

Yakult Establishes Branch and Commences Sales in Haikou, Hainan Province, China

Yakult Honsha Co., Ltd. (President: Hiroshi Narita) today announced that Guangzhou Yakult Co., Ltd. established the Haikou Branch in Haikou, Hainan Province, China, and would start sales of the *Yakult* and *Yakult Light* fermented milk drinks at supermarkets and other retail stores through the branch from August 2, 2021.

Located in the northern part of Hainan Province, China, Haikou is the province's capital city with a population of about 2.33 million and is experiencing remarkable economic growth. The Yakult Group had been supplying products to Haikou through the nearby Zhanjiang Branch. The establishment of the Haikou Branch is expected to further enhance the local sales structure.

With the establishment of the Haikou Branch, the Yakult Group will have 50 sales bases in China, 10 of which are under Guangzhou Yakult Co., Ltd.

The profile of Haikou Branch is as follows.

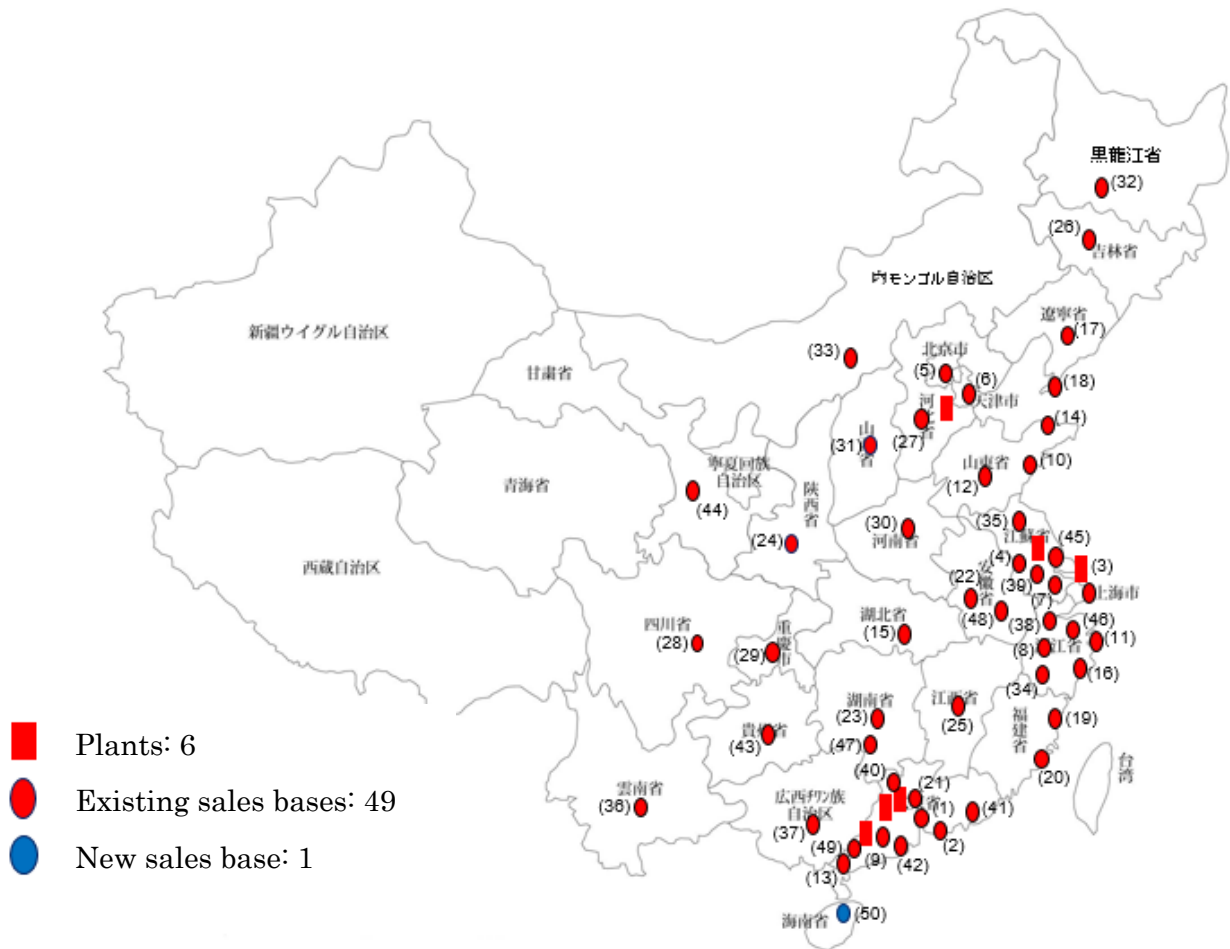
1. Profile of Guangzhou Yakult Co., Ltd.

- (1) Name: Guangzhou Yakult Co., Ltd.
- (2) Location: Guangzhou, Guangdong Province, People's Republic of China
- (3) Representative: Noriyuki Umehara
- (4) Established: January 16, 2001
- (5) Capitalization: 395.6 million yuan (50% held by Yakult Honsha Co., Ltd., 35% by Hong Kong Yakult Co., Ltd., 10% by Yakult (China) Corporation, and 5% by Guangzhou Sui Zhi Investment Co., Ltd.)
- (6) Employees: 1,708 (as of the end of June 2021)

2. Profile of Haikou Branch, Guangzhou Yakult Co., Ltd.

- (1) Location: Haikou, Hainan Province
- (2) Branch manager: Tang Jingtao
- (3) Established: March 19, 2021
- (4) Areas managed: Haikou and surrounding cities
- (5) Sales channel: Supermarkets and other retail stores
- (6) Start of sales: August 2, 2021
- (7) Sales plan: 26,000 bottles per day in fiscal year 2021 (from August to December 2021)

[Reference: Sales areas 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) Chongyang, (48) Wuhu, (49) Zhaoqing, (50) Haikou