# Yalkult 

# Supplementary Materials for Financial Statements For the first quarter Ended June 30, 2010 (April 1, 2010 to June 30, 2010) 

July 30, 2010
Yakult Honsha Co., Ltd.
Public Relations Department IR Section
URL http://ir.yakult.co.jp/

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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.

## Consolidated

1. Major Increases (Decreases) in Consolidated Balance Sheet

| (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { As of Mar. } 31 \\ 2010 \end{gathered}$ | $\begin{gathered} \text { As of Jun. } 30 . \\ 2010 \end{gathered}$ | Increase <br> (Decrease) |
| Total Assets | 389,891 | 402,101 | 12,209 |
| Current assets |  |  |  |
| Cash and deposits | 85,903 | 86,754 | 851 |
| Notes and accounts receivable | 49,280 | 54,011 | 4,731 |
| Inventories | 31,103 | 31,913 | 810 |
| Others | 15,429 | 18,002 | 2,572 |
| Fixed assets |  |  |  |
| Tangible fixed assets |  |  |  |
| Buildings and structures | 47,133 | 48,658 | 1,524 |
| Others | 83,258 | 84,781 | 1,522 |
| Intangible fixed assets | 4,941 | 5,054 | 112 |
| Investments and other assets |  |  |  |
| Investment securities | 60,739 | 59,556 | $(1,182)$ |
| Others | 12,102 | 13,369 | 1,266 |
| Total Liabilities | 140,969 | 146,938 | 5,969 |
| Current liabilities |  |  |  |
| Notes and accounts payable | 21,452 | 24,534 | 3,081 |
| Short-term loans | 5,106 | 4,657 | (449) |
| Income taxes payable | 2,257 | 1,982 | (274) |
|  | 34,097 | 36,233 | 2,136 |
| Fixed liabilities |  |  |  |
| Long-term loans | 43,484 | 43,454 | (29) |
|  | 34,571 | 36,076 | 1,505 |
| Total Net Assets | 248,922 | 255,162 | 6,239 |
| Shareholder's Equity | 251,907 | 256,297 | 4,389 |
| Valuation and Translation Adjustments | $(28,040)$ | $(27,476)$ | 564 |
| Minority Interests | 25,055 | 26,341 | 1,285 |

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

(Millions of yen)

|  | 1Q of FY 2010 <br> (April 1, 2009~ <br> June 30, 2009) | $\begin{gathered} \text { 1Q of FY } 2011 \\ \text { (April 1, 2010~ } \\ \text { June } 30,2010 \text { ) } \end{gathered}$ | Increase (Decrease) |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | Ratio(\%) |
| Net sales | 68,825 | 74,610 | 5,785 | 8.4 |
| (Sales by business segments) <br> Food and beverages <br> Pharmaceuticals <br> Others <br> Adjustment | $\begin{array}{r} 58,777 \\ 8,894 \\ 2,473 \\ (1,320) \end{array}$ | $\begin{array}{r} 63,983 \\ 9,848 \\ 3,607 \\ (2,829) \end{array}$ | $\begin{array}{r} 5,206 \\ 954 \\ 1,134 \\ (1,509) \end{array}$ |  |
| Cost of sales | 31,640 | 32,910 | 1,270 | 4.0 |
| Gross profit <br> Gross profit margin (\%) | $\begin{array}{r} 37,184 \\ 54.0 \end{array}$ | $\begin{array}{r} 41,699 \\ 55.9 \\ \hline \end{array}$ | 4,515 | 12.1 |
| Selling, general and administrative expenses <br> Selling expenses <br> General and administrative expenses | $\begin{aligned} & 32,882 \\ & 14,494 \\ & 18,387 \end{aligned}$ | $\begin{aligned} & 36,039 \\ & 15,803 \\ & 20,235 \end{aligned}$ | $\begin{aligned} & 3,156 \\ & 1,308 \\ & 1,848 \end{aligned}$ | 9.6 |
| Operating income <br> Operating income margin (\%) | $\begin{array}{r} 4,302 \\ 6.3 \end{array}$ | $\begin{array}{r} \hline \mathbf{5 , 6 6 0} \\ 7.6 \\ \hline \end{array}$ | 1,358 | 31.6 |
| (Operating income by business segments) <br> Food and beverages <br> Pharmaceuticals <br> Others <br> Adjustment include corporate expenses | $\begin{array}{r} 4,846 \\ 2,923 \\ (477) \\ (2,990) \\ (2,990) \end{array}$ | $\begin{array}{r} 5,786 \\ 3,362 \\ (234) \\ (3,253) \\ (2,873) \end{array}$ | $\begin{gathered} 939 \\ 438 \\ 243 \\ (263) \\ 116 \end{gathered}$ |  |
| Non-operating income <br> Interests <br> Dividends <br> Investment gains on the equity method <br> Others <br> Non-operating expenses <br> Interest <br> Others | $\begin{array}{r} 2,221 \\ 500 \\ 305 \\ 501 \\ 915 \\ 506 \\ 210 \\ 296 \\ \hline \end{array}$ | $\begin{array}{r} 2,066 \\ 432 \\ 334 \\ 788 \\ 510 \\ 747 \\ 213 \\ 534 \\ \hline \end{array}$ | $\begin{array}{r} \hline(155) \\ (67) \\ 29 \\ 287 \\ (404) \\ 241 \\ 2 \\ 238 \\ \hline \end{array}$ | (7.0) <br> 47.6 |
| Ordinary income <br> Ratio of ordinary income to net sales (\%) | $6,017$ <br> 8.7 | 6,978 9.4 | 961 | 16.0 |
| Extraordinary gain <br> Extraordinary loss | $\begin{array}{r} 18 \\ 335 \end{array}$ | $\begin{array}{r} 131 \\ 1,387 \end{array}$ | $\begin{array}{r} 113 \\ 1,052 \end{array}$ | 624.6 313.9 |
| Income before income taxes and minority interests | 5,700 | 5,722 | 22 | 0.4 |
| Income taxes <br> Minority interests | $\begin{array}{r} 1,440 \\ 604 \end{array}$ | $\begin{array}{r} 1,973 \\ 584 \end{array}$ | $\begin{gathered} 533 \\ (20) \\ \hline \end{gathered}$ |  |
| Net income <br> Ratio of net income to net sales (\%) | $\begin{array}{r} 3,655 \\ 5.3 \end{array}$ | $\begin{array}{r} 3,164 \\ 4.2 \end{array}$ | (490) | (13.4) |

## 3. Performance Overview

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

|  | $\begin{gathered} \text { 1Q of FY } 2010 \\ \text { (April 1, } 2009 \sim \text { June 30, 2009) } \end{gathered}$ |  | $\begin{gathered} \text { 1Q of FY } 2011 \\ \text { (April 1, } 2010 \sim \text { June 30, 2010) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Results | Year on year(\%) | Results | Year on year(\%) |
| Net sales | 68,825 | 95.9 | 74,610 | 108.4 |
| Operating income | 4,302 | 102.9 | 5,660 | 131.6 |
| Ordinary income | 6,017 | 103.2 | 6,978 | 116.0 |
| Net income | 3,655 | 103.5 | 3,164 | 86.6 |

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

|  | $\begin{gathered} \text { 1Q of FY } 2010 \\ \text { (April 1, } 2009 \sim \text { June 30, 2009) } \end{gathered}$ |  | $\begin{gathered} \text { 1Q of FY } 2011 \\ \text { (April 1, } 2010 \sim \text { June 30, 2010) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Results | Year on year(\%) | Results | Year on year(\%) |
| Gain on Equity Method | 501 | 60.9 | 788 | 157.3 |

## 4.Segment Information

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

|  | Food and beverages |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | Overseas Total | The Americas | Asia and Oceania | Europe |
| Net sales | 44,117 | 14,659 | 7,758 | 4,457 | 2,444 |
| Percentage of net sales (\%) | 64.1 | 21.3 | 11.3 | 6.5 | 3.5 |
| Year on year (\%) | --- | 79.3 | 73.9 | 107.6 | 63.5 |
| Operating expenses | 41,675 | 12,255 | 5,953 | 3,760 | 2,540 |
| Year on year (\%) | --- | 82.8 | 80.1 | 102.5 | 68.6 |
| Operating income (loss) | 2,441 | 2,404 | 1,804 | 696 | (96) |
| Year on year (\%) | --- | 65.2 | 58.9 | 146.8 | --- |
| Operating income margin (\%) | 5.5 | 16.4 | 23.3 | 15.6 | --- |


|  | Pharmaceuticals | Others | Total |  <br> Adjustment | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 8,894 | 2,473 | 70,145 | $(1,320)$ | 68,825 |
| Percentage of net sales (\%) | 12.9 | 3.6 | 101.9 | (1.9) | 100.0 |
| Year on year (\%) | 103.9 | 95.0 | --- | --- | 95.9 |
| Operating expenses | 5,970 | 2,950 | 62,852 | 1,670 | 64,522 |
| Year on year (\%) | 109.4 | 98.4 | --- | --- | 95.4 |
| Operating income (loss) | 2,923 | (477) | 7,292 | $(2,990)$ | 4,302 |
| Year on year (\%) | 94.2 | --- | --- | 90.7 | 102.9 |
| Operating income margin (\%) | 32.9 | --- | --- | -- | 6.3 |

[^0](2)Result of first quarter ended June 30, 2010 (April 1, 2010 ~ June 30, 2010)
(Millions of yen)

|  | Food and beverages |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
|  | Japan |  | Overseas Total | The Americas | Asia and Oceania |
| Net sales | 47,188 | 16,794 | 9,213 | 5,179 | 2,401 |
| Percentage of net sales (\%) | 63.2 | 22.5 | 12.4 | 6.9 | 3.2 |
| Year on year (\%) | 107.0 | 114.6 | 118.8 | 116.2 | 98.3 |
| Operating expenses | 44,765 | 13,431 | 6,879 | 4,432 | 2,119 |
| Year on year (\%) | 107.4 | 109.6 | 115.5 | 117.9 | 83.4 |
| Operating income (loss) | 2,423 | 3,363 | 2,333 | 746 | 282 |
| Year on year (\%) | 99.2 | 139.9 | 129.3 | 107.3 | --- |
| Operating income <br> margin (\%) | 5.1 | 20.0 | 25.3 | 14.4 | 11.8 |


|  | Pharmaceuticals | Others | Total | Adjustment | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 9,848 | 3,607 | 77,440 | $(2,829)$ | 74,610 |
| Percentage of net sales (\%) | 13.2 | 4.8 | 103.7 | (3.7) | 100.0 |
| Year on year (\%) | 110.7 | 145.9 | 110.4 | 214.3 | 108.4 |
| Operating expenses | 6,486 | 3,841 | 68,525 | 424 | 68,950 |
| Year on year (\%) | 108.6 | 130.2 | 109.0 | 25.4 | 106.9 |
| Operating income (loss) | 3,362 | (234) | 8,914 | $(3,253)$ | 5,660 |
| Year on year (\%) | 115.0 | --- | 122.2 | 108.8 | 131.6 |
| Operating income margin (\%) | 34.1 | --- | --- | --- | 7.6 |

※Adjustment $\cdot \boldsymbol{3}$,253 million yen of adjustment include 2,873 million yen of administrative expenses in parent company.
Also note that the amount of difference for 379 million yen is elimination of royalty income.

## 〈Reference〉

Result of first quarter ended June 30, 2010 (using exchange rate of the average 2009.(Jan. -Mar. 2009))
Result of first quarter ended June 30, 2010(estimate)
(Millions of yen)

|  | Food and beverages |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
|  | Japan |  | Overseas Total |  | The Americas |
| Net sales | Asia and Oceania | Europe |  |  |  |
| Percentage of net sales (\%) | 47,188 | 15,470 | 8,190 | 4,911 | 2,370 |
| Year on year (\%) | 64.4 | 21.1 | 11.2 | 6.7 | 3.2 |
| Operating expenses | 107.0 | 105.5 | 105.6 | 110.2 | 97.0 |
| Year on year (\%) | 44,765 | 12,479 | 6,117 | 4,261 | 2,102 |
| Operating income (loss) | 107.4 | 101.8 | 102.8 | 113.3 | 82.8 |
| Year on year (\%) | 2,423 | 2,991 | 2,073 | 650 | 268 |
| Operating income <br> margin (\%) | 99.2 | 124.4 | 114.9 | 93.4 | --- |


|  | Pharmaceuticals | Others | Total | Adjustment | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 9,848 | 3,607 | 76,116 | $(2,829)$ | 73,286 |
| Percentage of net sales (\%) | 13.4 | 4.9 | 103.8 | (3.8) | 100.0 |
| Year on year (\%) | 110.7 | 145.9 | 108.5 | 214.3 | 106.5 |
| Operating expenses | 6,486 | 3,841 | 67,574 | 424 | 67,998 |
| Year on year (\%) | 108.6 | 130.2 | 107.5 | 25.4 | 105.4 |
| Operating income (loss) | 3,362 | (234) | 8,542 | $(3,253)$ | 5,288 |
| Year on year (\%) | 115.0 | --- | 117.1 | 108.8 | 122.9 |
| $\begin{gathered} \text { Operating income } \\ \text { margin (\%) } \\ \hline \end{gathered}$ | 34.1 | --- | --- | --- | 7.2 |

※Adjustment • • 3,253 million yen of adjustment include 2,873 million yen of administrative expenses in parent company.
Also note that the amount of difference for 379 million yen is elimination of royalty income.

## 5. Overseas companies Dairy Products sales( Bottles sold per day )

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

|  | Consolidation Classification | $\begin{gathered} \text { 1Q of FY } 2011 \\ \text { (From January to March, 2010) } \end{gathered}$ |  | Preliminary figure <br> (From January to June, 2010) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Sales quantity | Year on year (\%) | Sales quantity | Year on year (\%) |
| Taiwan | Equity method | 652 | 101.2 | 765 | 98.0 |
| Hong Kong | Consolidated | 345 | 68.6 | 392 | 68.1 |
| Thailand $\quad$ * | Equity method | 2,354 | 114.1 | 2,458 | 116.3 |
| Korea | Equity method | 3,628 | 95.7 | 4,065 | 96.7 |
| Philippines | Equity method | 1,370 | 109.7 | 1,297 | 102.7 |
| Singapore | Consolidated | 189 | 112.5 | 192 | 107.3 |
| Indonesia | Consolidated | 1,431 | 122.7 | 1,629 | 123.1 |
| Australia | Consolidated | 179 | 96.7 | 179 | 98.3 |
| Malaysia | Consolidated | 152 | 95.8 | 158 | 98.0 |
| Vietnam | Consolidated | 30 | 188.5 | 35 | 213.9 |
| India $\quad$ ※2 | Consolidated | 23 | 259.8 | 26 | 282.3 |
| Guangzhou | Consolidated | 655 | 108.5 | 795 | 113.4 |
| Shanghai $\quad$ 3 | Consolidated | 169 | 91.5 | 201 | 90.2 |
| Beijing | Consolidated | 113 | 132.8 | 120 | 131.3 |
| Shanghai Marketing $\Psi_{4}$ | Consolidated | 222 | 183.7 | 270 | 182.0 |
| China total |  | 1,160 | 116.6 | 1,387 | 119.1 |
| Asia and Oce <br> (Consolidated subsidiar | total <br> company Total) | $\begin{array}{r} 11,513 \\ (3,509) \end{array}$ | 105.2 (109.6) | $\begin{aligned} & 12,584 \\ & (3,999) \end{aligned}$ | $\begin{gathered} 105.1 \\ (110.7) \end{gathered}$ |
| Brazil | Consolidated | 1,599 | 110.2 | 1,550 | 108.5 |
| Mexico | Consolidated | 3,079 | 98.4 | 3,192 | 100.0 |
| Argentina | Consolidated | 30 | 94.6 | 29 | 87.2 |
| USA | Consolidated | 101 | 139.8 | 107 | 127.1 |
| The Americas total |  | 4,809 | 102.6 | 4,878 | 103.0 |
| Netherlands | Consolidated | 226 | 95.7 | 224 | 98.5 |
| Belgium | Consolidated | 89 | 106.6 | 86 | 105.0 |
| United Kingdom | Consolidated | 229 | 98.5 | 229 | 102.6 |
| Germany | Consolidated | 139 | 91.8 | 124 | 91.6 |
| Austria | Consolidated | 26 | 112.8 | 24 | 107.7 |
| Italy | Consolidated | 38 | 124.6 | 41 | 125.5 |
| Europe total |  | 748 | 98.7 | 729 | 100.7 |
| (Consolidated subsidiar | company Total) | $\begin{array}{r} 17,071 \\ (9,066) \end{array}$ | $\begin{array}{r} 104.2 \\ (104.9) \end{array}$ | $\begin{aligned} & 18,190 \\ & (9,606) \end{aligned}$ | 104.3 <br> (105.9) |

<Accounting period: From January to December>
※1:Thailand : Accounting date:31 May.
$※ 2$ : India:Accounting date:31 Mar.
※3: Sales Area of Shanghai : Shanghai city.(Sales of Nanjing city has been transferred to Yakult China on Jan 2010.
$※ 4$ : Sales Area of Shanghai Marketing : Tianjin city, Suzhou city, Hangzhou city, Qingdao city,Nanjing city and excluding, Guangdong, Shanghai city and Beijing. Started sales in Shenyang City (Mar. 2010), Xiamen City, Dalian City and Fuzhou City (Apr. 2010)
(Reference)
Non-Consolidated

Non-consolidated financial results are presented in accordance with "Regulation for quarterly financial statements".
But, it is not subject to be reviewed by auditors under the law.

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

|  | $\begin{gathered} \text { 1Q of FY } 2010 \\ \text { (April 1, } 2009 \sim \text { June 30, 2009) } \end{gathered}$ |  | $\begin{gathered} \text { 1Q of FY } 2011 \\ \text { (April 1, } 2010 \sim \text { June 30, 2010) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Results | Year on year(\%) | Results | Year on year(\%) |
| Net sales | 41,609 | 95.9 | 44,830 | 107.7 |
| Operating income | 1,953 | 956.2 | 2,738 | 140.1 |
| Ordinary income | 3,652 | 168.2 | 4,069 | 111.4 |
| Net income | 2,424 | 177.3 | 2,600 | 107.3 |

## 2. Sales breakdown

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

|  | $\begin{gathered} \text { 1Q of FY } 2010 \\ \text { (April 1, } 2009 \text { ~ June 30, 2009) } \end{gathered}$ |  | $\begin{gathered} \text { 1Q of FY } 2011 \\ \text { (April 1, } 2010 \sim \text { June 30, 2010) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Results | Year on year(\%) | Results | Year on year(\%) |
| Dairy Products | 19,406 | 100.7 | 20,396 | 105.1 |
| Juices and Other Beverages | 9,274 | 91.6 | 9,043 | 97.5 |
| Subtotal | 28,681 | 97.6 | 29,440 | 102.6 |
| Cosmetics | 1,370 | 94.0 | 1,569 | 114.5 |
| Pharmaceuticals | 8,894 | 103.9 | $※(9,848$ | 110.7 |
| Others | 2,663 | 67.1 | ※3,972 | 149.2 |
| Total | 41,609 | 95.9 | 44,830 | 107.7 |

[^1](2) Dairy Products sales (Bottles sold per day)
(Thousands of bottles/day)

|  | $\begin{gathered} \text { 1Q of FY } 2010 \\ \text { (April 1, } 2009 \sim \text { June 30, 2009) } \end{gathered}$ |  | $\begin{gathered} \text { 1Q of FY } 2011 \\ \text { (April 1, } 2010 \sim \text { June 30, 2010) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Results | Year on year(\%) | Results | Year on year(\%) |
| Yakult | 3,354 | 100.9 | 3,272 | 97.6 |
| Yakult Calorie Half ※1 | 78 | --- | 147 | 189.1 |
| Yakult 300V | 154 | 113.7 | 155 | 100.3 |
| Yakult 300VLT * | 39 | 58.2 | --- | --- |
| Yakult SHEs | 62 | 93.8 | 73 | 117.2 |
| Yakult SHEs hard type ※2 | --- | --- | 24 | --- |
| Total for Yakult 400 products | 2,978 | 123.2 | 3,074 | 103.2 |
| Yakult 400 | 1,588 | 65.7 | 1,391 | 87.6 |
| Yakult 400LT | 1,390 | --- | 1,682 | 121.1 |
| Total for Yakult products | 6,665 | 102.8 | 6,745 | 101.2 |
| Bifia * | 23 | 55.4 | --- | --- |
| BF-1 $\quad$ - | 100 | 168.7 | 113 | 113.0 |
| Pretio | 188 | 78.2 | 155 | 82.6 |
| Joie | 716 | 105.5 | 726 | 101.4 |
| Mil-Mil $\quad$ \% | --- | --- | 461 | --- |
| Bifiene products | 379 | 87.5 | 269 | 71.1 |
| Sofuhl | 558 | 100.2 | 532 | 95.5 |
| Purela | 178 | 84.2 | 158 | 89.1 |
| Raw milk Yogurt products * | 11 | 55.0 | 0 | 0.0 |
| Total for fermented milk | 1,841 | 96.9 | 2,147 | 116.6 |
| Total | 8,817 | 101.1 | 9,159 | 103.9 |

[^2]( 3 ) Juices and Other Beverages sales (Total Bottles sold)
(Thousands of bottles)

|  |  | $\begin{gathered} \text { 1Q of FY } 2010 \\ \text { (April 1, } 2009 \sim \text { June 30, 2009) } \end{gathered}$ |  | 1Q of FY 2011(April 1, $2010 \sim$ June 30, 2010) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Results | Year on year(\%) | Results | Year on year(\%) |
|  | Bansoreicha | 11,477 | 87.0 | 10,067 | 87.7 |
|  | Toughman | 14,564 | 101.9 | 14,197 | 97.5 |
|  | Kurozu Drink | 14,190 | 99.5 | 14,101 | 99.4 |
|  | Soy milk drinks | 10,552 | 101.9 | 10,259 | 97.2 |
|  | Lemorea | 5,056 | 65.8 | 3,359 | 66.4 |
|  | Milouge | 8,445 | 134.5 | 7,773 | 92.0 |
| $\begin{aligned} & \text { n } \\ & \text { 烒 } \\ & \text { y } \\ & \text { in } \end{aligned}$ | Juices | 13,979 | 87.6 | 16,424 | 117.5 |
|  | Kininaruyasai | 15,202 | 87.6 | 14,782 | 97.2 |
|  | Coffee Time | 10,326 | 83.3 | 9,536 | 92.4 |
|  | FIRE | 18,786 | 87.1 | 19,339 | 102.9 |
|  | Coffee products total | 29,112 | 85.7 | 28,875 | 99.2 |
|  | Gogono-kocha | 5,110 | 67.1 | 7,362 | 144.1 |

(4) Pharmaceuticals sales
(Millions of yen)

|  | $\begin{gathered} \hline \text { 1Q of FY } 2010 \\ \text { (April 1, } 2009 \sim \text { June 30, 2009) } \end{gathered}$ |  | $\begin{gathered} \text { 1Q of FY } 2011 \\ \text { (April 1, } 2010 \sim \text { June 30, 2010) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Results | Year on year(\%) | Results | Year on year(\%) |
| Campto (Japan) | 1,073 | 137.4 | 784 | 73.1 |
| Campto (Overseas) | 975 | 73.2 | 237 | 24.4 |
| The Americas | --- | --- | --- | --- |
| Europe | 946 | 82.5 | 150 | 15.9 |
| Other | 29 | 90.6 | 87 | 300.0 |
| Campto total | 2,048 | 96.9 | 1,022 | 49.9 |
| Elplat | 5,794 | 100.6 | 7,615 | 131.4 |
| Other pharmaceuticals | 1,051 | 153.3 | 1,211 | 115.1 |
| Total | 8,894 | 103.9 | 9,848 | 110.7 |

## CAUTIONARY STATEMENT

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.


[^0]:    ※Adjustment $\cdot \cdots$ Mainly administrative expenses in parent company are 2,990 million yen.

[^1]:    $※ 428$ million yen of royalty income is included in sales of Parmaceuticals and Others in
    Supplementary Materials for Financial Statements For the first quarter Ended June 30, 2010 due to change in accounting policy.

[^2]:    ※1 Yakult Calorie Half (Launched on June 1, 2009)
    ※2 Yakult SHEs hard type (Limited area on September 1, 2009)(Nationwide sale on February 1, 2010)
    ※3 BF-1 (In limited area)
    ※4 Mil-Mil (Launched on March 1, 2010)

    * Production which have stopped sales

