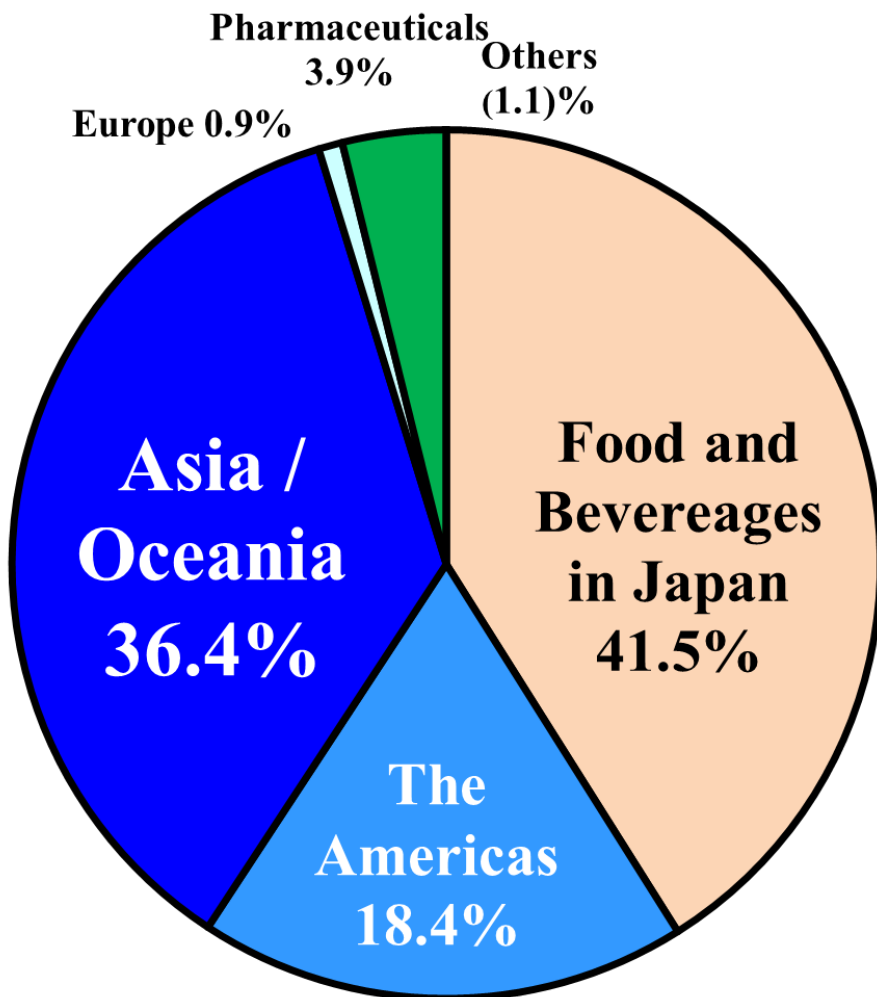


**Over seas total: 45.0%**

# Segment share of consolidated operating profit

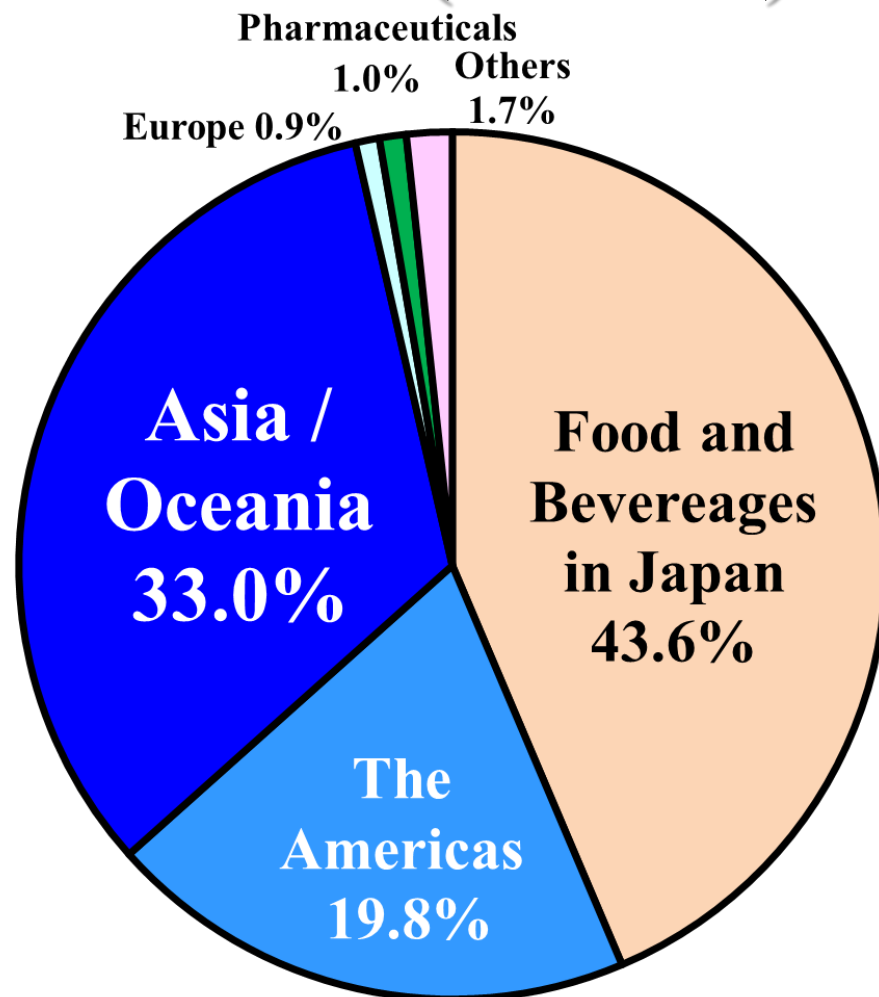


## FY2021



**Over seas total: 55.7%**

## FY2022 (Forecast)

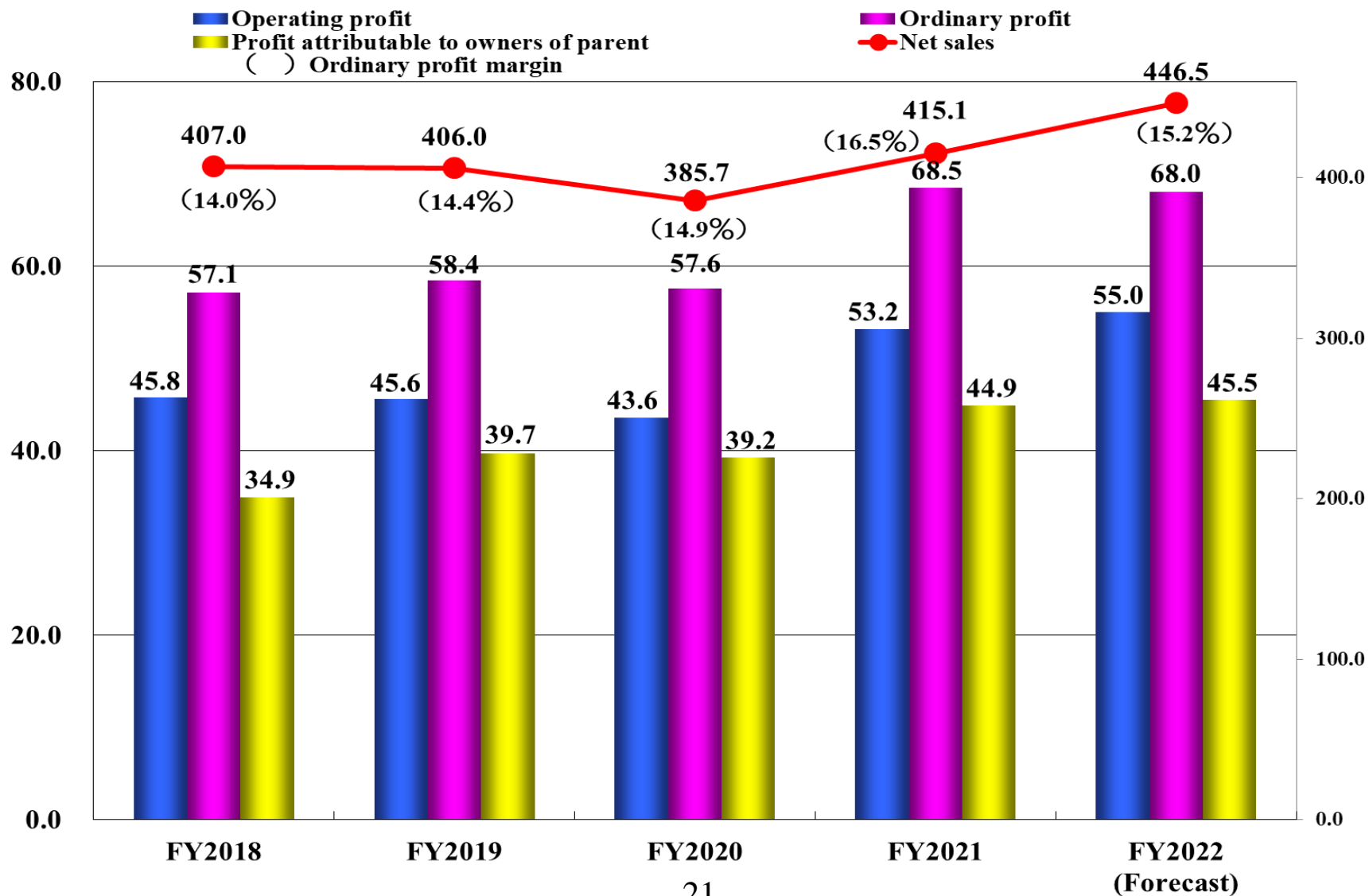


**Over seas total: 53.7%**

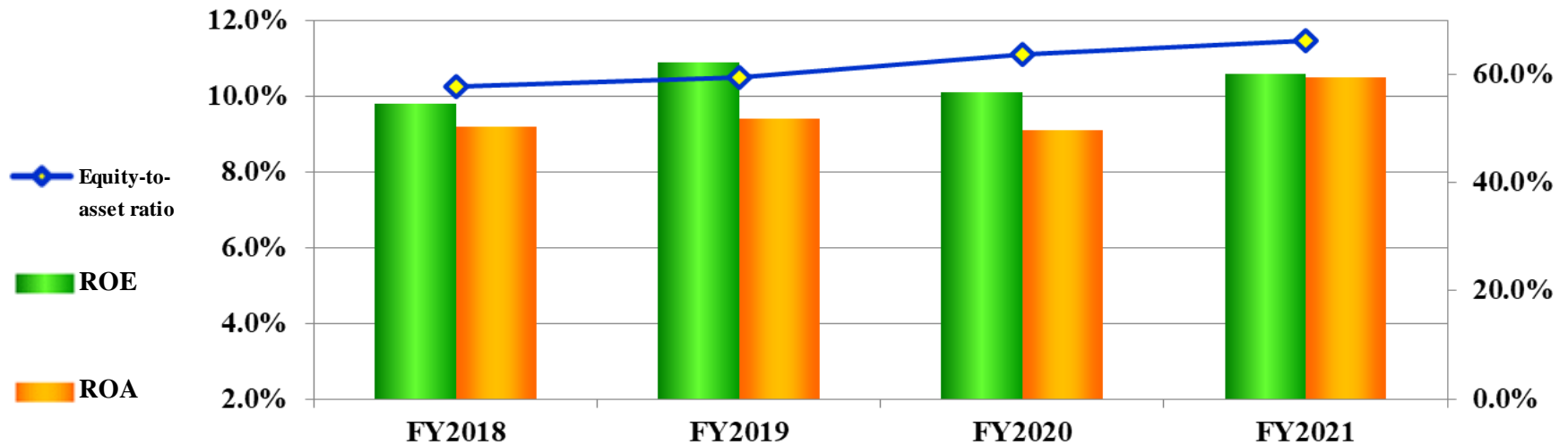
# Trend of consolidated sales and profit



Billion yen



# Trend of management index



	FY2018	FY2019	FY2020	FY2021
<b>Equity-to-asset ratio</b>	<b>57.8%</b>	<b>59.5%</b>	<b>63.8%</b>	<b>66.3%</b>
<b>ROE</b>	<b>9.8%</b>	<b>10.9%</b>	<b>10.1%</b>	<b>10.6%</b>
<b>ROA</b>	<b>9.2%</b>	<b>9.4%</b>	<b>9.1%</b>	<b>10.5%</b>



**Thank you.**

人も地球も健康に

**Yakult**

# CAUTIONARY STATEMENT



Statements contained in these materials with respect to Yakult's plans, forecasts and other statements that are not historical facts are forward-looking statements that involve risks and uncertainties that could cause actual results to differ substantially from expectations.

The information contained in these materials is not intended as a solicitation for investment. Furthermore, Yakult does not guarantee the accuracy of the contents of these materials. Yakult and the provider of these materials disclaim any responsibility for any loss or damage that should arise from the use of this information.