## Yakult

# Supplementary Materials for Financial Statements For the first quarter Ended June 30, 2009 (April 1, 2009 to June 30, 2009) 

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## Contents

Consolidated ..... Page
1.Major Increases (Decreases) in Consolidated Balance Sheets ..... 1
2. Major Increases (Decreases) in Consolidated Statements of Income ..... 2
3. Performance Overview ..... 3
4. Segment Information ..... 4-6
5. Overseas companies Dairy Products sales( Bottles sold per day ) ..... 7
(Reference) Non-Consolidated

1. Non-consolidated sales breakdown ..... 8-9
[^0]
## Consolidated

## 1. Major Increases (Decreases) in Consolidated Balance Sheets

(Millions of yen)

|  | $\begin{gathered} \text { As of Mar. } 31 . \\ 2009 \end{gathered}$ | $\begin{gathered} \text { As of Jun. } 30 . \\ 2009 \end{gathered}$ | Increase <br> (Decrease) |
| :---: | :---: | :---: | :---: |
| Total Assets | 361,901 | 371,177 | 9,275 |
| Current assets <br> Cash and deposits <br> Notes and accounts receivable <br> Inventories <br> Others | $\begin{aligned} & 66,352 \\ & 48,590 \\ & 31,215 \\ & 16,244 \end{aligned}$ | $\begin{aligned} & 64,589 \\ & 51,726 \\ & 30,692 \\ & 18,116 \end{aligned}$ | $\begin{array}{r} (1,762) \\ 3,135 \\ (522) \\ 1,872 \end{array}$ |
| Fixed assets <br> Tangible fixed assets <br> Buildings and structures <br> Others | $\begin{aligned} & 40,661 \\ & 90,659 \end{aligned}$ | $\begin{aligned} & 45,894 \\ & 88,169 \end{aligned}$ | $\begin{gathered} 5,233 \\ (2,490) \end{gathered}$ |
| Intangible fixed assets | 4,375 | 4,601 | 226 |
| Investments and other assets Investment securities Others | $\begin{aligned} & 51,126 \\ & 12,676 \end{aligned}$ | $\begin{aligned} & 55,680 \\ & 11,704 \end{aligned}$ | $\begin{array}{r} 4,554 \\ (971) \\ \hline \end{array}$ |
| Total Liabilities | 134,935 | 136,102 | 1,167 |
| Current liabilities <br> Notes and accounts payable <br> Short-term bank loans <br> Others | $\begin{array}{r} 22,845 \\ 36,979 \\ 33,802 \end{array}$ | $\begin{aligned} & 24,224 \\ & 37,634 \\ & 34,674 \end{aligned}$ | $\begin{array}{r} 1,379 \\ 654 \\ 872 \end{array}$ |
| Fixed liabilities <br> Long-term borrowings <br> Liability for retirement benefits <br> Others | $\begin{array}{r} 4,388 \\ 16,394 \\ 20,525 \end{array}$ | $\begin{array}{r} 4,224 \\ 16,714 \\ 18,630 \end{array}$ | $\begin{gathered} (164) \\ 319 \\ (1,895) \end{gathered}$ |
| Total Net Assets | 226,965 | 235,074 | 8,108 |
| Shareholder's Equity <br> Valuation and Translation Adjustments <br> Minority Interests | $\begin{array}{r} 241,514 \\ (35,866) \\ 21,317 \\ \hline \end{array}$ | $\begin{array}{r} 242,947 \\ (30,605) \\ 22,732 \\ \hline \end{array}$ | $\begin{aligned} & 1,432 \\ & 5,261 \\ & 1,414 \end{aligned}$ |

## 2. Major Increases (Decreases) in Consolidated Statements of Income

(Millions of yen)


## 3. Performance Overview

(1) Breakdown of Statements of Income
(Millions of yen)

|  | $\begin{gathered} \text { 1Q of FY } 2009 \\ \text { (April } 1,2008 \sim \text { June } 30,2008 \text { ) } \end{gathered}$ |  | $\begin{gathered} \text { 1Q of FY } 2010 \\ \text { (April 1, } 2009 \sim \text { June 30, 2009) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Results | Year on year(\%) | Results | Year on year(\%) |
| Net sales | 71,804 | 103.9 | 68,825 | 95.9 |
| Operating income | 4,182 | 106.9 | 4,302 | 102.9 |
| Ordinary income | 5,828 | 90.1 | 6,017 | 103.2 |
| Net income | 3,530 | 120.6 | 3,655 | 103.5 |

(2) Breakdown of Gains on Equity Method
(Millions of yen)

|  | $\begin{gathered} \text { 1Q of FY } 2009 \\ \text { (April 1, } 2008 \sim \text { June 30, 2008) } \end{gathered}$ |  | $\begin{gathered} \text { 1Q of FY } 2010 \\ \text { (April 1, } 2009 \sim \text { June 30, 2009) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Results | Year on year(\%) | Results | Year on year(\%) |
| Gain on Equity Method | 822 | 115.2 | 501 | 60.9 |

## 4.Segment Information

## (1) Information about Business Segments

Result of first quarter ended June 30, 2008 (April 1, 2008 ~ June 30, 2008)


Result of first quarter ended June 30, 2009 (April 1, 2009 ~ June 30, 2009)

| Result of first quarter | ( | (April | - | (Millions of yen.\%) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Food and beverages | Pharmaceuticals | Others | Total | ※ <br> Eliminations/ corporate | Consolidated |
| Net sales | 57,457 | 8,894 | 2,473 | 68,825 | --- | 68,825 |
| Percentage of net sales | 83.5 | 12.9 | 3.6 | 100.0 | --- | 100.0 |
| Year on year | 94.7 | 103.9 | 95.0 | 95.9 | --- | 95.9 |
| Operating expenses | 52,610 | 5,970 | 2,950 | 61,532 | 2,990 | 64,522 |
| Year on year | 94.2 | 109.4 | 98.4 | 95.7 | 90.7 | 95.4 |
| Operating income (loss) | 4,846 | 2,923 | (477) | 7,292 | $(2,990)$ | 4,302 |
| Year on year | 101.6 | 94.2 | --- | 97.5 | 90.7 | 102.9 |
| Operating income margin | 8.4 | 32.9 | --- | --- | --- | 6.3 |

[^1]
## (2) Information about Geographical Segments

Result of first quarter ended June 30, 2008(April 1, 2008 ~ June 30, 2008)

| (1) Result of first quarte |  |  | ( |  | , | (Millions of yen \%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | Overseas <br> Total | The Americas | Asia and Oceania | Europe | ※ <br> Eliminations/ corporate | Consolidated |
| Net sales | 56,059 | 18,490 | 10,496 | 4,143 | 3,850 | $(2,744)$ | 71,804 |
| Percentage of net sales | 78.0 | 25.8 | 14.6 | 5.8 | 5.4 | (3.8) | 100.0 |
| Year on year | 104.6 | 104.0 | 105.9 | 111.2 | 92.8 | 120.9 | 103.9 |
| Operating expenses | 52,266 | 14,804 | 7,431 | 3,668 | 3,704 | 551 | 67,622 |
| Year on year | 102.1 | 111.3 | 110.8 | 120.9 | 104.2 | 76.3 | 103.7 |
| Operating income (loss) | 3,792 | 3,685 | 3,065 | 474 | 146 | $(3,296)$ | 4,182 |
| Year on year | 156.9 | 82.1 | 95.6 | 68.7 | 24.7 | 110.1 | 106.9 |
| Operating income margin | 6.8 | 19.9 | 29.2 | 11.4 | 3.8 | --- | 5.8 |

Result of first quarter ended June 30, 2009(April 1, 2009 ~ June 30, 2009)


[^2]
## 〈Reference〉

Result of first quarter ended June 30, 2008 (using exchange rate of the average 2008.(Jan. -Mar. 2008))
(Millions of yen \%)

|  | Japan | Overseas Total | The Americas | Asia and Oceania | Europe | ※ <br> Eliminations/ corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 55,485 | 19,936 | 11,300 | 5,316 | 3,319 | $(1,320)$ | 74,101 |
| Year on year | 99.0 | 107.8 | 107.7 | 128.3 | 86.2 | 48.1 | 103.2 |
| Operating expenses | 50,597 | 16,451 | 8,597 | 4,478 | 3,375 | 1,670 | 68,718 |
| Year on year | 96.8 | 111.1 | 115.7 | 122.1 | 91.1 | 302.9 | 101.6 |
| Operating income (loss) | 4,888 | 3,485 | 2,702 | 837 | (55) | $(2,990)$ | 5,382 |
| Year on year | 128.9 | 94.6 | 88.2 | 176.7 | --- | 90.7 | 128.7 |
| Operating income margin | 8.8 | 17.5 | 23.9 | 15.8 | --- | --- | 7.3 |

[^3]
## 5. Overseas companies Dairy Products sales( Bottles sold per day )

(Unit:Thousands of bottles/day. \%)

|  | Consolidation Classification | 1Q of FY 2010(From January to March, 2009.) |  | Preliminary figure <br> (From January to June, 2009.) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Sales quantity | Year on year (\%) | Sales quantity | Year on year (\%) |
| Taiwan | Equity method | 644 | 113.4 | 780 | 111.8 |
| Hong Kong | Consolidated | 502 | 120.1 | 576 | 119.6 |
| Thailand $\quad \ldots 1$ | Equity method | 2,063 | 108.0 | 2,112 | 112.8 |
| Korea | Equity method | 3,790 | 95.3 | 4,205 | 96.6 |
| Philippines | Equity method | 1,248 | 111.1 | 1,263 | 110.9 |
| Singapore | Consolidated | 168 | 108.0 | 179 | 110.4 |
| Indonesia | Consolidated | 1,167 | 137.5 | 1,323 | 136.4 |
| Australia | Consolidated | 185 | 106.1 | 182 | 105.7 |
| Malaysia | Consolidated | 158 | 121.2 | 162 | 121.7 |
| Vietnam | Consolidated | 16 | 299.2 | 16 | 177.1 |
| India $\quad$ 2 | Consolidated | 9 | 232.1 | 9 | 204.6 |
| Guangzhou $\quad$ 3 | Consolidated | 603 | 131.4 | 701 | 132.8 |
| Shanghai $\quad \begin{aligned} & 4 \\ & 4\end{aligned}$ | Consolidated | 185 | 146.2 | 223 | 148.0 |
| Beijing | Consolidated | 85 | 146.8 | 92 | 146.4 |
| Shanghai <br> Marketing$\quad \not$ | Consolidated | 121 | 226.6 | 148 | 218.2 |
| China total |  | 995 | 142.6 | 1,164 | 143.9 |
| Asia and Oceania total <br> (Consolidated subsidiary company Total) |  | 10,944 <br> 3,200 | 109.3 <br> 131.5 | 11,973 <br> 3,613 | 110.8 <br> 131.7 |
| Brazil | Consolidated | 1,451 | 108.9 | 1,428 | 106.4 |
| Mexico | Consolidated | 3,130 | 102.3 | 3,191 | 100.7 |
| Argentina | Consolidated | 32 | 87.0 | 33 | 90.7 |
| USA $\quad$-6 | Consolidated | 73 | 124.7 | 85 | 142.4 |
| The Americas total |  | 4,685 | 104.4 | 4,737 | 102.8 |
| Netherlands | Consolidated | 236 | 85.2 | 227 | 88.6 |
| Belgium | Consolidated | 84 | 82.9 | 82 | 86.7 |
| United Kingdom | Consolidated | 233 | 84.6 | 223 | 86.4 |
| Germany | Consolidated | 152 | 82.2 | 136 | 82.9 |
| Austria | Consolidated | 23 | 100.8 | 23 | 95.1 |
| Italy | Consolidated | 31 | 166.5 | 33 | 143.1 |
| Europe total |  | 758 | 86.2 | 724 | 88.3 |
| Total (Consolidated subsidiary companv Total) |  | 16,388 <br> 8,644 | $\begin{aligned} & 106.6 \\ & 110.8 \end{aligned}$ | 17,434 <br> 9,073 | $\begin{aligned} & 107.4 \\ & 111.1 \end{aligned}$ |

<Accounting period: From January to December>
※1:Thailand : Accounting date:31 May. Ayutthaya new factory(Production started on Feb 2009)
※2:India:Accounting date:31 Mar.
※3: Guangzhou : Business in Hainan started on Jan 2009.
※4:Sales Area of Shanghai : Shanghai city, Nanjing city
$※ 5$ : Sales Area of Shanghai Marketing : Tianjin city, Suzhou city, Hangzhou city, Qingdao city and neighboring cities excluding, Guangdong, Shanghai city, Nanjing city and Beijing.
※6:USA : Business in Texas started on Feb 2009.

## 1. Non-consolidated sales breakdown

(1) Sales by Product Category
(Millions of yen)

|  | $\begin{gathered} \text { 1Q of FY } 2009 \\ \text { (April 1, } 2008 \sim \text { June 30, 2008) } \end{gathered}$ |  | $\begin{gathered} \hline \text { 1Q of FY } 2010 \\ \text { (April 1, } 2009 \sim \text { June 30, 2009) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Results | Year on year(\%) | Results | Year on year(\%) |
| Dairy products | 19,264 | 101.1 | 19,406 | 100.7 |
| Juices and other beverages | 10,124 | 94.8 | 9,274 | 91.6 |
| Subtotal | 29,389 | 98.8 | 28,681 | 97.6 |
| Cosmetics | 1,458 | 96.6 | 1,370 | 94.0 |
| Pharmaceuticals | 8,560 | 107.7 | 8,894 | 103.9 |
| Others | 3,967 | 114.7 | 2,663 | 67.1 |
| Total | 43,375 | 101.7 | 41,609 | 95.9 |

(2) Dairy Products sales (Bottles sold per day)
(Thousands of bottles/day)

|  | 1Q of FY 2009(April 1, 2008 ~ June 30, 2008) |  | 1Q of FY 2010(April 1, $2009 \sim$ June 30, 2009) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Results | Year on year(\%) | Results | Year on year(\%) |
| Yakult | 3,323 | 104.2 | 3,354 | 100.9 |
| Yakult Calorie Half1 <br> 1 | --- | --- | 78 | --- |
| Yakult LT * | 72 | 88.3 | --- | --- |
| Yakult 80Ace * | 277 | 83.3 | --- | --- |
| Yakult 80AceLT * | 125 | 88.5 | --- | --- |
| Yakult 300V | 136 | 98.6 | 154 | 113.7 |
| Yakult 300VLT | 67 | 97.4 | 39 | 58.2 |
| Yakult SHEs ※2 | 66 | --- | 62 | 93.8 |
| Total for Yakult 400 products | 2,417 | 112.0 | 2,978 | 123.2 |
| Yakult 400 | 2,417 | 112.0 | 1,588 | 65.7 |
| Yakult 400LT ※3 | --- | --- | 1,390 | --- |
| Total for Yakult products | 6,481 | 106.1 | 6,665 | 102.8 |
| Bifia | 42 | 62.8 | 23 | 55.4 |
| BF-1 $\begin{aligned} & \text { \% }\end{aligned}$ | 59 | --- | 100 | 168.7 |
| Pretio | 240 | 73.0 | 188 | 78.2 |
| Joie | 679 | 95.0 | 716 | 105.5 |
| Bifiene products | 434 | 86.6 | 379 | 87.5 |
| Sofuhl | 557 | 96.6 | 558 | 100.2 |
| Purela | 211 | 100.8 | 178 | 84.2 |
| Tappuri Raw milk Yogurt ※5 | 20 | 136.1 | 5 | 23.3 |
| Kuchidoke Raw milk Yogurt ※6 | --- | --- | 6 | --- |
| Total for fermented milk | 1,900 | 94.3 | 1,841 | 96.9 |
| Total | 8,722 | 102.4 | 8,817 | 101.1 |

[^4]( 3 ) Juices and Other Beverages sales (Total Bottles sold)

( 4 ) Pharmaceuticals sales
(Millions of yen)

|  | 1Q of FY 2009(April 1, 2008 ~ June 30, 2008) |  | 1Q of FY 2010(April 1, 2009 ~ June 30, 2009) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Results | Year on year(\%) | Results | Year on year(\%) |
| Campto (Japan) | 781 | 105.6 | 1,073 | 137.4 |
| Campto (Overseas) | 1,332 | 70.3 | 975 | 73.2 |
| The Americas | 153 | --- | --- | --- |
| Europe | 1,147 | 63.8 | 946 | 82.5 |
| Other | 32 | 33.3 | 29 | 90.6 |
| Campto total | 2,113 | 80.2 | 2,048 | 96.9 |
| Elplat | 5,760 | 115.8 | 5,794 | 100.6 |
| Other pharmaceuticals | 685 | 204.3 | 1,051 | 153.3 |
| Total | 8,560 | 107.7 | 8,894 | 103.9 |

## CAUTIONARY STATEMENT

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[^0]:    About a numeric display of this material
    1.Unit of money : Less than one million yen is rounded down.
    2.Quantity results: Less than 1,000 is rounded off.
    3.Year on year percentage: The second place is rounded off after the decimal point.

[^1]:    ※Eliminations/ corporate ••Mainly administrative expenses in parent company

[^2]:    ※Eliminations/ corporate •••Elimination of inter-segment sales and mainly administrative expenses in parent company

[^3]:    ※Eliminations/ corporate • • Elimination of inter-segment sales and mainly administrative expenses in parent company

[^4]:    ※1 Yakult Calorie Half(Launch on June 1, 2009)
    ※2 Yakult SHEs (Launch on June 2, 2008)
    ※3 Yakult 400LT (Launch on September 1, 2008)
    ※4 BF-1 (Sold in limited area)
    ※5 Tappuri Raw milk Yogurt (Stop sales in May , 2009)
    ※6 Kuchidoke Raw milk Yogurt (Launch on June 1, 2009)

    * Stop sales by March 31, 2009

