



**Supplementary Materials for Financial  
Statements for the 3rd quarter ended  
December 31, 2024  
( April 1, 2024 to December 31, 2024 )**

February 14, 2025

Yakult Honsha Co., Ltd.  
Public Relations Department  
Investor Relations Section

URL : <https://www.yakult.co.jp/company/ir/>

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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 1000 is rounded off.

3. Year on year percentage: The second place is rounded off after the decimal point.

# Consolidated

## 1. Consolidated Balance Sheet

( Millions of yen )

	As of Mar.31 2024	As of Dec. 31 2024	Increase ( Decrease )
<b>Total Assets</b>	<b>833,286</b>	<b>852,339</b>	<b>19,052</b>
<b>Current assets</b>			
Cash and deposits	255,257	262,393	7,136
Notes and accounts receivable - trade	61,218	63,389	2,170
Inventories	37,088	33,015	(4,072)
Others	18,596	16,447	(2,149)
<b>Non-current assets</b>			
<b>Property, plant and equipment</b>			
Buildings and structures, net	100,715	100,924	209
Others, net	160,282	177,209	16,926
<b>Intangible assets</b>	6,569	9,291	2,721
<b>Investments and other assets</b>			
Investment securities	78,573	69,042	(9,530)
Shares of subsidiaries and associates	87,126	90,472	3,346
Others	27,858	30,152	2,294
<b>Total Liabilities</b>	<b>227,340</b>	<b>226,071</b>	<b>(1,268)</b>
<b>Current liabilities</b>			
Notes and accounts payable - trade	25,338	23,291	(2,047)
Short-term loans payable	47,399	54,248	6,849
Others	72,829	72,962	133
<b>Non-current liabilities</b>			
Long-term loans payable	30,335	25,561	(4,773)
Net defined benefit liability	4,517	4,675	157
Others	46,919	45,332	(1,586)
<b>Total Net Assets</b>	<b>605,946</b>	<b>626,267</b>	<b>20,321</b>
<b>Shareholders' equity</b>	481,613	507,180	25,566
<b>Accumulated other comprehensive income</b>	67,671	63,541	(4,129)
<b>Non-controlling interests</b>	56,661	55,545	(1,115)

## 2. Consolidated Statement of Income

( Millions of yen. % )

	3Q of FY 2023 ( 2023.4 ~ 12 )	3Q of FY 2024 ( 2024.4 ~ 12 )	Increase ( Decrease )	
			Amount	Ratio
<b>Net sales</b>	<b>387,721</b>	<b>386,264</b>	<b>(1,457)</b>	<b>(0.4)</b>
( Net sales by business segments )				
Food and beverages ( Japan )	191,614	185,215	(6,399)	(3.3)
Food and beverages ( Overseas )	174,038	184,620	10,582	6.1
Others	30,606	25,438	(5,167)	(16.9)
Adjustments	(8,537)	(9,010)	(473)	5.5
<b>Cost of sales</b>	<b>156,103</b>	<b>155,189</b>	<b>(914)</b>	<b>(0.6)</b>
<b>Gross profit</b>	<b>231,617</b>	<b>231,075</b>	<b>(542)</b>	<b>(0.2)</b>
Gross profit margin	59.7	59.8	0.1	
<b>Selling, general and administrative expenses</b>	<b>175,715</b>	<b>180,332</b>	<b>4,616</b>	<b>2.6</b>
Selling expenses	80,140	78,944	(1,195)	
General and administrative expenses	95,575	101,387	5,811	
<b>Operating profit</b>	<b>55,902</b>	<b>50,742</b>	<b>(5,159)</b>	<b>(9.2)</b>
Operating profit margin	14.4	13.1	(1.3)	
( Operating profit by business segments )				
Food and beverages ( Japan )	39,235	30,729	(8,506)	(21.7)
Food and beverages ( Overseas )	27,519	32,416	4,896	17.8
Others	2,658	1,951	(706)	(26.6)
Adjustments	(13,512)	(14,354)	(842)	6.2
{ include corporate expenses }	{ (8,397) }	{ (8,839) }	{ (442) }	5.3
Non-operating incomes	15,045	19,589	4,544	30.2
Interest income	8,273	10,048	1,775	
Dividend income	1,972	2,082	110	
Foreign exchange gains	—	4,307	4,307	
Share of profit of entities accounted for using equity method	3,032	322	(2,710)	
Others	1,766	2,828	1,061	
Non-operating expenses	1,971	1,585	(385)	(19.6)
Interest expenses	485	592	106	
Foreign exchange losses	834	—	(834)	
Others	650	992	342	
<b>Ordinary profit</b>	<b>68,976</b>	<b>68,747</b>	<b>(228)</b>	<b>(0.3)</b>
Ratio of ordinary profit to net sales	17.8	17.8	—	
Extraordinary income	255	3,339	3,083	—
Extraordinary losses	394	864	470	119.3
<b>Profit before income taxes</b>	<b>68,837</b>	<b>71,222</b>	<b>2,384</b>	<b>3.5</b>
Income taxes	20,412	19,762	(650)	
<b>Profit</b>	<b>48,424</b>	<b>51,459</b>	<b>3,035</b>	<b>6.3</b>
Profit attributable to non-controlling interests	5,084	7,860	2,775	54.6
<b>Profit attributable to owners of parent</b>	<b>43,339</b>	<b>43,598</b>	<b>259</b>	<b>0.6</b>
Ratio of profit attributable to owners of parent to net sales	11.2	11.3	0.1	

### 3. Performance Overview

#### ( 1 ) Breakdown of Statement of Income

( Millions of yen . % )

	3Q of FY 2023 ( April 1, 2023 ~ December 31, 2023 )		3Q of FY 2024 ( April 1, 2024 ~ December 31, 2024 )	
	Results	Year on year	Results	Year on year
Net sales	387,721	105.4	386,264	99.6
Operating profit	55,902	95.8	50,742	90.8
Ordinary profit	68,976	100.7	68,747	99.7
Profit attributable to owners of parent	43,339	93.6	43,598	100.6

#### ( 2 ) Share of profit of entities accounted for using equity method

( Millions of yen . % )

	3Q of FY 2023 ( April 1, 2023 ~ December 31, 2023 )		3Q of FY 2024 ( April 1, 2024 ~ December 31, 2024 )	
	Results	Year on year	Results	Year on year
Share of profit of entities accounted for using equity method	3,032	91.5	322	10.6

## 4. Segment Information

### ( 1 ) Result of the third quarter

① Results of the third quarter ended December 31, 2023 ( April 1, 2023 ~ December 31, 2023 )

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	191,614	174,038	61,452	104,942	7,643
Percentage of net sales	49.4	44.9	15.8	27.1	2.0
Year on year	106.6	105.2	128.6	95.1	103.4
Operating expenses	152,379	146,518	44,725	93,825	7,967
Year on year	107.3	108.8	126.2	101.9	112.4
Operating profit ( loss )	39,235	27,519	16,726	11,117	(323)
Year on year	103.9	89.1	135.5	60.9	---
Operating profit margin	20.5	15.8	27.2	10.6	(4.2)

	Others	Total	Adjustments	Consolidated
Net sales	30,606	396,259	(8,537)	387,721
Percentage of net sales	7.9	102.2	(2.2)	100.0
Year on year	99.3	105.4	104.2	105.4
Operating expenses	27,947	326,845	4,974	331,819
Year on year	98.6	107.2	108.4	107.2
Operating profit ( loss )	2,658	69,414	(13,512)*	55,902
Year on year	107.9	97.6	105.8	95.8
Operating profit margin	8.7	---	---	14.4

\* The details of "Adjustments" are as follows.

- Administrative expenses in parent company : 8,397 million yen
- Elimination of royalty income : 5,115 million yen

② Results of the third quarter ended December 31, 2024 ( April 1, 2024 ~ December 31, 2024 )

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	185,215	184,620	70,765	104,759	9,096
Percentage of net sales	47.9	47.8	18.3	27.1	2.4
Year on year	96.7	106.1	115.2	99.8	119.0
Operating expenses	154,486	152,204	50,145	93,415	8,643
Year on year	101.4	103.9	112.1	99.6	108.5
Operating profit ( loss )	30,729	32,416	20,619	11,343	452
Year on year	78.3	117.8	123.3	102.0	---
Operating profit margin	16.6	17.6	29.1	10.8	5.0

	Others	Total	Adjustments	Consolidated
Net sales	25,438	395,275	(9,010)	386,264
Percentage of net sales	6.6	102.3	(2.3)	100.0
Year on year	83.1	99.8	105.5	99.6
Operating expenses	23,486	330,177	5,343	335,521
Year on year	84.0	101.0	107.4	101.1
Operating profit ( loss )	1,951	65,097	(14,354)*	50,742
Year on year	73.4	93.8	106.2	90.8
Operating profit margin	7.7	---	---	13.1

\* The details of "Adjustments" are as follows.

- Administrative expenses in parent company : 8,839 million yen
- Elimination of royalty income : 5,514 million yen

< Reference >

Results of the third quarter ended December 31, 2024 ( April 1, 2024 ~ December 31, 2024 )

( on the basis of average exchange rate between Jan. 2023 and Sep. 2023 )

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	185,215	173,458	66,400	98,778	8,280
Percentage of net sales	49.4	46.2	17.7	26.3	2.2
Year on year	96.7	99.7	108.1	94.1	108.3
Operating expenses	154,486	143,289	47,214	88,167	7,906
Year on year	101.4	97.8	105.6	94.0	99.2
Operating profit ( loss )	30,729	30,169	19,185	10,610	374
Year on year	78.3	109.6	114.7	95.4	---
Operating profit margin	16.6	17.4	28.9	10.7	4.5

	Others	Total	Adjustments	Consolidated
Net sales	25,438	384,113	(9,010)	375,102
Percentage of net sales	6.8	102.4	(2.4)	100.0
Year on year	83.1	96.9	105.5	96.7
Operating expenses	23,486	321,262	5,343	326,606
Year on year	84.0	98.3	107.4	98.4
Operating profit ( loss )	1,951	62,850	(14,354)*	48,496
Year on year	73.4	90.5	106.2	86.8
Operating profit margin	7.7	---	---	12.9

\* The details of "Adjustments" are as follows.

- Administrative expenses in parent company : 8,839 million yen
- Elimination of royalty income : 5,514 million yen



## ( 2 ) Quarterly Results

① Quarterly Results of the third quarter ended March 31, 2024 ( October 1, 2023 ~ December 31, 2023 ) \*

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	63,508	61,949	22,078	37,321	2,548
Percentage of net sales	47.1	45.9	16.4	27.6	1.9
Year on year	101.8	97.2	126.7	85.0	108.1
Operating expenses	51,531	50,798	16,182	32,017	2,598
Year on year	104.0	101.0	123.4	91.7	114.1
Operating profit ( loss )	11,977	11,150	5,896	5,304	(50)
Year on year	93.1	83.3	136.7	59.0	---
Operating profit margin	18.9	18.0	26.7	14.2	(2.0)

	Others	Total	Adjustments	Consolidated
Net sales	11,900	137,358	(2,466)	134,892
Percentage of net sales	8.8	101.8	(1.8)	100.0
Year on year	105.0	99.9	104.1	99.9
Operating expenses	10,397	112,727	1,567	114,295
Year on year	96.8	101.9	109.9	102.0
Operating profit ( loss )	1,502	24,630	(4,034)**	20,596
Year on year	253.0	91.8	106.3	89.4
Operating profit margin	12.6	---	---	15.3

\* The above results are the amount obtained by subtracting the cumulative results for the 2nd quarter (on the basis of average exchange rate between Jan. 2023 and Jun. 2023) from the cumulative results for the 3rd quarter (on the basis of average exchange rate between Jan. 2023 and Sep. 2023).

\*\* The details of "Adjustments" are as follows.

- Administrative expenses in parent company : 2,642 million yen
- Elimination of royalty income : 1,391 million yen

② Quarterly Results of the third quarter ending March 31, 2025 ( October 1, 2024 ~ December 31, 2024 ) \*

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	61,358	62,973	21,334	38,790	2,847
Percentage of net sales	46.8	48.0	16.2	29.6	2.2
Year on year	96.6	101.7	96.6	103.9	111.8
Operating expenses	53,140	51,134	15,566	32,912	2,656
Year on year	103.1	100.7	96.2	102.8	102.2
Operating profit ( loss )	8,217	11,839	5,768	5,878	191
Year on year	68.6	106.2	97.8	110.8	---
Operating profit margin	13.4	18.8	27.0	15.2	6.7

	Others	Total	Adjustments	Consolidated
Net sales	9,748	134,080	(2,909)	131,170
Percentage of net sales	7.4	102.2	(2.2)	100.0
Year on year	81.9	97.6	118.0	97.2
Operating expenses	8,288	112,563	1,641	114,204
Year on year	79.7	99.9	104.7	99.9
Operating profit ( loss )	1,459	21,516	(4,551)**	16,965
Year on year	97.1	87.4	112.8	82.4
Operating profit margin	15.0	---	---	12.9

\* The above results are the amount obtained by subtracting the cumulative results for the 2nd quarter (on the basis of average exchange rate between Jan. 2024 and Jun. 2024) from the cumulative results for the 3rd quarter (on the basis of average exchange rate between Jan. 2024 and Sep. 2024).

\*\* The details of "Adjustments" are as follows.

- Administrative expenses in parent company : 2,750 million yen
- Elimination of royalty income : 1,800 million yen

<Reference>

Quarterly Results of the third quarter ending March 31, 2025 ( October 1, 2024 ~ December 31, 2024 ) \*

( Millions of yen . % )

	Food and beverages				
	Japan	Overseas Total	The Americas	Asia and Oceania	Europe
Net sales	61,358	64,223	23,670	37,786	2,766
Percentage of net sales	46.3	48.5	17.9	28.5	2.1
Year on year	96.6	103.7	107.2	101.2	108.6
Operating expenses	53,140	52,003	17,252	32,154	2,595
Year on year	103.1	102.4	106.6	100.4	99.9
Operating profit ( loss )	8,217	12,219	6,417	5,631	170
Year on year	68.6	109.6	108.8	106.2	---
Operating profit margin	13.4	19.0	27.1	14.9	6.2

	Others	Total	Adjustments	Consolidated
Net sales	9,748	135,329	(2,909)	132,420
Percentage of net sales	7.4	102.2	(2.2)	100.0
Year on year	81.9	98.5	118.0	98.2
Operating expenses	8,288	113,432	1,641	115,073
Year on year	79.7	100.6	104.7	100.7
Operating profit ( loss )	1,459	21,897	(4,551)**	17,346
Year on year	97.1	88.9	112.8	84.2
Operating profit margin	15.0	---	---	13.1

\* The above results are the amount obtained by subtracting the cumulative results for the 2nd quarter (on the basis of average exchange rate between Jan. 2023 and Jun. 2023) from the cumulative results for the 3rd quarter (on the basis of average exchange rate between Jan. 2023 and Sep. 2023 ).

\*\* The details of "Adjustments" are as follows.

- Administrative expenses in parent company : 2,750 million yen
- Elimination of royalty income : 1,800 million yen

5. Overseas Dairy Products sales ( Bottles sold per day ) ( Thousands of bottles/day . % )

Company Name <sup>(*)</sup>	Consolidation Classification	3Q of FY 2024 ( From January to September 2024 )		Preliminary figure ( From January to December 2024 )	
		Results	Year on year	Results	Year on year
Yakult Taiwan Co., Ltd.	Equity method	666	103.6	648	103.7
Hong Kong Yakult Co., Ltd.	Consolidated	316	91.0	306	92.0
Yakult (Thailand) Co., Ltd.	Equity method	2,086	96.5	2,088	97.8
Korea Yakult (hy Co., Ltd.)	Equity method	2,130	95.3	2,078	95.2
Yakult Philippines, Inc.	Equity method	3,981	107.1	4,053	110.1
Yakult (Singapore) Pte. Ltd.	Consolidated	220	96.5	215	96.9
PT. Yakult Indonesia Persada	Consolidated	5,829	90.0	5,814	91.3
Yakult Australia Pty. Ltd.	Consolidated	362	107.8	362	106.9
Guangzhou Yakult Co., Ltd.	Consolidated	1,962	88.7	1,846	90.8
Yakult (Malaysia) Sdn. Bhd.	Consolidated	442	109.7	447	111.1
Shanghai Yakult Co., Ltd.	Consolidated	240	81.1	222	80.4
Yakult (China) Corporation <sup>(*)2,3)</sup>	Consolidated	2,578	92.8	2,371	95.1
Yakult Vietnam Co., Ltd.	Consolidated	1,241	121.6	1,245	119.9
Yakult Danone India Pvt. Ltd.	Consolidated	221	94.4	217	97.3
Yakult Middle East FZCO	Consolidated	19	106.9	19	105.7
Yakult Myanmar Co., Ltd.	Consolidated	-	-	-	-
<b>Asia and Oceania Total</b>		<b>22,292</b>	<b>96.5</b>	<b>21,933</b>	<b>98.0</b>
<b>( Consolidated subsidiaries company Total )</b>		<b>13,429</b>	<b>93.6</b>	<b>13,065</b>	<b>95.0</b>
Yakult S/A Ind. E Com. (Brazil)	Consolidated	1,312	98.0	1,312	99.6
Yakult S.A. De C.V. (Mexico)	Consolidated	4,035	103.1	3,958	103.1
Yakult U.S.A. Inc.	Consolidated	699	105.2	699	105.3
<b>The Americas Total</b>		<b>6,046</b>	<b>102.2</b>	<b>5,968</b>	<b>102.6</b>
Yakult Nederland B.V.	Consolidated	166	108.7	167	108.0
Yakult Belgium N.V./S.A.	Consolidated	54	107.4	55	108.4
Yakult Europe B.V. <sup>(*)4)</sup>	Consolidated	26	112.8	26	114.6
Yakult UK Ltd.	Consolidated	219	102.6	218	103.9
Yakult Deutschland GmbH	Consolidated	82	114.5	85	114.8
Yakult Oesterreich GmbH	Consolidated	11	124.8	11	118.6
Yakult Italia S.r.l.	Consolidated	98	108.7	98	106.6
<b>Europe Total</b>		<b>656</b>	<b>107.5</b>	<b>661</b>	<b>107.6</b>
<b>Total</b>		<b>28,994</b>	<b>97.9</b>	<b>28,562</b>	<b>99.2</b>
<b>( Consolidated subsidiaries company Total )</b>		<b>20,131</b>	<b>96.5</b>	<b>19,694</b>	<b>97.6</b>

Accounting period is from January to December except Yakult (Thailand) Co., Ltd. ( Accounting date : 31st May ), Yakult Danone India Pvt. Ltd. ( Accounting date : 31st March ) and Yakult Myanmar Co., Ltd. ( Accounting date : 31st March ).

(\*)1) Companies are organized in ascending order of business start date by region.

(\*)2) Sales Base of Yakult (China) Corporation : Nanjing city, Tianjin city, Suzhou city, Hangzhou city, Qingdao city, Ningbo city, Jinan city, Yantai city, Wuhan city, Wenzhou city, Shenyang city, Dalian city, Fuzhou city, Xiamen city, Hefei city, Changsha city, Xi'an city, Nanchang city, Changchun city, Shijiazhuang city, Chengdu city, Chongqing city, Zhengzhou city, Taiyuan city, Harbin city, Hohhot city, Jinhua city, Huaian city, Kunming city, Nanning city, Jiaxing city, Wuxi city, Guiyang city, Lanzhou city, Nantong city, Shaoxing city, Hengyang city, Wuhu city, Xuzhou city, Beijing city. (excluding Guangdong, Hainan and Shanghai city)

(\*)3) Yakult (China) Corporation merged with Beijing Yakult Co., Ltd. through an absorption - type merger with the establishment of the Beijing Branch in Beijing on January 1, 2024. Yakult (China) Corporation initiated the dissolution process of Shanghai Yakult Co., Ltd. in December 2024.

(\*)4) Sales Area of Yakult Europe B.V. : France, Switzerland, Denmark, Spain

# ( 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 Statement of Income

( Millions of yen . % )

	3Q of FY 2023 ( April 1, 2023 ~ December 31, 2023 )		3Q of FY 2024 ( April 1, 2024 ~ December 31, 2024 )	
	Results	Year on year	Results	Year on year
Net sales	140,618	105.4	131,813	93.7
Operating profit	22,215	111.9	16,466	74.1
Ordinary profit	31,833	114.5	30,775	96.7
Profit	25,568	106.2	28,007	109.5

## 2. Breakdown of Sales

### ( 1 ) Sales by Product Category

( Millions of yen . % )

	3Q of FY 2023 ( April 1, 2023 ~ December 31, 2023 )		3Q of FY 2024 ( April 1, 2024 ~ December 31, 2024 )	
	Results	Year on year	Results	Year on year
Dairy products	101,405	110.5	98,158	96.8
Beverages etc.	18,893	99.0	18,692	98.9
<b>Sub Total</b>	<b>120,298</b>	<b>108.5</b>	<b>116,851</b>	<b>97.1</b>
Cosmetics	5,409	102.0	5,713	105.6
Others	14,910	86.7	9,248	62.0
<b>Total</b>	<b>140,618</b>	<b>105.4</b>	<b>131,813</b>	<b>93.7</b>

In FY 2024, Pharmaceuticals segment are included in "Others", because their amount is immaterial.  
(The amount of FY 2023 is reclassified.)

## ( 2 ) Dairy Products sales ( Bottles sold per day )

( Thousands of bottles/day . % )

		3Q of FY 2023 ( April 1, 2023 ~ December 31, 2023 )		3Q of FY 2024 ( April 1, 2024 ~ December 31, 2024 )	
		Results	Year on year	Results	Year on year
	<i>New Yakult</i> series <sup>(*1)</sup>	3,715	87.1	3,073	82.7
	<i>Yakult 400</i> series <sup>(*2)</sup>	2,063	84.8	1,898	92.0
	<i>Yakult 1000</i> products <sup>(*3)</sup>	2,202	112.3	1,945	88.3
	<i>Y1000</i>	987	220.1	1,054	106.7
	<i>Yakult 1000</i> series	3,189	132.4	2,998	94.0
	Other <i>Yakult</i> products <sup>(*4)</sup>	99	85.5	73	73.3
	<b>Total for <i>Yakult</i> series</b>	<b>9,066</b>	<b>98.3</b>	<b>8,042</b>	<b>88.7</b>
	<i>Joie</i>	552	100.0	578	104.8
	<i>Mil-Mil</i> series	410	95.6	398	97.2
	<i>Sofuhl</i> series	603	118.4	580	96.2
	Other fermented milk products <sup>(*5)</sup>	0	0.0	—	—
	<b>Total for fermented milk</b>	<b>1,564</b>	<b>99.2</b>	<b>1,556</b>	<b>99.5</b>
	<b>Others</b> <sup>(*6)</sup>	<b>114</b>	<b>81.6</b>	<b>145</b>	<b>126.6</b>
	<b>Total</b>	<b>10,745</b>	<b>98.2</b>	<b>9,743</b>	<b>90.7</b>

(\*1) Total of *New Yakult* and *New Yakult Calorie Half*.

(\*2) Total of *Yakult 400*, *Yakult 400LT* and *Yakult 400W*.

(\*3) Total of *Yakult 1000* and *Yakult 1000 Toshitsu Off*.

*Yakult 1000 Toshitsu Off*

From November 2024 : Tokyo & 3 other prefectures in Kanto ( Saitama, Chiba and Kanagawa )

(\*4) Only *Yakult Five*.

(\*5) Total of *Aloe Yogurt* and *Ichinichibun no Tetsu & Yousan Yogurt*.

*Aloe Yogurt* ( Sales were stopped in March 2023 ). *Ichinichibun no Tetsu & Yousan Yogurt* ( Sales were stopped in March 2023 ).

(\*6) Total of *BF-1*, *Pretio*, *Yakult no Hakko Tonyu*, *Cup de Yakult* and *Tonyu no Chikara*.

*Yakult no Hakko Tonyu* ( Sales were stopped in March 2023 ).

*Tonyu no Chikara* ( Launched in October 2024 ).

## ( 3 ) Beverages sales ( Total Bottles sold )

( Thousands of bottles .% )

		3Q of FY 2023 ( April 1, 2023 ~ December 31, 2023 )		3Q of FY 2024 ( April 1, 2024 ~ December 31, 2024 )	
		Results	Year on year	Results	Year on year
Health drinks	<i>Bansoreicha</i>	9,812	90.5	9,790	99.8
	<i>Toughman series</i>	22,096	83.6	21,185	95.9
	<i>Kurozu Drink</i>	15,334	82.6	13,877	90.5
	Soy milk drinks series	20,600	94.5	20,763	100.8
	<i>Milouge</i>	14,581	89.5	15,186	104.2
	Juices products	24,097	100.7	17,478	72.5
	<i>Kininaruyasai</i>	25,652	100.9	28,160	109.8
Soft drinks	<i>Coffee Time</i>	7,245	95.4	7,418	102.4
	<i>FIRE</i>	27,960	84.8	25,376	90.8

## **CAUTIONARY STATEMENT**

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

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