## Yakult

# Supplementary Materials for Financial Statements For the Interim Period Ended September 30, 2005 

November 11, 2005

Yakult Honsha Co., Ltd.<br>Public Relations Department IR Section<br>URL http://www.yakult.co.jp

## Contents

## Consolidated

1. Major Increases (Decreases) in Consolidated Balance Sheet ..... 1 Page
2. Major Increases (Decreases) in Consolidated Statements of Income ..... 2
3.Performance Overview ..... $\cdot 3$
4.Segment Information ..... 4-7
5.Overseas companies Dairy Products sales( Bottles sold per day ) ..... $\cdot 8$
Non-Consolidated
3. Major Increases (Decreases) in Nonconsolidated Balance Sheet • ..... 9
4. Major Increases (Decreases) in Nonconsolidated Statements of Income ..... 10
5. Performance Overview ..... 11
4.Breakdown of Sales ..... 12-13
6. Sales Personnel by Department ..... 14
7. Head Office Employees ..... 14
8. Breakdown of Major Costs ..... 14
Reference - 1
Expansion of Indication and New Drug Development Pipeline ..... $\cdot 15$
Reference - 2HACCP and ISO Accreditation of Yakult Group Companie16

## Consolidated

1. Major Increases (Decreases) in Consolidated Balance Sheet

| (Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\left\lvert\, \begin{gathered} \text { As of Sep. } 30 \\ 2005 \end{gathered}\right.$ | $\begin{gathered} \text { As of Mar. } 31 \\ 2005 \end{gathered}$ | Increase <br> (Decrease) | Primary reason for change |
| Total Assets | 312,100 | 293,921 | 18,178 |  |
| Current assets <br> Cash and deposits <br> Notes and accounts receivable <br> Deferred tax assets <br> Inventories <br> Others | $\begin{array}{r} 65,020 \\ 45,145 \\ 4,932 \\ 28,120 \\ 6,854 \end{array}$ | $\begin{array}{r} 67,487 \\ 38,789 \\ 3,960 \\ 27,115 \\ 5,500 \end{array}$ | $\begin{array}{r} (2,466) \\ 6,356 \\ 971 \\ 1,004 \\ 1,354 \end{array}$ | Decrease in Parent company <br> Increase in Parent company |
| Fixed assets <br> Tangible fixed assets <br> Machinery, equipment and vehicles <br> Land <br> Others | $\begin{aligned} & 21,328 \\ & 32,084 \\ & 35,070 \end{aligned}$ | $\begin{aligned} & 20,872 \\ & 32,366 \\ & 33,590 \end{aligned}$ | $\begin{gathered} 455 \\ (282) \\ 1,480 \end{gathered}$ |  |
| Intangible fixed assets | 4,881 | 4,409 | 471 |  |
| Investments and other assets <br> Investment securities <br> Deferred tax assets <br> Others | $\begin{array}{r} 52,824 \\ 9,743 \\ 6,093 \end{array}$ | $\begin{array}{r} 42,046 \\ 11,013 \\ 6,769 \end{array}$ | $\begin{array}{r} 10,778 \\ (1,269) \\ (676) \end{array}$ | Increase in Parent company |
| Total Liabilities | 89,298 | 83,504 | 5,794 |  |
| Current liabilities <br> Notes and accounts payable <br> Short-term bank loans <br> Allowance for Bonuses <br> Others | $\begin{array}{r} 26,086 \\ 10,248 \\ 4,818 \\ 25,532 \end{array}$ | $\begin{array}{r} 23,840 \\ 12,306 \\ 3,696 \\ 22,367 \end{array}$ | $\begin{gathered} 2,245 \\ (2,058) \\ 1,121 \\ 3,164 \end{gathered}$ | Increase in Parent company <br> Decrease in Yakult Europe B.V. |
| Fixed liabilities <br> Liability for retirement benefits <br> Others | $\begin{array}{r} 16,051 \\ 6,561 \end{array}$ | $\begin{array}{r} 15,741 \\ 5,550 \end{array}$ | $\begin{array}{r} 309 \\ 1,011 \end{array}$ |  |
| Minority interests | 17,055 | 14,395 | 2,660 |  |
| Total shareholders' equity | 205,746 | 196,022 | 9,723 | Increase of Retained earnings |

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

| (Millions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Current interim period (2005.4~9) | Previous interim period (2004.4~9) | Increase (Decrease) |  | Primary reason for change | Forecasts※ (2005.4~9) |
|  |  |  | Amount | \% |  |  |
| Net sales | 130,119 | 121,832 | 8,286 | 6.8 |  | 130,000 |
| ( Sales by business segments) <br> Food and beverages <br> Pharmaceuticals <br> Others | $\begin{array}{r} 113,645 \\ 10,042 \\ 6,431 \\ \hline \end{array}$ | $\begin{array}{r} 107,642 \\ 5,806 \\ 8,382 \\ \hline \end{array}$ | $\begin{gathered} 6,002 \\ 4,235 \\ (1,950) \end{gathered}$ | $\begin{array}{r} 5.6 \\ 72.9 \\ (23.3) \end{array}$ | Increase in overseas subsidiaries <br> Increase in sales of Elplat and Campto |  |
| Cost of sales | 59,803 | 54,123 | 5,679 |  |  |  |
| Gross profit <br> Gross profit margin (\%) | $\begin{array}{r} 70,316 \\ 54.04 \end{array}$ | $\begin{array}{r} 67,709 \\ 55.58 \end{array}$ | $\begin{aligned} & 2,606 \\ & (1.54) \\ & \hline \end{aligned}$ | 3.9 |  |  |
| Selling, general and administrative expenses <br> Selling expenses <br> General and administrative expenses | $\begin{aligned} & 60,831 \\ & 29,111 \\ & 31,719 \end{aligned}$ | $\begin{array}{r} 59,037 \\ 26,204 \\ 32,833 \end{array}$ | $\begin{gathered} 1,794 \\ 2,907 \\ (1,113) \end{gathered}$ | $\begin{gathered} 3.0 \\ 11.1 \\ (3.4) \end{gathered}$ |  |  |
| Operating income <br> Operating income margin (\%) | $\begin{array}{r} \hline \mathbf{9 , 4 8 4} \\ 7.29 \end{array}$ | $\begin{array}{r} 8,672 \\ 7.12 \end{array}$ | $\begin{array}{r} \hline 812 \\ 0.17 \end{array}$ | 9.4 |  | $\begin{array}{r} \hline \mathbf{9 , 0 0 0} \\ 6.92 \\ \hline \end{array}$ |
| (Operating income by business segments) <br> Food and beverages <br> Pharmaceuticals <br> Others <br> Corporate expenses | $\begin{array}{r} 13,042 \\ 2,095 \\ 279 \\ (5,933) \end{array}$ | $\begin{array}{r} 12,468 \\ 30 \\ 1,674 \\ (5,501) \end{array}$ | $\begin{array}{r} 574 \\ 2,064 \\ (1,395) \\ (432) \end{array}$ |  | Increase in overseas subsidiaries Incrase in sales of Elplat and Campto |  |
| Non-operating income <br> Foreign exchange gain <br> Royalty income <br> Investment gains from the equity method <br> Others <br> Non-operating expenses <br> Foreign currency fluctuation loss <br> Others | $\begin{array}{r} \hline 6,399 \\ 838 \\ 1,570 \\ 2,073 \\ 1,917 \\ 1,234 \\ 134 \\ 1,099 \\ \hline \end{array}$ | $\begin{array}{r} \hline 4,378 \\ 152 \\ 1,268 \\ 1,691 \\ 1,266 \\ 759 \\ 273 \\ 486 \end{array}$ | $\begin{array}{r} \hline 2,021 \\ 685 \\ 302 \\ 381 \\ 651 \\ 474 \\ (139) \\ 613 \end{array}$ |  | Increase in Parent company <br> Increase in Pharmaceutical royalty income <br> Effect of inflation accounting of overseas subsidiaries <br> Increase in Parent company |  |
| Ordinary income <br> Ratio of ordinary income to Net sales (\%) | $\begin{array}{r} \mathbf{1 4 , 6 5 0} \\ 11.26 \end{array}$ | $\begin{array}{r} \mathbf{1 2 , 2 9 1} \\ 10.09 \end{array}$ | $\begin{array}{r} \hline 2,359 \\ 1.17 \end{array}$ | 19.2 |  | $\begin{array}{r} \hline \mathbf{1 3 , 0 0 0} \\ 10.0 \end{array}$ |
| Extraordinary income <br> Extraordinary loss | $\begin{array}{r} 198 \\ 2,972 \end{array}$ | $\begin{aligned} & \hline 3,847 \\ & 2,158 \end{aligned}$ | $\begin{array}{r} \hline(3,649) \\ 814 \end{array}$ |  | Decrease in Parent company <br> Loss on impairment on fixed assets and others |  |
| Income before income taxes and minority interests | 11,876 | 13,980 | $(2,104)$ | (15.1) |  |  |
| Income taxes <br> Income taxes-deferred <br> Minority interests | $\begin{aligned} & 5,198 \\ & (174) \\ & 1,001 \\ & \hline \end{aligned}$ | $\begin{array}{r} 5,364 \\ - \\ 997 \end{array}$ | $\begin{gathered} \hline(166) \\ (174) \\ 3 \\ \hline \end{gathered}$ |  |  |  |
| Net income <br> Ratio of net income to Net sales (\%) | $\begin{array}{r} \hline 5,851 \\ 4.50 \\ \hline \end{array}$ | $\begin{array}{r} 7,618 \\ 6.25 \end{array}$ | $\begin{array}{r} \hline(1,767) \\ (1.75) \end{array}$ | (23.2) |  | $\begin{array}{r} \hline 6,500 \\ 5.0 \\ \hline \end{array}$ |

※Forecast of first half of FY2006, announced on May 20, 2005

## 3. Performance Overview

(1) Breakdown of Statements of Income

Millions of yen)

|  | Fiscal year ending March 31, 2006 |  |  |  | Fiscal year ended March 31, 2005 |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Result of <br> 1st half | Year on <br> year (\%) | Forecast of <br> Full fiscal year | Year on <br> year (\%) | Result of <br> 1st half | Year on <br> year (\%) | Result of <br> Full fiscal year | Year on <br> year (\%) |
| Net sales | 130,119 | 106.8 | 263,000 | 106.3 | 121,832 | 98.2 | 247,506 | 103.6 |
| Operating income | 9,484 | 109.4 | 18,500 | 102.1 | 8,672 | 83.7 | 18,125 | 110.6 |
| Ordinary income | 14,650 | 119.2 | 27,000 | 104.7 | 12,291 | 81.8 | 25,792 | 111.4 |
| Net income | 5,851 | 76.8 | 13,500 | 95.7 | 7,618 | 69.7 | 14,104 | 93.5 |

(2) Ratios of Consolidated to Nonconsolidated Results

Times)

|  | Fiscal year ending March 31, 2006 |  | Fiscal year ended March 31, 2005 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Result of 1st half | Forecast of Full fiscal year | Result of 1st half | Result of Full fiscal year |
| Net sales | 1.59 | 1.62 |  | 1.58 |
| Operating income | 4.20 | 6.17 | 7.65 | 3.81 |
| Ordinary income | 2.38 | 2.35 | 3.10 | 1.94 |
| Net income | 2.67 | 2.25 | 2.25 | 1.63 |

(3) Breakdown of Equity Method

Millions of yen)

|  | Fiscal year ending March 31, 2006 |  |  |  | Fiscal year ended March 31, 2005 |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Result of <br> 1st half | Year on <br> year (\%) | Forecast of <br> Full fiscal year | Year on <br> year (\%) | Result of <br> 1st half | Year on <br> year (\%) | Result of <br> Full fiscal year | Year on <br> year (\%) |
|  | 2,073 | 122.6 | 3,693 | 129.0 | 1,691 | 88.5 | 2,862 | 105.6 |

(4) Breakdown of Major Items

Millions of yen)

|  | Fiscal year ending March 31, 2006 |  |  |  | Fiscal year ended March 31, 2005 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Result of 1st half | Year on year (\%) | Forecast of Full fiscal year | Year on year (\%) | Result of 1st half | Year on year (\%) | Result of Full fiscal year | Year on year (\%) |
| Capital investment | 5,276 | 157.0 | 13,300 | 169.1 | 3,360 | 113.2 | 7,864 | 100.8 |
| Depreciation expense | 4,001 | 103.9 | 8,700 | 108.2 | 3,851 | 96.8 | 8,039 | 100.7 |

## 4. Segment Information

(1) Financial Highlights by Business Segments
(1) Result of 1st half Fiscal year ending March 31, 2006

(2)Result of 1st half Fiscal year ended March 31,2005

|  | Food and beverages | Pharmaceuticals | Others | Total | Eliminations/ corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 107,642 | 5,806 | 8,382 | 121,832 | - | 121,832 |
| Percentage of Net sales (\%) | 88.3 | 4.8 | 6.9 | 100.0 | - | 100.0 |
| Year on year (\%) | 101.1 | 62.2 | 101.3 | 98.2 | - | 98.2 |
| Operating expenses | 95,174 | 5,776 | 6,707 | 107,659 | 5,501 | 113,160 |
| Year on year (\%) | 100.0 | 86.0 | 102.2 | 99.3 | 103.8 | 99.5 |
| Operating income (loss) | 12,468 | 30 | 1,674 | 14,173 | $(5,501)$ | 8,672 |
| Year on year (\%) | 109.9 | 1.2 | 98.0 | 90.5 | 103.8 | 83.7 |
| Operating income margin (\%) | 11.6 | 0.5 | 20.0 | - | - | 7.1 |

## ) Forecast of Full fiscal year ending March 31, 2006

| Millions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Food and beverages | Pharmaceuticals | Others | Total | Eliminations/ corporate | Consolidated |
| Net sales | 227,100 | 22,500 | 13,400 | 263,000 | - | 263,000 |
| Percentage of Net sales (\%) | 86.3 | 8.6 | 5.1 | 100.0 | - | 100.0 |
| Year on year (\%) | 105.3 | 126.4 | 94.9 | 106.3 | - | 106.3 |
| Operating expenses | 201,900 | 17,300 | 13,200 | 232,400 | 12,100 | 244,500 |
| Year on year (\%) | 105.6 | 124.1 | 98.5 | 106.4 | 110.9 | 106.6 |
| Operating income (loss) | 25,200 | 5,200 | 200 | 30,600 | $(12,100)$ | 18,500 |
| Year on year (\%) | 103.1 | 134.8 | 27.5 | 105.4 | 110.9 | 102.1 |
| Operating income margin (\%) | 11.1 | 23.1 | 1.5 | - | - | 7.0 |

(4) Result of Full Fiscal year ended March 31, 2005

|  | Food and beverages | Pharmaceuticals | Others | Total | Eliminations/ corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 215,585 | 17,796 | 14,124 | 247,506 | - | 247,506 |
| Percentage of Net sales (\%) | 87.1 | 7.2 | 5.7 | 100.0 | - | 100.0 |
| Year on year (\%) | 104.4 | 97.9 | 99.2 | 103.6 | - | 103.6 |
| Operating expenses | 191,130 | 13,939 | 13,397 | 218,467 | 10,913 | 229,381 |
| Year on year (\%) | 103.7 | 106.9 | 97.6 | 103.5 | 96.3 | 103.1 |
| Operating income (loss) | 24,454 | 3,857 | 727 | 29,038 | $(10,913)$ | 18,125 |
| Year on year (\%) | 110.8 | 75.1 | 139.8 | 104.7 | 96.3 | 110.6 |
| Operating income margin (\%) | 11.3 | 21.7 | 5.1 | - | - | 7.3 |

## (2) Financial Highlights by Regions

(1) Result of 1st half Fiscal year ending March 31, 2006

|  | Japan | Overseas Total | The Americas | Asia and Oceania | Europe | Eliminations/ corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 106,403 | 25,577 | 13,829 | 5,714 | 6,034 | $(1,862)$ | 130,119 |
| Percentage of Net sales (\%) | 81.8 | 19.6 | 10.6 | 4.4 | 4.6 | (1.4) | 100.0 |
| Year on year (\%) | 103.6 | 125.3 | 129.4 | 121.1 | 120.6 | 150.5 | 106.8 |
| Operating expenses | 97,545 | 19,017 | 10,067 | 4,550 | 4,400 | 4,070 | 120,634 |
| Year on year (\%) | 103.8 | 127.1 | 133.8 | 121.1 | 119.4 | 95.5 | 106.6 |
| Operating income (loss) | 8,857 | 6,559 | 3,762 | 1,163 | 1,634 | $(5,933)$ | 9,484 |
| Year on year (\%) | 101.5 | 120.5 | 118.8 | 121.2 | 124.0 | 107.9 | 109.4 |
| Operating income margin (\%) | 8.3 | 25.6 | 27.2 | 20.4 | 27.1 | - | 7.3 |

## Result of 1st half Fiscal year ended March 31,2005

|  | Japan | Overseas Total | The Americas | Asia and Oceania | Europe | Eliminations/ corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 102,660 | 20,408 | 10,688 | 4,716 | 5,004 | $(1,237)$ | 121,832 |
| Percentage of Net sales (\%) | 84.2 | 16.8 | 8.8 | 3.9 | 4.1 | (1.0) | 100.0 |
| Year on year (\%) | 98.6 | 92.3 | 81.7 | 112.7 | 103.2 | 59.0 | 98.2 |
| Operating expenses | 93,932 | 14,964 | 7,522 | 3,756 | 3,686 | 4,263 | 113,160 |
| Year on year (\%) | 99.9 | 90.9 | 79.9 | 120.0 | 94.0 | 133.1 | 99.5 |
| Operating income (loss) | 8,727 | 5,444 | 3,166 | 960 | 1,318 | $(5,501)$ | 8,672 |
| Year on year (\%) | 87.2 | 96.4 | 86.4 | 91.1 | 142.0 | 103.8 | 83.7 |
| Operating income margin (\%) | 8.5 | 26.7 | 29.6 | 20.4 | 26.3 | - | 7.1 |

(3) Forecast of Full fiscal year ending March 31, 2006

|  |  |  |  |  |  | Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | Overseas Total | The Americas | Asia and Oceania | Europe | Eliminations/ corporate | Consolidated |
| Net sales | 213,200 | 53,500 | 29,100 | 12,600 | 11,800 | $(3,700)$ | 263,000 |
| Percentage of Net sales (\%) | 81.1 | 20.3 | 11.0 | 4.8 | 4.5 | (1.4) | 100.0 |
| Year on year (\%) | 103.2 | 123.6 | 129.8 | 123.3 | 110.8 | 150.2 | 106.3 |
| Operating expenses | 194,900 | 41,200 | 21,900 | 10,200 | 9,100 | 8,400 | 244,500 |
| Year on year (\%) | 103.6 | 125.9 | 132.6 | 125.2 | 112.8 | 99.4 | 106.6 |
| Operating income (loss) | 18,300 | 12,300 | 7,200 | 2,400 | 2,700 | $(12,100)$ | 18,500 |
| Year on year (\%) | 99.1 | 116.4 | 121.8 | 115.8 | 104.4 | 110.9 | 102.1 |
| Operating income margin (\%) | 8.6 | 23.0 | 24.7 | 19.0 | 22.9 | - | 7.0 |

## (4) Result of Full Fiscal year ended March 31, 2005

|  | Japan | Overseas Total | The Americas | Asia and Oceania | Europe | Eliminations/ corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 206,673 | 43,295 | 22,427 | 10,219 | 10,649 | $(2,463)$ | 247,506 |
| Percentage of Net sales (\%) | 83.5 | 17.5 | 9.1 | 4.1 | 4.3 | (1.0) | 100.0 |
| Year on year (\%) | 101.8 | 108.3 | 101.0 | 116.7 | 118.2 | 60.4 | 103.6 |
| Operating expenses | 188,206 | 32,723 | 16,513 | 8,146 | 8,064 | 8,450 | 229,381 |
| Year on year (\%) | 101.8 | 107.9 | 99.5 | 124.4 | 112.4 | 116.4 | 103.1 |
| Operating income (loss) | 18,466 | 10,571 | 5,913 | 2,073 | 2,585 | $(10,913)$ | 18,125 |
| Year on year (\%) | 102.1 | 109.7 | 105.6 | 93.9 | 141.1 | 96.3 | 110.6 |
| Operating income margin (\%) | 8.9 | 24.4 | 26.4 | 20.3 | 24.3 | - | 7.3 |

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

[Performance from January to June 2005]
(Jun 30 2005)


Establishment of New companies(3companies)
-India (Oct 2005) , Beijing (Schedule in Dec 2005) , Austria (Nov 2005)
Test Sales(in 3 countries)
-France, Spain, USA(East coast and West coast)
Currently undergoing feasibility studies
-Vietnam, and other Asian countries(conducting local feasibilty studies based on the assumption of market entry)
-Europe, especially EU countries, and parts of Eastern Europe(conducting local feasibilty studies based
on the assumption of market entry)
-Various countries in Latin America (conducting local feasibilty studies based on the assumption of market entry)

## Non-Consolidated

## 1. Major Increases (Decreases) in Nonconsolidated Balance Sheet

|  | $\begin{gathered} \text { As of Sep. } 30 \\ 2005 \end{gathered}$ | $\begin{array}{\|c} \text { As of Mar. } 30 \\ 2005 \end{array}$ | Increase <br> (Decrease) | Primary reason for change |
| :---: | :---: | :---: | :---: | :---: |
| Total Assets | 217,547 | 209,434 | 8,112 |  |
| Current assets <br> Cash and deposits <br> Accounts receivable <br> Inventories <br> Others | $\begin{array}{r} 17,989 \\ 40,775 \\ 21,770 \\ 8,886 \end{array}$ | $\begin{array}{r} 25,302 \\ 35,307 \\ 21,600 \\ 8,549 \end{array}$ | $\begin{array}{r} (7,312) \\ 5,468 \\ 170 \\ 337 \end{array}$ | Decrease due to acquisition of shares of business partners and others <br> Increase in sales due to seasonal reason |
| Fixed assets <br> Tangible fixed assets <br> Machinery and equipment <br> Land <br> Others | $\begin{array}{r} 8,726 \\ 18,291 \\ 17,187 \end{array}$ | $\begin{array}{r} 8,627 \\ 18,411 \\ 17,374 \end{array}$ | $\begin{array}{r} 98 \\ (119) \\ (187) \end{array}$ |  |
| Intangible fixed assets | 2,761 | 2,240 | 520 |  |
| Investments and other assets Investment securities <br> Investments in and advances to unconsolidated subsidiaries and associated companies <br> Deferred tax assets <br> Others | $\begin{array}{r} 31,115 \\ 35,693 \\ 12,307 \\ 2,046 \end{array}$ | $\begin{array}{r} 23,484 \\ 32,060 \\ 13,347 \\ 3,129 \end{array}$ | $\begin{array}{r} 7,631 \\ 3,632 \\ (1,040) \\ (1,082) \end{array}$ | Increase due to acquisition of shares of business partners and valuation of securities <br> Increase due to establishment of overseas subsidiaries |
| Total Liabilities | 63,656 | 57,383 | 6,274 |  |
| Current liabilities <br> Notes and accounts payable <br> Short-term bank loans <br> Income taxes payable <br> Allowance for Bonuses <br> Others | $\begin{array}{r} 23,046 \\ 5,005 \\ 2,610 \\ 3,802 \\ 15,617 \end{array}$ | $\begin{array}{r} 20,654 \\ 5,005 \\ 1,357 \\ 2,993 \\ 13,886 \end{array}$ | $\begin{array}{r} 2,392 \\ 0 \\ 1,253 \\ 809 \\ 1,730 \end{array}$ | Increase of purchases due to seasonal reason <br> Increase of non-trade account payable and accrued expenses |
| Fixed liabilities <br> Liability for retirement benefits Others | $\begin{array}{r} 12,118 \\ 1,454 \end{array}$ | $\begin{array}{r} 11,805 \\ 1,680 \end{array}$ | $\begin{array}{r} 313 \\ (226) \end{array}$ |  |
| Total shareholders' equity | 153,890 | 152,050 | 1,839 |  |

2. Major Increases (Decreases) in Nonconsolidated Statements of Income

| (Millions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Current interim period$(2005.4 ~ 9)$ | $\begin{array}{\|c} \text { Previous interim } \\ \text { period } \\ (2004.4 \sim 9) \end{array}$ | Increase (Decrease) |  | Primary reason for change | Forecasts※ (2005.4~9) |
|  |  |  | Amount | \% |  |  |
| Net sales | 81,960 | 78,557 | 3,403 | 4.3 |  | 85,000 |
| (Breakdown) <br> Dairy products <br> Juices and other beverages <br> Cosmetics <br> Pharmaceuticals <br> Others | $\begin{array}{r} 39,953 \\ 24,337 \\ 3,413 \\ 10,042 \\ 4,213 \end{array}$ | $\begin{array}{r} 39,625 \\ 25,456 \\ 3,627 \\ 5,806 \\ 4,040 \end{array}$ | $\begin{array}{r} 327 \\ (1,119) \\ (213) \\ 4,235 \\ 173 \\ \hline \end{array}$ | $\begin{array}{r} 0.8 \\ (4.4) \\ (5.9) \\ 72.9 \\ 4.3 \end{array}$ | Increase in sales of Pretio, Yakult 300 V <br> Decrease in sales of Bansoreicha , Toughman <br> Increase in sales of Elplat, Campto |  |
| Cost of sales | 49,709 | 49,359 | 350 | 0.7 |  |  |
| Gross profit <br> Gross profit margin (\%) | $\begin{gathered} 32,251 \\ 39.35 \end{gathered}$ | 29,197 <br> 37.17 | $\begin{array}{r} 3,053 \\ 2.18 \end{array}$ | 10.5 | Due to increase in pharmaceuticals sales and improvement in cost of sales ratio |  |
| Selling, general and administrative expenses <br> Advertising expenses <br> Sales promotion expenses <br> Transportation expenses <br> Cost of vending machines <br> Personnel expenses <br> Depreciation and amortization <br> Others | $\begin{array}{r} 29,991 \\ \\ 4,858 \\ 2,192 \\ 3,715 \\ 1,409 \\ 10,139 \\ 791 \\ 6,887 \end{array}$ | $\begin{array}{r} 28,064 \\ 4,650 \\ 1,735 \\ 3,728 \\ 1,524 \\ 9,904 \\ 770 \\ 5,753 \end{array}$ | $\begin{array}{r} 1,927 \\ 208 \\ 456 \\ (12) \\ (115) \\ 234 \\ 20 \\ 1,134 \end{array}$ | 6.9 4.5 26.3 $(0.3)$ $(7.5)$ 2.4 2.6 19.7 | Support to FINA Swimming World Cup 2005 and others <br> Increase in support to domestic sales companies, and in Pharmaceuticals <br> Decrease due to number of leased vending machines <br> Increase in research and development expenses and others |  |
| Operating income Operating income margin (\%) | $\begin{gathered} 2,259 \\ 2.76 \end{gathered}$ | $\begin{gathered} \mathbf{1 , 1 3 3} \\ 1.44 \end{gathered}$ | 1,126 | 99.3 |  | 2,000 <br> 2.35 |
| Non-operating income <br> Dividend income <br> Royalties from pharmaceuticals Others <br> Non-operating expenses | $\begin{array}{r} \hline 4,699 \\ 1,092 \\ 1,517 \\ 2,090 \\ 803 \end{array}$ | $\begin{array}{r} \hline 3,021 \\ 437 \\ 1,217 \\ 1,367 \\ 186 \end{array}$ | $\begin{array}{r} \hline 1,678 \\ 655 \\ 299 \\ 723 \\ 616 \end{array}$ | 55.5 $331.3$ | Increase in dividend from overseas and domestic companies <br> Increase in loss on disposal of merchandise and finished products |  |
| Ordinary income <br> Ratio of ordinary income to Net sales (\%) | $\begin{gathered} \hline \mathbf{6 , 1 5 6} \\ 7.51 \end{gathered}$ | $\begin{gathered} 3,969 \\ 5.05 \end{gathered}$ | $\begin{array}{r} \hline 2,187 \\ 2.46 \end{array}$ | 55.1 |  | $\begin{gathered} \mathbf{5 , 0 0 0} \\ 5.88 \end{gathered}$ |
| Extraordinary income <br> Gain on exemption from pension liability <br> Others <br> Extraordinary loss <br> Provision for accrued employee retirement benefits <br> Others | 12 - 12 2,385 - 2,385 | $\begin{array}{r} \hline 3,656 \\ 3,653 \\ 2 \\ 1,812 \\ 1,066 \\ 746 \end{array}$ | $\begin{array}{r} \hline(3,643) \\ (3653) \\ 10 \\ 573 \\ (1,066) \\ 1,639 \end{array}$ | (99.7) $31.6$ | Adopting new corporate pension plan in the last fiscal year <br> End of amortization of accrued emplo yee retirement benefits in the last fiscal year <br> (1)Loss on disposal of raw materials <br> (2)Loss on impairment on fixed assets <br> (3)Provision for investment loss |  |
| Income before income taxes | 3,783 | 5,812 | $(2,029)$ | (34.9) |  |  |
| Income taxes | 1,587 | 2,420 | (833) | (34.4) |  |  |
| Net income <br> Ratio of net income to Net sales (\%) | $\begin{gathered} \hline 2,195 \\ 2.68 \end{gathered}$ | $\begin{gathered} \hline 3,392 \\ 4.32 \end{gathered}$ | $\begin{array}{r} \hline(1,197) \\ (1.64) \end{array}$ | (35.3) |  | 2,500 2.94 |

※ Forecast of first half of FY2006, announced on May 2

## 3. Performance Overview

(1) Breakdown of Statements of Income

Millions of yen)

|  | Fiscal year ending March 31, 2006 |  |  |  | Fiscal year ended March 31, 2005 |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Result of <br> 1st half |  |  |  |  |  |  |  |
|  | Year on <br> year (\%) | Forecast of <br> Full fiscal year | Year on <br> year (\%) | Result of <br> 1st half | Year on <br> year (\%) | Result of <br> Full fiscal year | Year on <br> year (\%) |  |
| Net sales | 81,960 | 104.3 | 162,000 | 103.5 | 78,557 | 95.8 | 156,525 | 99.4 |
| Operating income | 2,259 | 199.3 | 3,000 | 63.0 | 1,133 | 45.9 | 4,762 | 122.9 |
| Ordinary income | 6,156 | 155.1 | 11,500 | 86.4 | 3,969 | 76.1 | 13,306 | 119.8 |
| Net income | 2,195 | 64.7 | 6,000 | 69.4 | 3,392 | 62.4 | 8,643 | 96.1 |

(2) Sales by Product Category

Millions of yen)

|  | Fiscal year ending March 31, 2006 |  |  |  | Fiscal year ended March 31, 2005 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Result of 1st half | Year on year (\%) | Forecast of Full fiscal year | Year on year (\%) | Result of 1st half | Year on year (\%) | Result of Full fiscal year | Year on year (\%) |
| Dairy products | 39,953 | 100.8 | 80,000 | 102.5 | 39,625 | 97.0 | 78,011 | 98.4 |
| Juices and other beverages | 24,337 | 95.6 | 45,000 | 97.7 | 25,456 | 108.7 | 46,069 | 105.2 |
| Subtotal | 64,290 | 98.8 | 125,000 | 100.7 | 65,081 | 101.3 | 124,080 | 100.8 |
| Cosmetics | 3,413 | 94.1 | 6,500 | 96.6 | 3,627 | 100.1 | 6,732 | 99.7 |
| Pharmaceuticals | 10,042 | 172.9 | 22,500 | 126.4 | 5,806 | 62.2 | 17,796 | 97.9 |
| Others | 4,213 | 104.3 | 8,000 | 101.1 | 4,040 | 83.5 | 7,916 | 83.8 |
| Total | 81,960 | 104.3 | 162,000 | 103.5 | 78,557 | 95.8 | 156,525 | 99.4 |

## (3) Cost to Net sales Ratio

(\%)

|  | Fiscal year ending March 31, 2006 |  |  |  | Fiscal year ended March 31, 2005 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Result of 1st half | (Decrease) | Forecast of Full fiscal year | (Decrease) | Result of 1st half | Increase | Result of Full fiscal year | (Decrease) |
| Cost to Net sales ratio | 60.65 | (2.18) | 59.49 | (2.02) | 62.83 | 0.76 | 61.51 | (0.68) |

## (4) Breakdown of Major Costs

Millions of yen)

|  | Fiscal year ending March 31, 2006 |  |  |  | Fiscal year ended March 31, 2005 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Result of 1st half | Year on year (\%) | Forecast of Full fiscal year | Year on year (\%) | Result of 1st half | Year on year (\%) | Result of Full fiscal year | Year on year (\%) |
| Capital investments | 1,971 | 349.5 | 6,848 | 237.4 | 564 | 144.2 | 2,884 | 141.2 |
| Depreciation and amortization | 2,067 | 98.8 | 4,558 | 105.7 | 2,093 | 94.4 | 4,313 | 94.8 |
| Research and development costs | 3,623 | 106.5 | 8,448 | 124.7 | 3,403 | 104.6 | 6,775 | 104.9 |

## 4.Breakdown of Sales

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

|  |  | Fiscal year ending March 31, 2006 |  |  |  | Fiscal year ended March 31, 2005 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Result of 1st half | Year on <br> year (\%) | Forecast of Full fiscal year | Year on <br> year (\%) | Result of 1st half | Year on <br> year (\%) | Result of Full fiscal year | Year on year (\%) |
| $\begin{aligned} & \text { n } \\ & \frac{0}{3} \\ & 0 \\ & 0 \\ & \text { Nün } \\ & 0 \end{aligned}$ | Yakult | 3,256 | 88.5 | 3,206 | 92.2 | 3,680 | 91.1 | 3,475 | 90.8 |
|  | Yakult LT | 134 | 85.3 | 125 | 84.4 | 157 | 104.9 | 148 | 96.2 |
|  | Yakult 200 | 105 | 67.7 | 104 | 71.7 | 155 | 89.5 | 145 | 87.4 |
|  | Yakult 80Ace | 531 | 79.1 | 506 | 81.1 | 671 | 81.4 | 624 | 81.1 |
|  | Yakult 80AceLT | 159 | 85.8 | 150 | 86.8 | 186 | 95.4 | 173 | 91.0 |
|  | Yakult 300V | 236 | - | 222 | 780.2 | - | - | 28 | - |
|  | Yakult 400 | 1,860 | 102.2 | 1,793 | 101.1 | 1,820 | 113.0 | 1,774 | 107.8 |
|  | Total for Yakult products | 6,280 | 94.2 | 6,106 | 95.9 | 6,668 | 95.4 | 6,368 | 94.3 |
|  | Pretio | 367 | - | 362 | 234.6 | - | - | 154 | - |
|  | Joie | 805 | 88.0 | 752 | 88.2 | 916 | 108.0 | 852 | 103.9 |
|  | Mil-Mil | 170 | 86.2 | 88 | 47.0 | 197 | 87.3 | 188 | 86.5 |
|  | Mil-Mil E | 102 | 81.6 | 53 | 45.4 | 125 | 87.2 | 117 | 85.1 |
|  | Bifiel | 295 | 86.5 | 154 | 47.6 | 341 | 92.7 | 324 | 89.9 |
|  | Bifiene V | - | - | 103 | - | - | - | - | - |
|  | Bifiene M | - | - | 97 | - | - | - | - | - |
|  | Bifiene S | - | - | 282 | - | - | - | - | - |
|  | Sofuhl | 596 | 93.7 | 581 | 93.7 | 636 | 92.1 | 620 | 93.0 |
|  | Purela | 267 | 84.3 | 258 | 86.3 | 316 | 83.7 | 299 | 82.9 |
|  | Total for fermented milk | 2,235 | 88.3 | 2,368 | 98.6 | 2,531 | 95.4 | 2,401 | 93.7 |
|  | Total | 8,882 | 96.5 | 8,837 | 99.0 | 9,199 | 95.4 | 8,923 | 95.8 |

(2) Juices and Other Beverages sales ( Total Bottles sold)
(Thousands of bottles)

|  |  | Fiscal year ending March 31, 2006 |  |  |  | Fiscal year ended March 31, 2005 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Result of 1st half | Year on year (\%) | Forecast of Full fiscal year | Year on year (\%) | Result of 1st half | Year on year (\%) | Result of Full fiscal year | Year on year (\%) |
|  | Juices | 47,489 | 85.9 | 75,600 | 81.4 | 55,278 | 100.7 | 92,851 | 96.7 |
|  | Kininaruyasai | 38,697 | 114.2 | 72,000 | 117.4 | 33,892 | 95.6 | 61,327 | 95.9 |
|  | Toughman | 42,770 | 85.1 | 75,580 | 91.4 | 50,248 | 128.5 | 82,657 | 112.5 |
|  | Coffee Time | 30,973 | 81.7 | 65,000 | 92.5 | 37,898 | 51.0 | 70,271 | 58.9 |
|  | FIRE | 40,248 | 95.4 | 90,000 | 96.4 | 42,190 | - | 93,350 | 243.3 |
|  | Coffee products subtotal | 71,221 | 88.9 | 155,000 | 94.7 | 80,088 | 107.7 | 163,621 | 103.8 |
|  | Tea re la | 3,003 | 48.0 | 6,000 | 55.6 | 6,254 | 39.5 | 10,795 | 45.5 |
|  | Gogono-kocha | 15,083 | 88.0 | 29,500 | 90.7 | 17,147 | - | 32,541 | 250.6 |
|  | Black tea products subtotal | 18,086 | 77.3 | 35,500 | 81.9 | 23,401 | 147.9 | 43,336 | 118.1 |
|  | Soy milk drinks | 33,859 | 117.0 | 71,610 | 117.7 | 28,952 | 131.8 | 60,824 | 138.8 |
|  | Bansoreicha | 32,099 | 77.6 | 64,050 | 88.9 | 41,367 | 79.5 | 72,084 | 75.4 |
|  | Lemorea | 25,136 | 106.9 | 37,500 | 104.9 | 23,523 | 85.9 | 35,755 | 86.5 |
|  | Kurozu Drink | 47,888 | 142.4 | 98,200 | 146.1 | 33,627 | 1,114.0 | 67,199 | 702.4 |

(3) Percentage of Sales by Channel (April 1, 2005 to September 30, 2005)
(\%)

|  | Dairy products(Volume) |  | Juices and other beverages |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Percentage of sales | Year on year | Percentage of sales |  |  | Year on year |
| Yakult Ladies | 62.4 | 97.5 | 44.3 |  |  | 102.8 |
| Stores,Vending machines, and Others | 37.6 | 95.2 | 55.7 | Vending machines | 71.9 | 93.4 |
|  |  |  |  | Stores and Others | 28.1 |  |

Note: Actual sales statistics
(1) Breakdown of sales at Stores, Vending machines, and Others (Dairy products, Juices and other beverages)

|  | For first half ended <br> Sep. 30, 2005 |  | For fiscal year ended <br> Mar. 31, 2005 |  | For first half ended <br> Sep. 30, 2004 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Percentage of <br> sales | Year on <br> year | Percentage of <br> sales | Year on <br> year | Percentage of <br> sales | Year on <br> year |
| Supermarkets | 32.7 | 96.1 | 32.5 | 97.2 | 32.3 | 98.4 |
| Convenience stores | 4.3 | 93.5 | 4.5 | 88.0 | 4.5 | 85.7 |
| Offices <br> (Vending machines) | 19.7 | 97.5 | 19.1 | 107.7 | 19.4 | 111.3 |
| Medical centers | 10.8 | 102.1 | 10.5 | 103.6 | 10.2 | 104.2 |

(2)The number of vending machine

| As of Sep. 30, 2005 | As of Mar. 31, 2005 |
| :---: | :---: |
| 74,400 | 74,900 |


| As of Mar. 31, 2006 <br> (Forecast) |
| :---: |
| 73,600 |

[^0]
## 5. Sales Personnel by Department

|  | Sep 30, 2005 | Mar 31, 2005 |
| :--- | :---: | :---: |
| (1) Yakult Ladies | 47,000 | 47,000 |
| (2) Yakult Beauty Advisors | 9,500 | 10,100 |
| (3) Medical Representatives | 145 | 139 |

## 6. Head Office Employees

|  | Sep 30, 2005 | Mar 31, 2005 |
| :---: | :---: | :---: |
| Number of full-time employees | 2,499 | 2,428 |

## 7. Breakdown of Major Costs

(1) Breakdown of Selling, General and Administrative Expenses

Millions of yen)

|  | Fiscal year ending March 31, 2006 |  |  |  | Fiscal year ended March 31, 2005 |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Result of <br> 1st half | Year on <br> year (\%) | Forecast of <br> Full fiscal year | Year on <br> year (\%) | Result of <br> 1st half | Year on <br> year (\%) | Result of <br> Full fiscal year | Year on <br> year (\%) |
| Advertising expenses | 4,858 | 104.5 | 9,542 | 110.4 | 4,650 | 103.0 | 8,646 | 110.3 |
| Sales promotion expenses | 2,192 | 126.3 | 6,107 | 146.1 | 1,735 | 73.8 | 4,181 | 88.7 |
| Subtotal | $\mathbf{7 , 0 5 0}$ | $\mathbf{1 1 0 . 4}$ | $\mathbf{1 5 , 6 5 0}$ | $\mathbf{1 2 2 . 0}$ | $\mathbf{6 , 3 8 6}$ | $\mathbf{9 3 . 0}$ | $\mathbf{1 2 , 8 2 8}$ | $\mathbf{1 0 2 . 2}$ |
| Transportaion expenses | 3,715 | 97.1 | 7,158 | 101.1 | 3,826 | 98.9 | 7,078 | 98.7 |
| Cost of vending machines | 1,409 | 92.5 | 2,600 | 87.9 | 1,524 | 88.4 | 2,959 | 88.2 |
| Personnel expenses | 10,139 | 102.4 | 19,579 | 103.1 | 9,904 | 98.5 | 18,989 | 99.3 |
| Depreciation and amortization | 791 | 102.7 | 1,882 | 116.8 | 770 | 104.6 | 1,611 | 104.2 |
| Others | 6,887 | 121.8 | 15,762 | 131.1 | 5,654 | 103.4 | 12,021 | 101.0 |
| Total | $\mathbf{2 9 , 9 9 1}$ | $\mathbf{1 0 6 . 9}$ | $\mathbf{6 2 , 6 3 1}$ | $\mathbf{1 1 2 . 9}$ | $\mathbf{2 8 , 0 6 4}$ | $\mathbf{9 8 . 0}$ | $\mathbf{5 5 , 4 8 9}$ | $\mathbf{9 9 . 7}$ |

(2) Other

Breakdown of retirement benefit expenses Millions of yen)

|  | Fiscal year ending March 31, 2006 |  |  |  | Fiscal year ended March 31, 2005 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Result of 1st half | Year on year (\%) | Forecast of Full fiscal year | Year on year (\%) | Result of 1st half | Year on year (\%) | Result of Full fiscal year | Year on year (\%) |
| Cost of production | 440 | 92.4 | 858 | 95.4 | 476 | 75.3 | 899 | 77.1 |
| General and administrative expenses | 1,190 | 95.0 | 2,480 | 102.7 | 1,253 | 76.7 | 2,414 | 80.2 |
| Total | 1,630 | 94.2 | 3,338 | 100.7 | 1,730 | 76.3 | 3,314 | 79.3 |
| *1 Extraordinary income | - | - | - | - | 3,653 | 61.8 | 3,703 | 62.7 |
| *2 Extraordinary loss | - | - | - | - | 1,066 | 73.6 | 2,053 | 79.1 |

[^1]
## Reference - 1

## Expansion of Indication and New Drug Development Pipeline

1.Expansion of Campto indications (As of November 30, 2005)

|  | Indications | Stage | Date of application | Remarks |
| :---: | :---: | :---: | :---: | :---: |
| Japan (Yakult, Daiichi Pharmaceutical) | (1)Pancreatic cancer | Applied for sNDA(su application) in May | plemental new drug 004 |  |
| North America, South America and Oceania(Pfizer) | (1)Gastric cancer | Phase III completed | Under preparation of sNDA | Combination with 5FU/FA, first-line*1 |
|  | (2)Lung cancer \$mall cell lung cancer) | Phase III on-going | Undecided | Utilization of JCOG data*2 |
|  | (3)Pediatric cancer | Data exclusivity up to February 2008 has been given in USA |  |  |
|  | (4)Breast cancer Oral formulation) | Phase I on-going | Undecided |  |
| Europe(Pfizer) | (1)Gastric cancer | Phase III completed | Under sNDA |  |
|  | (2) Colorectal cancer Adjuvant) | Phase III on-going | Undecided |  |
|  | (3)Lung cancer \$mall cell lung cancer) | Phase III on-going |  |  |
| Note)*1FA Folic acid |  |  |  |  |
|  |  | *2 Japan Clini <br> Patent expiration) <br> Japan:Sep 2007, US | cal Oncology Group <br> :Aug 2007, Europe: |  |

## 2 .Expansion of Elplat indications

Under investigation of possibility for line extension with the following cancer

Colorectal cancer Adjuvant), Pancreatic cancer, Lung cancer \$mall cell lung cancer), Gastric cancer

## 3 .New drug development pipeline

| Product | Indications | Licensor | Co-development partner | Stage | Remarks |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (1)Elplat <br> (Oxaliplatin) <br> Development Code : L-OHP | Colorectal cancer | Debio Pharm | Independent development) | Approved in March 2005, and Launched in April 2005 | Safety confirmation study for FOLFOX4 regimen (combination with infusional 5-Fu/l-LV) and combination study with oral 5FU derivative are ongoing |
| (2) Femiest <br> Development Code : RG83933 | Osteoporosis | Sanofi •Aventis Aventis) | Teikoku Hormone Mfg. Co., Ltd. | Phase II completed On-hold development | Development on-hold due to publication of US Phase III results indicating risk of longterm hormone replacement therapy exceeded benefit |
| (3)E2/NETA patch Development Code : RPR106522 | Post-menopausal syndromes | Sanofi •Aventis Aventis) | Teikoku Hormone Mfg. Co., Ltd. | Phase III completed, Under preparation of NDA |  |
|  | Osteoporosis |  |  | On-hold development |  |

## HACCP and ISO Accreditation of Yakult Group Companies

## Yakult Honsha Plants and Research Institute

|  | HACCP | ISO 9001 | ISO 14001 |
| :---: | :---: | :---: | :---: |
| Sapporo Plant | $\bigcirc$ |  | $\bigcirc$ |
| Fukushima Plant | $\bigcirc$ |  | $\bigcirc$ |
| Ibaraki Plant | $\bigcirc$ |  | $\bigcirc$ |
| Fujisawa Plant | $\bigcirc$ |  | $\bigcirc$ |
| Fujisawa Cosmetics Plant |  |  | $\bigcirc$ |
| Fuji Susono Plant | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ |
| Fuji Susono Pharmaceuticals Plant |  |  | $\bigcirc$ |
| Shizuoka Plant | $\bigcirc$ |  | $\bigcirc$ |
| Kyoto Plant | $\bigcirc$ |  | $\bigcirc$ |
| Fukuyama Plant | $\bigcirc$ |  | $\bigcirc$ |
| Saga Plant | $\bigcirc$ |  | $\bigcirc$ |
| Kumamoto Plant | $\bigcirc$ |  | $\bigcirc$ |

Chemical Analysis Center, Yakult Central Institute for Microbiological Research

Subsidiary Plants and others

|  | HACCP | ISO 9001 | ISO 14001 |
| :---: | :---: | :---: | :---: |
| Yakult Iwate Plant | $\bigcirc$ |  | $\bigcirc$ |
| Yakult Chiba Plant | $\bigcirc$ |  | $\bigcirc$ |
| Yakult Aichi Plant | $\bigcirc$ |  | $\bigcirc$ |
| Yakult Osaka Plant | $\bigcirc$ |  | $\bigcirc$ |
| Yakult Kobe Plant | $\bigcirc$ |  | $\bigcirc$ |
| Yakult Hokuriku Plant | $\bigcirc$ |  | $\bigcirc$ |
| Yakult Okayama Plant | $\bigcirc$ |  |  |
|  | $\bigcirc$ |  | $\bigcirc$ |
| Yakult Nagasaki Plant | $\bigcirc$ |  | $\bigcirc$ |


| Yakult Materials |  |  | $\bigcirc$ |
| :---: | :---: | :---: | :---: |
| Yakult......................................................................................... |  |  |  |



## Yakult's Hazard Analysis and Critical Control Point (HACCP) Hygiene Control System

$\cdot$ This system is used to identify and analyze potential contamination via harmful microorganisms or foreign matter at each stage of production. Control items critical to preventing contamination are then determined, processes are monitored, and observations are recorded.
-The Yakult HACCP hygiene control system is different from conventional hygiene control systems that emphasize the inspection of finished products in that the Yakult system ensures hygiene management at every stage of production.

## International Organization for Standardization (ISO)

- An organization established in 1947 to set worldwide standards for regulations, guidelines, etc.


## ISO 9001-- The International Standard for Quality Management Systems

-A system that promotes companies' ongoing improvement through the establishment of incremental goals aimed at enhancing customer satisfaction.

## ISO 14001-- The International Standard for Environmental Management Systems

- A system that promotes ongoing improvement in corporate environmental initiatives through the establishment of guidelines and goals to be used by companies to move forward with voluntary environmentally friendly activities.



[^0]:    (4)Pharmaceuticals sales

    Millions of yen)

    |  | Fiscal year ending March 31, 2006 |  |  |  | Fiscal year ended March 31, 2005 |  |  |  |
    | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
    |  | Result of 1st half | Year on year (\%) | Forecast of Full fiscal year | Year on year (\%) | Result of 1st half | Year on year (\%) | Result of Full fiscal year | Year on year (\%) |
    | Campto (Japan) | 1,799 | 130.0 | 3,500 | 120.9 | 1,384 | 112.5 | 2,895 | 112.6 |
    | Campto (Overseas) | 4,441 | 121.4 | 11,000 | 81.9 | 3,658 | 49.9 | 13,430 | 95.8 |
    | North America | 0 | 0.0 | 0 | 0.0 | 2,072 | 56.6 | 2,733 | 41.8 |
    | Europe | 4,377 | 321.4 | 10,900 | 105.0 | 1,362 | 38.2 | 10,377 | 142.5 |
    | Other | 64 | 28.6 | 100 | 31.3 | 224 | 218.8 | 320 | 165.9 |
    | Campto total | 6,240 | 123.7 | 14,500 | 88.8 | 5,042 | 58.9 | 16,325 | 98.4 |
    | Elplat | 3,091 | - | 6,800 | - | - | - | - | - |
    | Other pharmaceuticals | 711 | 93.1 | 1,200 | 81.6 | 764 | 99.9 | 1,471 | 92.2 |
    | Total | 10,042 | 172.9 | 22,500 | 126.4 | 5,806 | 62.2 | 17,796 | 97.9 |

    Royalty income

    | Total | 1,517 | 124.6 | 3,000 | 96.7 | 1,217 | 76.6 | 3,103 | 125.7 |
    | :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |

[^1]:    *1 Gain on exemption of pension liability(Fiscal year ended March 31,2005)
    *2 Transitional obligation (Amortization period of transitional obligation : 5 years, completed on March 31,2005)

