

## **Yakult Starts Discussions Regarding Business Tie-up with Pokka Sapporo Food & Beverage Ltd.**

Yakult Honsha Co., Ltd. (President: Takashige Negishi; hereinafter referred to as the “Company”) today announced that it had signed an agreement with Pokka Sapporo Food & Beverage Ltd. (President & CEO: Shinichi Soya; hereinafter referred to as “Pokka Sapporo”) and its parent company Sapporo Holdings Ltd. (President and Representative Director: Masaki Oga; hereinafter referred to as “Sapporo Holdings”) to start discussions and studies regarding a business tie-up with the companies.

### 1. Purpose of considering business tie-up

In the fiscal year ended March 31, 2021, the Company completed its 10-year medium- to long-term management plan Yakult Vision 2020 and was able to boost sales by cultivating and expanding its presence overseas while increasing profits through products with high added value such as Yakult 1000 and Yakult 400W.

In order to maintain sustainable growth in the future, we believe it is indispensable that the Company, in addition to bolstering its strong position in the probiotics field, expands into new business fields and utilizes external resources.

The Company and Pokka Sapporo came to have a common understanding regarding utilization of the resources each company owns to realize sustainable growth, and agreed to start concrete discussions that will also involve Sapporo Holdings, the parent company of Pokka Sapporo.

Going forward, the companies will examine the specific details in the aim to expand business by offering new values to customers, building sustainable supply chains, and other means.

### 2. Scope of business tie-up consideration

The Company and Pokka Sapporo will set up a joint working group and will carry out discussions and studies regarding the scope of business tie-up and specific details with focus on the following areas.

- (1) Product development leveraging the ingredients and technologies the companies possess

- (2) Streamlining of operations by using the assets (production facilities, etc.) owned by each company
- (3) Expansion of sales by leveraging the sales channels (mass retailers, etc.) in which each company has strengths

### 3. Future plans

The joint working group will carry out discussions and studies in the aim to create a business tie-up, and the details will be disclosed as needed.

### 4. Impact on performance

The agreement will not have any impact on the performance for the current fiscal year.

The Company will study the impact on the performance from the next fiscal year onwards, and it plans to make a timely disclosure whenever necessary.

### 5. Profiles

#### (1) Pokka Sapporo Food & Beverage Ltd. (As of December 31, 2020)

- (i) Location: 3-27-1 Sakae, Naka-ku, Nagoya City, Aichi Prefecture
- (ii) Name and title of representative: Shinichi Soya, President and CEO
- (iii) Main business: Soft drinks and food business, restaurant business, others
- (iv) Capital: 5,432 million yen
- (v) Established: March 2012
- (vi) Relationship with the Company: No capital, personal, or transactional relationships
- (vii) Sales: 76,186 million yen
- (viii) Employees: 1,080

#### (2) Sapporo Holdings Ltd. (As of December 31, 2020)

- (i) Location: 4-20-1 Ebisu, Shibuya-ku, Tokyo
- (ii) Name and title of representative: Masaki Oga, President and Representative Director
- (iii) Main business: Holding company
- (iv) Capital: 53,887 million yen

- (v) Established: September 1949
- (vi) Relationship with the Company: No capital, personal, or transactional relationships
- (vii) Sales: 434,723 million yen (consolidated)
- (viii) Employees: 151