



**Supplementary Materials for Financial  
Statements for the 1st quarter ended  
June 30, 2025  
( April 1, 2025 to June 30, 2025 )**

July 29, 2025

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

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

# Contents

Consolidated

|                                                             | Page      |
|-------------------------------------------------------------|-----------|
| 1. Consolidated Balance Sheet                               | ... 1     |
| 2. Consolidated Statement of Income                         | ... 2     |
| 3. Performance Overview (including revised annual forecast) | ... 3     |
| 4. Segment Information (including revised annual forecast)  | ... 4 - 8 |
| 5. Overseas Dairy Products sales ( Bottles sold per day )   | ... 9     |

( Reference ) Non-Consolidated

|                                     |             |
|-------------------------------------|-------------|
| 1. Breakdown of Statement of Income | ... 10      |
| 2. Breakdown of Sales               | ... 11 - 12 |
| 3. Revision of annual forecast      | ... 13      |

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<br>2025 | As of Jun.30<br>2025 | Increase<br>( Decrease ) |
|-----------------------------------------------|----------------------|----------------------|--------------------------|
| <b>Total Assets</b>                           | <b>864,317</b>       | <b>832,524</b>       | <b>(31,793)</b>          |
| <b>Current assets</b>                         |                      |                      |                          |
| Cash and deposits                             | 269,057              | 237,598              | (31,459)                 |
| Notes and accounts receivable - trade         | 55,404               | 58,935               | 3,531                    |
| Inventories                                   | 34,288               | 34,139               | (148)                    |
| Others                                        | 19,142               | 17,365               | (1,776)                  |
| <b>Non-current assets</b>                     |                      |                      |                          |
| <b>Property, plant and equipment</b>          |                      |                      |                          |
| Buildings and structures, net                 | 102,707              | 98,747               | (3,959)                  |
| Others, net                                   | 186,917              | 187,435              | 518                      |
| <b>Intangible assets</b>                      | 10,283               | 10,211               | (72)                     |
| <b>Investments and other assets</b>           |                      |                      |                          |
| Investment securities                         | 68,019               | 71,889               | 3,870                    |
| Shares of affiliates                          | 87,432               | 84,874               | (2,558)                  |
| Others                                        | 31,066               | 31,327               | 261                      |
| <b>Total Liabilities</b>                      | <b>234,802</b>       | <b>233,139</b>       | <b>(1,663)</b>           |
| <b>Current liabilities</b>                    |                      |                      |                          |
| Notes and accounts payable - trade            | 20,745               | 21,877               | 1,132                    |
| Short-term loans payable                      | 68,148               | 75,147               | 6,998                    |
| Others                                        | 68,921               | 62,138               | (6,782)                  |
| <b>Non-current liabilities</b>                |                      |                      |                          |
| Long-term loans payable                       | 24,170               | 22,779               | (1,391)                  |
| Net defined benefit liability                 | 4,512                | 4,549                | 36                       |
| Others                                        | 48,304               | 46,647               | (1,657)                  |
| <b>Total Net Assets</b>                       | <b>629,515</b>       | <b>599,385</b>       | <b>(30,129)</b>          |
| <b>Shareholders' equity</b>                   | 494,577              | 481,744              | (12,833)                 |
| <b>Accumulated other comprehensive income</b> | 79,553               | 63,862               | (15,690)                 |
| <b>Non-controlling interests</b>              | 55,383               | 53,778               | (1,605)                  |

## 2. Consolidated Statement of Income

( Millions of yen. % )

|                                                               | 1Q of FY 2024<br>( 2024.4 ~ 6 ) | 1Q of FY 2025<br>( 2025.4 ~ 6 ) | Increase ( Decrease ) |               |
|---------------------------------------------------------------|---------------------------------|---------------------------------|-----------------------|---------------|
|                                                               |                                 |                                 | Amount                | Ratio         |
| <b>Net sales</b>                                              | <b>122,644</b>                  | <b>116,586</b>                  | <b>(6,057)</b>        | <b>(4.9)</b>  |
| ( Net sales by business segments )                            |                                 |                                 |                       |               |
| Food and beverages ( Japan )                                  | 62,616                          | 59,633                          | (2,983)               | (4.8)         |
| Food and beverages ( Overseas )                               | 56,129                          | 54,344                          | (1,785)               | (3.2)         |
| Others                                                        | 7,198                           | 5,711                           | (1,486)               | (20.6)        |
| Adjustments                                                   | (3,299)                         | (3,102)                         | 197                   | (6.0)         |
| <b>Cost of sales</b>                                          | <b>48,921</b>                   | <b>47,934</b>                   | <b>(987)</b>          | <b>(2.0)</b>  |
| <b>Gross profit</b>                                           | <b>73,722</b>                   | <b>68,652</b>                   | <b>(5,069)</b>        | <b>(6.9)</b>  |
| Gross profit margin                                           | 60.1                            | 58.9                            | (1.2)                 |               |
| <b>Selling, general and administrative expenses</b>           | <b>57,624</b>                   | <b>57,745</b>                   | <b>121</b>            | <b>0.2</b>    |
| Selling expenses                                              | 24,040                          | 24,071                          | 31                    |               |
| General and administrative expenses                           | 33,583                          | 33,674                          | 90                    |               |
| <b>Operating profit</b>                                       | <b>16,098</b>                   | <b>10,906</b>                   | <b>(5,191)</b>        | <b>(32.2)</b> |
| Operating profit margin                                       | 13.1                            | 9.4                             | (3.7)                 |               |
| ( Operating profit by business segments )                     |                                 |                                 |                       |               |
| Food and beverages ( Japan )                                  | 12,659                          | 8,784                           | (3,875)               | (30.6)        |
| Food and beverages ( Overseas )                               | 8,614                           | 7,641                           | (973)                 | (11.3)        |
| Others                                                        | 79                              | (185)                           | (264)                 | —             |
| Adjustments                                                   | (5,255)                         | (5,332)                         | (76)                  | 1.5           |
| { include corporate expenses }                                | { (3,258) }                     | { (3,594) }                     | { (336) }             |               |
| Non-operating incomes                                         | 6,606                           | 6,898                           | 292                   | 4.4           |
| Interest income                                               | 3,488                           | 2,778                           | (710)                 |               |
| Dividend income                                               | 1,101                           | 1,060                           | (40)                  |               |
| Share of profit of entities accounted for using equity method | 812                             | 597                             | (215)                 |               |
| Others                                                        | 1,204                           | 2,463                           | 1,258                 |               |
| Non-operating expenses                                        | 416                             | 615                             | 198                   | 47.7          |
| Interest expenses                                             | 181                             | 305                             | 123                   |               |
| Others                                                        | 234                             | 310                             | 75                    |               |
| <b>Ordinary profit</b>                                        | <b>22,288</b>                   | <b>17,190</b>                   | <b>(5,098)</b>        | <b>(22.9)</b> |
| Ratio of ordinary profit to net sales                         | 18.2                            | 14.7                            | (3.5)                 |               |
| Extraordinary income                                          | 2,026                           | 1,483                           | (543)                 | (26.8)        |
| Extraordinary losses                                          | 30                              | 35                              | 4                     | 14.5          |
| <b>Profit before income taxes</b>                             | <b>24,284</b>                   | <b>18,638</b>                   | <b>(5,645)</b>        | <b>(23.2)</b> |
| Income taxes                                                  | 8,064                           | 5,404                           | (2,260)               |               |
| <b>Profit</b>                                                 | <b>16,219</b>                   | <b>13,233</b>                   | <b>(2,985)</b>        | <b>(18.4)</b> |
| Profit attributable to non-controlling interests              | 2,129                           | 1,635                           | (493)                 | (23.2)        |
| <b>Profit attributable to owners of parent</b>                | <b>14,089</b>                   | <b>11,597</b>                   | <b>(2,492)</b>        | <b>(17.7)</b> |
| Ratio of profit attributable to owners of parent to net sales | 11.5                            | 9.9                             | (1.6)                 |               |

### 3. Performance Overview

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

( Millions of yen . % )

|                                         | 1Q of FY 2024<br>( April 1, 2024 ~ June 30, 2024 ) |              | 1Q of FY 2025<br>( April 1, 2025 ~ June 30, 2025 ) |              |
|-----------------------------------------|----------------------------------------------------|--------------|----------------------------------------------------|--------------|
|                                         | Results                                            | Year on year | Results                                            | Year on year |
| Net sales                               | 122,644                                            | 100.4        | 116,586                                            | 95.1         |
| Operating profit                        | 16,098                                             | 94.8         | 10,906                                             | 67.8         |
| Ordinary profit                         | 22,288                                             | 106.9        | 17,190                                             | 77.1         |
| Profit attributable to owners of parent | 14,089                                             | 107.5        | 11,597                                             | 82.3         |

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

( Millions of yen . % )

|                                                               | 1Q of FY 2024<br>( April 1, 2024 ~ June 30, 2024 ) |              | 1Q of FY 2025<br>( April 1, 2025 ~ June 30, 2025 ) |              |
|---------------------------------------------------------------|----------------------------------------------------|--------------|----------------------------------------------------|--------------|
|                                                               | Results                                            | Year on year | Results                                            | Year on year |
| Share of profit of entities accounted for using equity method | 812                                                | 196.8        | 597                                                | 73.5         |

#### ( 3 ) Revision of annual forecast

( Millions of yen . % )

|                                         | Original annual forecast of FY 2025<br>(The forecast announced on May 2025) |              | Revised annual forecast of FY 2025 |              |
|-----------------------------------------|-----------------------------------------------------------------------------|--------------|------------------------------------|--------------|
|                                         | Original forecast                                                           | Year on year | Revised forecast                   | Year on year |
| Net sales                               | 506,000                                                                     | 101.3        | 495,000                            | 99.1         |
| Operating profit                        | 58,500                                                                      | 105.6        | 53,500                             | 96.6         |
| Ordinary profit                         | 74,500                                                                      | 98.2         | 69,500                             | 91.6         |
| Profit attributable to owners of parent | 49,000                                                                      | 107.6        | 45,500                             | 99.9         |

## 4. Segment Information

### ( 1 ) Actual Results

① Result of the first quarter ended June 30, 2024 ( April 1, 2024 ~ June 30, 2024 )

( Millions of yen . % )

|                           | Food and beverages |                |              |                  |        |
|---------------------------|--------------------|----------------|--------------|------------------|--------|
|                           | Japan              | Overseas Total | The Americas | Asia and Oceania | Europe |
| Net sales                 | 62,616             | 56,129         | 23,627       | 29,335           | 3,166  |
| Percentage of net sales   | 51.0               | 45.8           | 19.3         | 23.9             | 2.6    |
| Year on year              | 98.0               | 105.7          | 126.7        | 92.2             | 120.0  |
| Operating expenses        | 49,956             | 47,514         | 16,461       | 27,685           | 3,367  |
| Year on year              | 99.0               | 105.7          | 122.2        | 96.2             | 123.9  |
| Operating profit ( loss ) | 12,659             | 8,614          | 7,165        | 1,650            | (201)  |
| Year on year              | 94.2               | 105.7          | 138.3        | 54.1             | —      |
| Operating profit margin   | 20.2               | 15.3           | 30.3         | 5.6              | (6.4)  |

|                           | Others | Total   | Adjustments | Consolidated |
|---------------------------|--------|---------|-------------|--------------|
| Net sales                 | 7,198  | 125,944 | (3,299)     | 122,644      |
| Percentage of net sales   | 5.9    | 102.7   | (2.7)       | 100.0        |
| Year on year              | 86.9   | 100.5   | 104.0       | 100.4        |
| Operating expenses        | 7,118  | 104,589 | 1,956       | 106,546      |
| Year on year              | 88.3   | 101.1   | 118.4       | 101.3        |
| Operating profit ( loss ) | 79     | 21,354  | (5,255)*    | 16,098       |
| Year on year              | 36.3   | 97.9    | 108.9       | 94.8         |
| Operating profit margin   | 1.1    | —       | —           | 13.1         |

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

- Administrative expenses in parent company : 3,258 million yen
- Elimination of royalty income : 1,997 million yen

② Result of the first quarter ended June 30, 2025 ( April 1, 2025 ~ June 30, 2025 )

( Millions of yen . % )

|                           | Food and beverages |                |              |                  |        |
|---------------------------|--------------------|----------------|--------------|------------------|--------|
|                           | Japan              | Overseas Total | The Americas | Asia and Oceania | Europe |
| Net sales                 | 59,633             | 54,344         | 21,686       | 29,457           | 3,200  |
| Percentage of net sales   | 51.2               | 46.6           | 18.6         | 25.3             | 2.7    |
| Year on year              | 95.2               | 96.8           | 91.8         | 100.4            | 101.1  |
| Operating expenses        | 50,849             | 46,703         | 15,338       | 28,180           | 3,184  |
| Year on year              | 101.8              | 98.3           | 93.2         | 101.8            | 94.5   |
| Operating profit ( loss ) | 8,784              | 7,641          | 6,348        | 1,276            | 16     |
| Year on year              | 69.4               | 88.7           | 88.6         | 77.3             | —      |
| Operating profit margin   | 14.7               | 14.1           | 29.3         | 4.3              | 0.5    |

|                           | Others | Total   | Adjustments | Consolidated |
|---------------------------|--------|---------|-------------|--------------|
| Net sales                 | 5,711  | 119,689 | (3,102)     | 116,586      |
| Percentage of net sales   | 4.9    | 102.7   | (2.7)       | 100.0        |
| Year on year              | 79.4   | 95.0    | 94.0        | 95.1         |
| Operating expenses        | 5,897  | 103,449 | 2,230       | 105,680      |
| Year on year              | 82.8   | 98.9    | 114.0       | 99.2         |
| Operating profit ( loss ) | (185)  | 16,239  | (5,332)*    | 10,906       |
| Year on year              | —      | 76.1    | 101.5       | 67.8         |
| Operating profit margin   | (3.2)  | —       | —           | 9.4          |

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

- Administrative expenses in parent company : 3,594 million yen
- Elimination of royalty income : 1,738 million yen

〈Reference〉

Result of the first quarter ended June 30, 2025 ( April 1, 2025 ~ June 30, 2025 )

( on the basis of average exchange rate between Jan. 2024 and Mar. 2024 )

( Millions of yen . % )

|                           | Food and beverages |                |              |                  |        |
|---------------------------|--------------------|----------------|--------------|------------------|--------|
|                           | Japan              | Overseas Total | The Americas | Asia and Oceania | Europe |
| Net sales                 | 59,633             | 58,078         | 24,997       | 29,850           | 3,230  |
| Percentage of net sales   | 49.6               | 48.3           | 20.8         | 24.8             | 2.7    |
| Year on year              | 95.2               | 103.5          | 105.8        | 101.8            | 102.0  |
| Operating expenses        | 50,849             | 49,558         | 17,833       | 28,496           | 3,228  |
| Year on year              | 101.8              | 104.3          | 108.3        | 102.9            | 95.9   |
| Operating profit ( loss ) | 8,784              | 8,519          | 7,164        | 1,353            | 2      |
| Year on year              | 69.4               | 98.9           | 100.0        | 82.0             | —      |
| Operating profit margin   | 14.7               | 14.7           | 28.7         | 4.5              | 0.1    |

|                           | Others | Total   | Adjustments | Consolidated |
|---------------------------|--------|---------|-------------|--------------|
| Net sales                 | 5,711  | 123,423 | (3,102)     | 120,321      |
| Percentage of net sales   | 4.7    | 102.6   | (2.6)       | 100.0        |
| Year on year              | 79.4   | 98.0    | 94.0        | 98.1         |
| Operating expenses        | 5,897  | 106,305 | 2,230       | 108,536      |
| Year on year              | 82.8   | 101.6   | 114.0       | 101.9        |
| Operating profit ( loss ) | (185)  | 17,118  | (5,332)*    | 11,785       |
| Year on year              | —      | 80.2    | 101.5       | 73.2         |
| Operating profit margin   | (3.2)  | —       | —           | 9.8          |

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

- Administrative expenses in parent company : 3,594 million yen
- Elimination of royalty income : 1,738 million yen



( 2 )Annual financial forecast

Revised annual forecast for the fiscal year ending March 31, 2026 (April 1, 2025 ~ March 31, 2026)

( Millions of yen . % )

|                           | Food and beverages |                |              |                  |        |
|---------------------------|--------------------|----------------|--------------|------------------|--------|
|                           | Japan              | Overseas Total | The Americas | Asia and Oceania | Europe |
| Net sales                 | 244,000            | 237,500        | 91,900       | 133,200          | 12,400 |
| Percentage of net sales   | 49.3               | 48.0           | 18.6         | 26.9             | 2.5    |
| Year on year              | 100.4              | 99.5           | 100.1        | 98.8             | 102.2  |
| Operating expenses        | 210,100            | 198,500        | 65,800       | 120,600          | 12,100 |
| Year on year              | 102.2              | 98.2           | 99.6         | 97.3             | 100.9  |
| Operating profit ( loss ) | 33,900             | 39,000         | 26,100       | 12,600           | 300    |
| Year on year              | 90.5               | 106.2          | 101.3        | 116.7            | 209.7  |
| Operating profit margin   | 13.9               | 16.4           | 28.4         | 9.5              | 2.4    |

|                           | Others | Total   | Adjustments | Consolidated |
|---------------------------|--------|---------|-------------|--------------|
| Net sales                 | 28,500 | 510,000 | (15,000)    | 495,000      |
| Percentage of net sales   | 5.7    | 103.0   | (3.0)       | 100.0        |
| Year on year              | 96.9   | 99.8    | 130.6       | 99.1         |
| Operating expenses        | 27,600 | 436,200 | 5,300       | 441,500      |
| Year on year              | 94.1   | 99.8    | 71.8        | 99.4         |
| Operating profit ( loss ) | 900    | 73,800  | (20,300)*   | 53,500       |
| Year on year              | —      | 99.4    | 107.6       | 96.6         |
| Operating profit margin   | 3.2    | —       | —           | 10.8         |

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

- Administrative expenses in parent company :13,100 million yen
- Elimination of royalty income : 7,200 million yen

〈Reference〉

Revised annual forecast for the fiscal year ending March 31, 2026

(on the basis of average exchange rate between Jan. 2024 and Dec. 2024)

( Millions of yen . % )

|                           | Food and beverages |                |              |                  |        |
|---------------------------|--------------------|----------------|--------------|------------------|--------|
|                           | Japan              | Overseas Total | The Americas | Asia and Oceania | Europe |
| Net sales                 | 244,000            | 252,100        | 100,300      | 139,200          | 12,600 |
| Percentage of net sales   | 47.9               | 49.4           | 19.7         | 27.3             | 2.4    |
| Year on year              | 100.4              | 105.6          | 109.2        | 103.3            | 103.9  |
| Operating expenses        | 210,100            | 210,100        | 71,900       | 125,900          | 12,300 |
| Year on year              | 102.2              | 104.0          | 108.9        | 101.5            | 102.6  |
| Operating profit ( loss ) | 33,900             | 42,000         | 28,400       | 13,300           | 300    |
| Year on year              | 90.5               | 114.4          | 110.2        | 123.2            | 209.7  |
| Operating profit margin   | 13.9               | 16.7           | 28.3         | 9.6              | 2.4    |

|                           | Others | Total   | Adjustments | Consolidated |
|---------------------------|--------|---------|-------------|--------------|
| Net sales                 | 28,500 | 524,600 | (15,000)    | 509,600      |
| Percentage of net sales   | 5.6    | 102.9   | (2.9)       | 100.0        |
| Year on year              | 96.9   | 102.6   | 130.6       | 102.0        |
| Operating expenses        | 27,600 | 447,800 | 5,300       | 453,100      |
| Year on year              | 94.1   | 102.5   | 71.8        | 102.0        |
| Operating profit ( loss ) | 900    | 76,800  | (20,300)*   | 56,500       |
| Year on year              | —      | 103.4   | 107.6       | 102.0        |
| Operating profit margin   | 3.2    | —       | —           | 11.1         |

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

- Administrative expenses in parent company : 13,100 million yen
- Elimination of royalty income : 7,200 million yen

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

( Thousands of bottles/day . % )

| Company Name <sup>(*)</sup>                        | Consolidation Classification | 1Q of FY 2025<br>( From January to March 2025 ) |              | Preliminary figure<br>( From January to June 2025 ) |              |
|----------------------------------------------------|------------------------------|-------------------------------------------------|--------------|-----------------------------------------------------|--------------|
|                                                    |                              | Results                                         | Year on year | Results                                             | Year on year |
| Yakult Taiwan Co., Ltd.                            | Equity method                | 517                                             | 98.9         | 568                                                 | 93.0         |
| Hong Kong Yakult Co., Ltd.                         | Consolidated                 | 264                                             | 99.7         | 283                                                 | 97.6         |
| Yakult (Thailand) Co., Ltd.                        | Equity method                | 2,052                                           | 99.3         | 2,002                                               | 96.7         |
| Korea Yakult (hy Co., Ltd.)                        | Equity method                | 1,801                                           | 91.5         | 1,908                                               | 90.2         |
| Yakult Philippines, Inc.                           | Equity method                | 4,541                                           | 121.5        | 4,569                                               | 121.0        |
| Yakult (Singapore) Pte. Ltd.                       | Consolidated                 | 197                                             | 91.9         | 203                                                 | 93.6         |
| PT. Yakult Indonesia Persada <sup>(*)2</sup>       | Consolidated                 | 5,528                                           | 98.9         | 5,677                                               | 97.1         |
| Yakult Australia Pty. Ltd.                         | Consolidated                 | 380                                             | 107.3        | 375                                                 | 106.6        |
| Guangzhou Yakult Co., Ltd. <sup>(*)3</sup>         | Consolidated                 | 1,490                                           | 102.2        | 1,802                                               | 104.2        |
| Yakult (Malaysia) Sdn. Bhd.                        | Consolidated                 | 350                                             | 96.5         | 407                                                 | 98.8         |
| Yakult (China) Corporation <sup>(*)3,4,5</sup>     | Consolidated                 | 2,341                                           | 104.9        | 2,670                                               | 105.2        |
| Yakult Vietnam Co., Ltd.                           | Consolidated                 | 1,234                                           | 113.3        | 1,298                                               | 108.4        |
| Yakult Danone India Pvt. Ltd.                      | Consolidated                 | 221                                             | 111.2        | 231                                                 | 109.5        |
| Yakult Middle East FZCO                            | Consolidated                 | 20                                              | 96.8         | 21                                                  | 103.4        |
| Yakult Myanmar Co., Ltd.                           | Consolidated                 | —                                               | —            | —                                                   | —            |
| <b>Asia and Oceania Total</b>                      |                              | <b>20,936</b>                                   | <b>104.3</b> | <b>22,013</b>                                       | <b>102.9</b> |
| <b>( Consolidated subsidiaries company Total )</b> |                              | <b>12,025</b>                                   | <b>102.0</b> | <b>12,966</b>                                       | <b>101.2</b> |
| Yakult S/A Ind. E Com. (Brazil)                    | Consolidated                 | 1,361                                           | 103.6        | 1,329                                               | 100.9        |
| Yakult S.A. De C.V. (Mexico)                       | Consolidated                 | 3,983                                           | 100.7        | 3,968                                               | 97.3         |
| Yakult U.S.A. Inc.                                 | Consolidated                 | 721                                             | 101.1        | 723                                                 | 101.1        |
| <b>The Americas Total</b>                          |                              | <b>6,065</b>                                    | <b>101.4</b> | <b>6,020</b>                                        | <b>98.5</b>  |
| Yakult Nederland B.V.                              | Consolidated                 | 185                                             | 106.3        | 177                                                 | 104.2        |
| Yakult Belgium N.V./S.A.                           | Consolidated                 | 66                                              | 114.7        | 61                                                  | 112.2        |
| Yakult Europe B.V. <sup>(*)6</sup>                 | Consolidated                 | 30                                              | 120.0        | 29                                                  | 112.2        |
| Yakult UK Ltd.                                     | Consolidated                 | 224                                             | 95.8         | 220                                                 | 97.5         |
| Yakult Deutschland GmbH                            | Consolidated                 | 110                                             | 113.2        | 96                                                  | 112.3        |
| Yakult Oesterreich GmbH                            | Consolidated                 | 12                                              | 87.9         | 12                                                  | 99.3         |
| Yakult Italia S.r.l.                               | Consolidated                 | 102                                             | 103.4        | 100                                                 | 99.3         |
| <b>Europe Total</b>                                |                              | <b>731</b>                                      | <b>104.2</b> | <b>695</b>                                          | <b>103.1</b> |
| <b>Total</b>                                       |                              | <b>27,731</b>                                   | <b>103.6</b> | <b>28,728</b>                                       | <b>102.0</b> |
| <b>( Consolidated subsidiaries company Total )</b> |                              | <b>18,821</b>                                   | <b>101.9</b> | <b>19,681</b>                                       | <b>100.4</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) PT. Yakult Indonesia Persada : Started sales of *Yakult Mango Flavor* in June 2025.

(\*)3) Guangzhou Yakult Co., Ltd. , Yakult (China) Corporation : Started sales of *Yakult Muscat Grape Flavor* in April 2025.

(\*)4) 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, Jiaying city, Wuxi city, Guiyang city, Lanzhou city, Nantong city, Shaoxing city, Hengyang city, Wuhu city, Xuzhou city, Beijing city, Shanghai city. (excluding Guangdong and Hainan)

(\*)5) Yakult (China) Corporation started the dissolution process of Shanghai Yakult Co., Ltd. and Sales results of the former Shanghai Yakult Co., Ltd. are included in the results of Yakult (China) Corporation starting in FY2025.

(\*)6) Sales Area of Yakult Europe B.V. : France, Switzerland, Denmark, Spain

## ( Reference ) Non-Consolidated

### 1. Breakdown of Statement of Income

( Millions of yen . % )

|                  | 1Q of FY 2024<br>( April 1, 2024 ~ June 30, 2024 ) |              | 1Q of FY 2025<br>( April 1, 2025 ~ June 30, 2025 ) |              |
|------------------|----------------------------------------------------|--------------|----------------------------------------------------|--------------|
|                  | Results                                            | Year on year | Results                                            | Year on year |
| Net sales        | 45,718                                             | 96.5         | 42,595                                             | 93.2         |
| Operating profit | 7,451                                              | 99.7         | 3,913                                              | 52.5         |
| Ordinary profit  | 15,951                                             | 101.7        | 25,701                                             | 161.1        |
| Profit           | 14,402                                             | 114.0        | 23,191                                             | 161.0        |

### 2. Breakdown of Sales

#### ( 1 ) Sales by Product Category

( Millions of yen . % )

|                  |                | 1Q of FY 2024<br>( April 1, 2024 ~ June 30, 2024 ) |              | 1Q of FY 2025<br>( April 1, 2025 ~ June 30, 2025 ) |              |
|------------------|----------------|----------------------------------------------------|--------------|----------------------------------------------------|--------------|
|                  |                | Results                                            | Year on year | Results                                            | Year on year |
|                  | Dairy products | 33,490                                             | 99.0         | 31,974                                             | 95.5         |
|                  | Beverages etc. | 6,224                                              | 97.8         | 6,231                                              | 100.1        |
| <b>Sub Total</b> |                | <b>39,715</b>                                      | <b>98.8</b>  | <b>38,206</b>                                      | <b>96.2</b>  |
| Cosmetics        |                | 2,082                                              | 108.1        | 1,979                                              | 95.0         |
| Others           |                | 3,921                                              | 74.7         | 2,410                                              | 61.5         |
| <b>Total</b>     |                | <b>45,718</b>                                      | <b>96.5</b>  | <b>42,595</b>                                      | <b>93.2</b>  |

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

( Thousands of bottles/day . % )

|                                       |                                              | 1Q of FY 2024<br>( April 1, 2024 ~ June 30, 2024 ) |              | 1Q of FY 2025<br>( April 1, 2025 ~ June 30, 2025 ) |              |
|---------------------------------------|----------------------------------------------|----------------------------------------------------|--------------|----------------------------------------------------|--------------|
|                                       |                                              | Results                                            | Year on year | Results                                            | Year on year |
|                                       | <i>New Yakult</i> series <sup>(*1)</sup>     | 3,181                                              | 79.3         | 2,827                                              | 88.9         |
|                                       | <i>Yakult 400</i> series <sup>(*2)</sup>     | 1,944                                              | 92.3         | 1,695                                              | 87.2         |
|                                       | <i>Yakult 1000</i> products <sup>(*3)</sup>  | 2,011                                              | 86.1         | 1,914                                              | 95.2         |
|                                       | <i>Y1000</i> products <sup>(*4)</sup>        | 1,126                                              | 119.4        | 1,143                                              | 101.5        |
|                                       | <i>Yakult 1000</i> series                    | 3,137                                              | 95.7         | 3,057                                              | 97.5         |
|                                       | Other <i>Yakult</i> products <sup>(*5)</sup> | 79                                                 | 72.5         | 54                                                 | 68.8         |
| <b>Total for <i>Yakult</i> series</b> |                                              | <b>8,340</b>                                       | <b>87.8</b>  | <b>7,632</b>                                       | <b>91.5</b>  |
|                                       | <i>Joie</i>                                  | 579                                                | 106.4        | 579                                                | 99.9         |
|                                       | <i>Mil-Mil</i> series                        | 398                                                | 96.3         | 381                                                | 95.9         |
|                                       | <i>Sofuhl</i> series                         | 604                                                | 94.3         | 579                                                | 95.8         |
| <b>Total for fermented milk</b>       |                                              | <b>1,581</b>                                       | <b>98.9</b>  | <b>1,539</b>                                       | <b>97.3</b>  |
| <b>Others</b> <sup>(*6)</sup>         |                                              | <b>127</b>                                         | <b>111.8</b> | <b>155</b>                                         | <b>121.4</b> |
| <b>Total</b>                          |                                              | <b>10,049</b>                                      | <b>89.6</b>  | <b>9,326</b>                                       | <b>92.8</b>  |

(\*1) Total of *New Yakult* , *New Yakult Calorie Half* and *New Yakult Toshitsu&Calorie 50% Off*.

*New Yakult Calorie Half* ( Sales were stopped in June 2025 ).

*New Yakult Toshitsu&Calorie 50% Off* ( Launched in June 2025 ).

(\*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 )

From January 2025 : Launched all over Japan

(\*4) Total of *Y1000* and *Y1000 Toshitsu Off*.

*Y1000 Toshitsu Off* ( Launched in April 2025 ).

(\*5) Total of *Yakult Five* and *Yakult Multivitamin*.

*Yakult Five* ( Sales were stopped in April 2025 ).

*Yakult Multivitamin* ( Launched in April 2025 ).

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

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

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

( Thousands of bottles .% )

|               |                        | 1Q of FY 2024<br>( April 1, 2024 ~ June 30, 2024 ) |              | 1Q of FY 2025<br>( April 1, 2025 ~ June 30, 2025 ) |              |
|---------------|------------------------|----------------------------------------------------|--------------|----------------------------------------------------|--------------|
|               |                        | Results                                            | Year on year | Results                                            | Year on year |
| Health drinks | <i>Bansoreicha</i>     | 3,365                                              | 101.9        | 3,015                                              | 89.6         |
|               | <i>Toughman</i> series | 8,342                                              | 94.6         | 7,597                                              | 91.1         |
|               | <i>Kurozu Drink</i>    | 4,971                                              | 90.7         | 4,268                                              | 85.9         |
|               | Soy milk drinks series | 6,986                                              | 101.5        | 6,497                                              | 93.0         |
|               | <i>Milouge</i>         | 4,972                                              | 103.7        | 4,579                                              | 92.1         |
|               | Juices products        | 4,406                                              | 67.7         | 3,678                                              | 83.5         |
|               | <i>Kininaruyasai</i>   | 9,141                                              | 110.5        | 8,171                                              | 89.4         |
| Soft drinks   | <i>Coffee Time</i>     | 2,447                                              | 102.5        | 1,956                                              | 79.9         |
|               | <i>FIRE</i>            | 8,568                                              | 86.5         | 7,870                                              | 91.9         |

### 3. Revision of annual forecast

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

( Millions of yen . % )

|                  | Original annual forecast of FY 2025<br>(The forecast announced on May 2025) |              | Revised annual forecast of FY 2025 |              |
|------------------|-----------------------------------------------------------------------------|--------------|------------------------------------|--------------|
|                  | Original forecast                                                           | Year on year | Revised forecast                   | Year on year |
| Net sales        | 177,500                                                                     | 103.2        | 172,000                            | 100.0        |
| Operating profit | 19,200                                                                      | 100.8        | 16,000                             | 84.0         |
| Ordinary profit  | 67,000                                                                      | 143.7        | 64,000                             | 137.3        |
| Profit           | 60,000                                                                      | 138.6        | 58,000                             | 134.0        |

#### ( 2 ) Sales by Product Category

( Millions of yen . % )

|                  | Original annual forecast of FY 2025<br>(The forecast announced on May 2025) |              | Revised annual forecast of FY 2025 |              |
|------------------|-----------------------------------------------------------------------------|--------------|------------------------------------|--------------|
|                  | Original forecast                                                           | Year on year | Revised forecast                   | Year on year |
| Dairy products   | 135,500                                                                     | 104.4        | 130,000                            | 100.2        |
| Beverages etc.   | 23,500                                                                      | 99.5         | 23,500                             | 99.5         |
| <b>Sub Total</b> | <b>159,000</b>                                                              | <b>103.7</b> | <b>153,500</b>                     | <b>100.1</b> |
| Cosmetics        | 7,300                                                                       | 103.4        | 7,300                              | 103.4        |
| Others           | 11,200                                                                      | 97.0         | 11,200                             | 97.0         |
| <b>Total</b>     | <b>177,500</b>                                                              | <b>103.2</b> | <b>172,000</b>                     | <b>100.0</b> |

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

(Thousands of bottles/day. %)

|                                 | Original annual forecast of FY 2025<br>(The forecast announced on May 2025) |              | Revised annual forecast of FY 2025 |              |
|---------------------------------|-----------------------------------------------------------------------------|--------------|------------------------------------|--------------|
|                                 | Original forecast                                                           | Year on year | Revised forecast                   | Year on year |
| New Yakult series               | 2,900                                                                       | 95.2         | 2,850                              | 93.6         |
| Yakult 400 series               | 1,700                                                                       | 91.5         | 1,680                              | 90.4         |
| Yakult 1000 product             | 2,100                                                                       | 107.2        | 1,950                              | 99.5         |
| Y1000 product                   | 1,200                                                                       | 114.2        | 1,170                              | 111.4        |
| Yakult 1000 series              | 3,300                                                                       | 109.6        | 3,120                              | 103.7        |
| Other Yakult products           | 100                                                                         | 141.3        | 60                                 | 84.8         |
| <b>Total for Yakult series</b>  | <b>8,000</b>                                                                | <b>100.2</b> | <b>7,710</b>                       | <b>96.6</b>  |
| Joie                            | 590                                                                         | 103.0        | 580                                | 101.3        |
| Mil-Mil series                  | 410                                                                         | 103.9        | 385                                | 97.6         |
| Sofuhl series                   | 605                                                                         | 104.8        | 585                                | 101.3        |
| <b>Total for fermented milk</b> | <b>1,605</b>                                                                | <b>103.9</b> | <b>1,550</b>                       | <b>100.3</b> |
| <b>Others</b>                   | <b>195</b>                                                                  | <b>129.8</b> | <b>170</b>                         | <b>113.1</b> |
| <b>Total</b>                    | <b>9,800</b>                                                                | <b>101.2</b> | <b>9,430</b>                       | <b>97.4</b>  |

## **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.

The information contained in these materials is not intended as a solicitation for investment. Furthermore, Yakult does not guarantee the accuracy of the contents of these materials. Yakult and the provider of these materials disclaim any responsibility for any loss or damage that should arise from the use of this information.