

Sales of Yakult to Commence in Xining, Qinghai Province, China

Yakult Honsha Co., Ltd. (President: Takashige Negishi) today announced that Yakult (China) Corporation would start sales of the *Yakult* and *Yakult Light* fermented milk drinks in Xining, Qinghai Province, China, from April 1, 2021.

The neighboring Lanzhou Branch, in Gansu Province, will supply the products for sale in Xining.

Xining is the capital city of Qinghai Province, located in northwestern China and has a population of around 2 million people. Recent years have seen both local supermarkets and major national retail chains opening stores in the city and it is regarded as a promising market.

The sales plan in Xining as well as the profiles of Yakult (China) Corporation and the Lanzhou Branch are as follows:

1. Sales plan in Xining, Qinghai Province

- (1) Start of sales: April 1, 2021
- (2) Sales channel: Supermarkets and other retail stores
- (3) Sales plan: 5,000 bottles per day in fiscal year 2021 (from April to December 2021)
7,000 bottles per day in fiscal year 2022 (from January to December 2022)

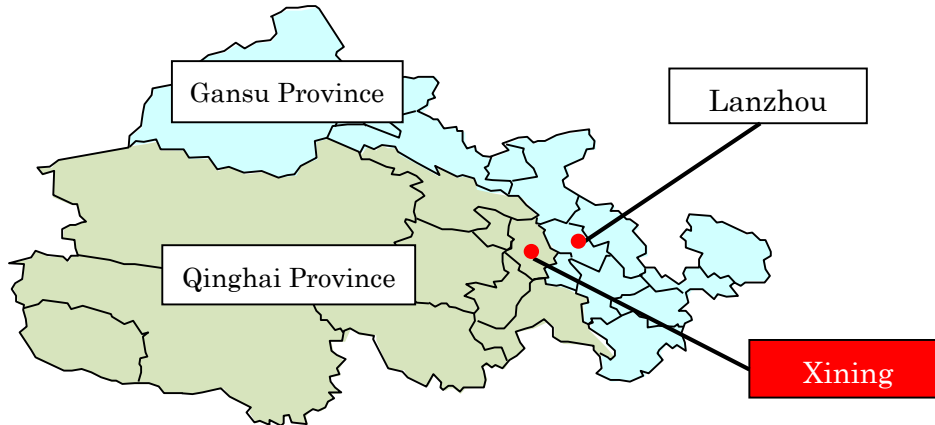
2. Profile of Yakult (China) Corporation

- (1) Name: Yakult (China) Corporation
- (2) Location: Shanghai, People's Republic of China
- (3) Representative: Susumu Hirano
- (4) Established: April 12, 2005
- (5) Capitalization: US\$219.72 million (wholly owned by Yakult Honsha Co., Ltd.)
- (6) Employees: 3,040 (as of the end of December 2020)

3. Profile of Lanzhou Branch of Yakult (China) Corporation

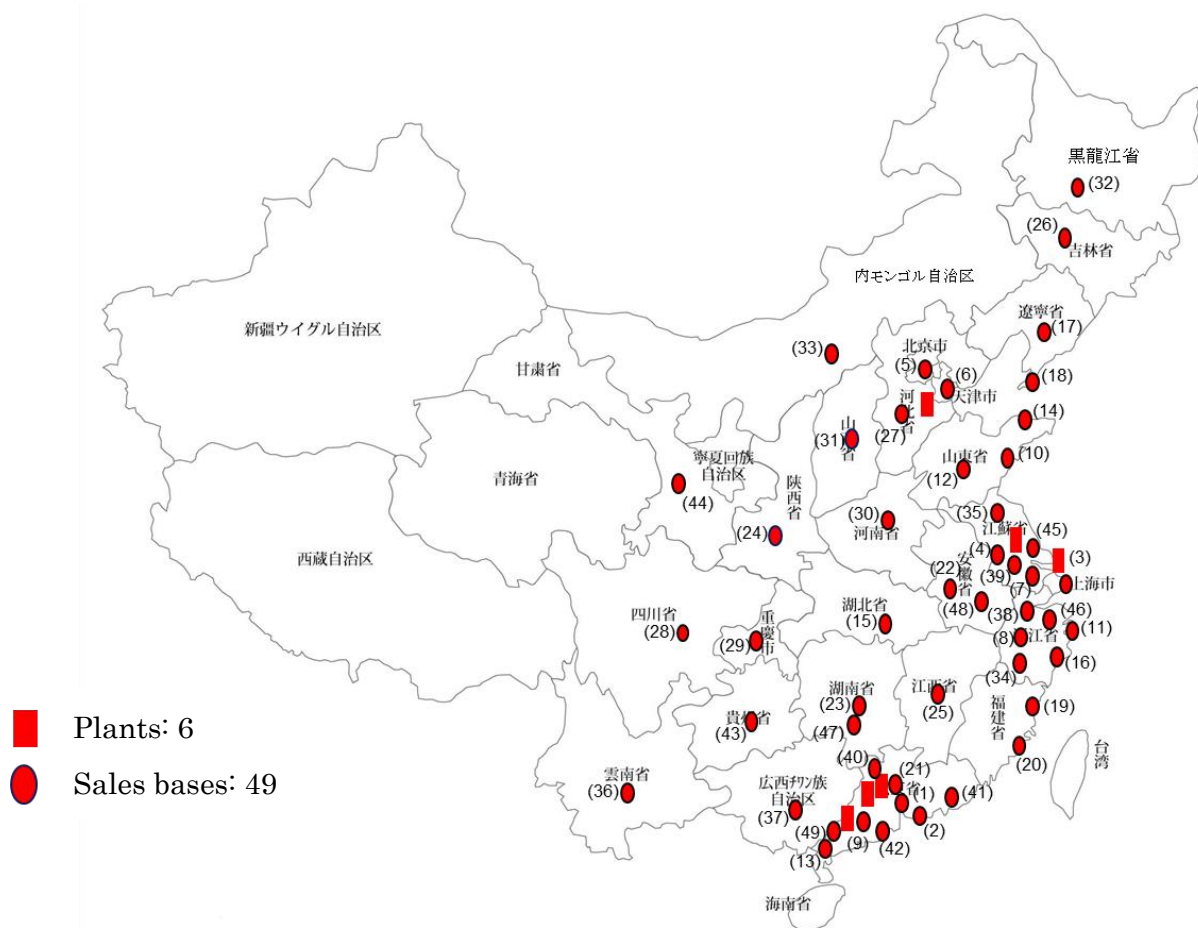
- (1) Location: Lanzhou, Gansu Province
- (2) Branch manager: Gao Hai Tao
- (3) Established: March 5, 2019
- (4) Areas managed: Lanzhou and surrounding cities

[Reference material 1: Map of the area surrounding Xining]



Distance between the Lanzhou Branch and Xining: 230 km

[Reference material 2: Plants and sales bases in China]



(1) Guangzhou, (2) Shenzhen, (3) Shanghai, (4) Nanjing, (5) Beijing, (6) Tianjin, (7) Suzhou, (8) Hangzhou, (9) Foshan, (10) Qingdao, (11) Ningbo, (12) Jinan, (13) Zhanjiang, (14) Yantai, (15) Wuhan, (16) Wenzhou, (17) Shenyang, (18) Dalian, (19) Fuzhou, (20) Xiamen, (21) Dongguan, (22) Hefei, (23) Changsha, (24) Xi'an, (25) Nanchang, (26) Changchun, (27) Shijiazhuang, (28) Chengdu, (29) Chongqing, (30) Zhengzhou, (31) Taiyuan, (32) Harbin, (33) Hohhot, (34) Jinhua, (35) Huai'an, (36) Kunming, (37) Nanning, (38) Jiaxing, (39) Wuxi, (40) Qingyuan, (41) Huizhou, (42) Zhongshan, (43) Guiyang, (44) Lanzhou, (45) Nantong, (46) Shaoxing, (47) Hengyang, (48) Wuhu, (49) Zhaoqing