

**Supplementary Material on Consolidated Financial Results for the First
Nine Months of the Year Ending December 31, 2023**

<Results for the First Nine Months of the Year Ending December 31, 2023>

1. Summary of Consolidated Statement of Profit or Loss, Indices, etc.
2. Revenue Details
3. Profit Details
4. Summary of Consolidated Statement of Financial Position
5. Summary of Consolidated Statement of Cash Flows
6. Other Information

<Earnings Forecast for the Year Ending December 31, 2023>

1. Summary of Consolidated Statement of Profit or Loss, Indices, etc.
2. Revenue Details
3. Profit Details
4. Other Information

Suntory Beverage & Food Limited

November 10, 2023

<Results for the First Nine Months of the Year Ending December 31, 2023>

1. Summary of Consolidated Statement of Profit or Loss, Indices, etc.

(1) Summary of Consolidated Statement of Profit or Loss

(Billions of yen with fractional amounts rounded off)

	Nine months ended September 30, 2022		Nine months ended September 30, 2023		Increase (decrease)	
		Ratio to revenue		Ratio to revenue		
Revenue	1,081.4	100.0%	1,193.4	100.0%	112.0	10.4%
Gross profit	416.7	38.5%	446.2	37.4%	29.5	7.1%
Selling, general and administrative expenses	311.6	28.8%	328.8	27.5%	17.2	5.5%
Gain on investments accounted for using the equity method	0.2	0.0%	0.1	0.0%	(0.1)	(53.5)%
Other income	18.4	1.7%	2.3	0.2%	(16.1)	(87.3)%
Other expenses	8.7	0.8%	3.1	0.3%	(5.6)	(64.8)%
Operating income	115.0	10.6%	116.8	9.8%	1.8	1.6%
Finance income	1.4	0.1%	3.2	0.3%	1.8	128.2%
Finance costs	1.5	0.1%	2.4	0.2%	0.9	61.5%
Profit before tax for the period	114.8	10.6%	117.5	9.8%	2.7	2.3%
Income tax expense	32.7	3.0%	33.8	2.8%	1.1	3.3%
Profit for the period	82.1	7.6%	83.7	7.0%	1.6	1.9%
Profit for the period attributable to non-controlling interests	14.1	1.3%	16.5	1.4%	2.4	17.3%
Profit for the period attributable to owners of the Company	68.0	6.3%	67.2	5.6%	(0.9)	(1.3)%

(2) Other Indices

(Billions of yen)

		Nine months ended September 30, 2022		Nine months ended September 30, 2023		Increase (decrease)	
Depreciation		53.9		53.3		(0.6)	(1.0)%
Operating income	Operating margin	115.0	10.6%	116.8	9.8%	1.8	1.6%
EBITDA *1	EBITDA margin	158.5	14.7%	170.6	14.3%	12.1	7.6%

*1 EBITDA is calculated as operating income - other income + other expenses + depreciation.

	As at December 31, 2022	As at September 30, 2023	Increase (decrease)	
Total assets	1,783.3	1,937.5	154.2	8.6%
Total equity	1,060.1	1,183.1	123.0	11.6%
D/E ratio (Times) *2	(0.03)	(0.02)		

*2 D/E ratio is calculated as (interest-bearing debt - cash and cash equivalents ± valuation difference from adopting hedge accounting, etc.) / total equity.

(3) Exchange Rates for the Consolidation of Profit or Loss of the Major Overseas Companies

(Yen, average exchange rate)

	Nine months ended September 30, 2022	Nine months ended September 30, 2023
USD	128.4	138.3
EUR	136.1	149.8
GBP	160.7	172.3
SGD	93.2	103.1
THB	3.7	4.0
VND	0.0056	0.0058
NZD	82.7	85.3
AUD	90.6	92.4

2. Revenue Details

(Billions of yen with fractional amounts rounded off)

	Nine months ended September 30, 2022	Nine months ended September 30, 2023	Increase (decrease)		Increase (decrease) currency neutral	Reference
Japan	496.2	538.7	42.5	8.6%	–	
Asia Pacific	257.7	273.7	16.0	6.2%	0.5%	*
Europe	230.8	260.9	30.0	13.0%	4.1%	*
Americas	96.6	120.1	23.5	24.3%	15.4%	
Reconciliations	–	–	–	–	–	
Consolidation total	1,081.4	1,193.4	112.0	10.4%	6.3%	

* Due to the organizational changes, the Africa business, which was previously reported in the “Asia Pacific business,” has been reclassified to the “Europe business” from the “Asia Pacific business,” starting from the three months ended March 31, 2023. Accordingly, the information for the nine months ended September 30, 2022 is presented based on the reportable segments after the reclassification.

3. Profit Details

(1) EBITDA

(Billions of yen)

	Nine months ended September 30, 2022	Nine months ended September 30, 2023	Increase (decrease)		Increase (decrease) currency neutral	Reference
Japan	55.1	61.4	6.3	11.5%	–	
Asia Pacific	47.7	44.8	(2.9)	(6.0)%	(7.3)%	*1
Europe	46.3	52.5	6.3	13.5%	2.2%	*1
Americas	16.0	19.1	3.2	19.9%	11.3%	
Reconciliations	(6.5)	(7.3)	(0.8)	–	–	*2
Consolidation total	158.5	170.6	12.1	7.6%	3.1%	

*1 Due to the organizational changes, the Africa business, which was previously reported in the “Asia Pacific business,” has been reclassified to the “Europe business” from the “Asia Pacific business,” starting from the three months ended March 31, 2023. Accordingly, the information for the nine months ended September 30, 2022 is presented based on the reportable segments after the reclassification.

*2 “Reconciliations” to segment EBITDA represents overhead costs incurred by the Company to manage the Group’s operations and is not allocated to each reportable segment.

(2) Segment Profit

(Billions of yen)

	Nine months ended September 30, 2022	Nine months ended September 30, 2023	Increase (decrease)		Increase (decrease) currency neutral	Reference
Japan	28.6	37.3	8.7	30.3%	–	
Asia Pacific	46.8	32.3	(14.5)	(31.0)%	(33.9)%	*1
Europe	35.6	41.8	6.1	17.2%	7.7%	*1
Americas	12.6	15.1	2.5	20.2%	11.6%	
Reconciliations	(8.7)	(9.7)	(1.0)	–	–	*2
Consolidation total	115.0	116.8	1.8	1.6%	(3.4)%	

*1 Due to the organizational changes, the Africa business, which was previously reported in the “Asia Pacific business,” has been reclassified to the “Europe business” from the “Asia Pacific business,” starting from the three months ended March 31, 2023. Accordingly, the information for the nine months ended September 30, 2022 is presented based on the reportable segments after the reclassification.

*2 “Reconciliations” to segment profit represents overhead costs incurred by the Company to manage the Group’s operations and is not allocated to each reportable segment.

(3) Breakdown of Increase (Decrease) in Segment Profit for Japan Business Segment

(Billions of yen)

Segment profit for the nine months ended September 30, 2022, Actual	28.6
Increase in revenue	42.5
Increase in cost of goods sold	(30.3)
Increase in sales promotion and advertising costs	(2.1)
Increase in other expenses	(1.4)
Segment profit for the nine months ended September 30, 2023, Actual	37.3

4. Summary of Consolidated Statement of Financial Position

(Billions of yen with fractional amounts rounded off)

	As at December 31, 2022	As at September 30, 2023	Increase (decrease)	Reference
Cash and cash equivalents	200.6	147.9	(52.8)	
Trade and other receivables	271.0	364.6	93.6	*1
Other financial assets	3.1	3.2	0.1	
Inventories	106.1	122.3	16.2	
Other current assets	25.6	28.3	2.8	
Current assets	606.4	666.3	59.9	
Property, plant and equipment	381.5	407.1	25.6	*2
Right-of-use assets	48.8	51.5	2.6	
Goodwill	264.6	278.8	14.3	*2
Intangible assets	452.4	501.9	49.5	*2
Investments accounted for using the equity method	1.3	1.8	0.4	
Other financial assets	14.8	14.8	0.0	
Deferred tax assets	6.4	5.4	(1.0)	
Other non-current assets	7.1	9.9	2.8	
Non-current assets	1,177.0	1,271.3	94.3	
Total assets	1,783.3	1,937.5	154.2	
Bonds and borrowings	58.0	52.2	(5.8)	
Trade and other payables	384.4	457.5	73.2	*1
Other financial liabilities	34.0	24.0	(10.0)	
Accrued income taxes	18.1	17.8	(0.3)	
Provisions	1.4	1.4	(0.0)	
Other current liabilities	8.3	8.6	0.3	
Current liabilities	504.2	561.5	57.4	
Bonds and borrowings	64.8	25.0	(39.8)	*3
Other financial liabilities	45.0	44.8	(0.2)	
Post-employment benefit liabilities	13.7	14.9	1.2	
Provisions	5.7	6.0	0.3	
Deferred tax liabilities	84.9	95.6	10.7	
Other non-current liabilities	5.0	6.7	1.7	
Non-current liabilities	219.1	192.9	(26.2)	
Total liabilities	723.2	754.5	31.2	
Total equity attributable to owners of the Company	965.2	1,083.0	117.8	
Non-controlling interests	94.9	100.1	5.2	
Total equity	1,060.1	1,183.1	123.0	
Total liabilities and equity	1,783.3	1,937.5	154.2	

*1 The increase is mainly due to the impact of seasonal fluctuations on December 31 and September 30.

*2 The increase is mainly due to the impact of foreign exchange.

*3 The decrease is mainly due to the impact of repayments of long-term borrowings.

5. Summary of Consolidated Statement of Cash Flows

(Billions of yen with fractional amounts rounded off)

	Nine months ended September 30, 2022	Nine months ended September 30, 2023	Increase (decrease)
Profit before tax for the period	114.8	117.5	2.7
Depreciation and amortization	53.9	53.3	(0.6)
Loss (gain) on sales of shares of subsidiaries	(16.0)	(0.2)	15.8
Other	(21.4)	(74.6)	(53.2)
Cash flows from operating activities	131.3	96.0	(35.3)
Payments for capital expenditures	(40.9)	(50.8)	(9.9)
Proceeds from sale of businesses	–	0.6	0.6
Proceeds from sale of subsidiaries	17.8	–	(17.8)
Other	(0.7)	0.4	1.1
Cash flows from investing activities	(23.7)	(49.8)	(26.1)
Increase (decrease) in interest-bearing debt	(48.6)	(59.4)	(10.7)
Dividends paid to owners of the Company	(24.1)	(25.0)	(0.9)
Dividends paid to non-controlling interests	(13.0)	(20.7)	(7.7)
Cash flows from financing activities	(85.7)	(105.0)	(19.4)
Net increase (decrease) in cash and cash equivalents	21.9	(58.9)	(80.7)
Effects of exchange rate changes	8.6	6.1	(2.5)

6. Other Information

<Sales Volume of Major Brands in Japan Business> * Sales volume on a delivered basis

(Million cases)

	Nine months ended September 30, 2022		Nine months ended September 30, 2023	
	Actual	Increase (decrease)	Actual	Increase (decrease)
<i>Suntory Tennensui</i>	102.2	12%	108.6	6%
<i>Boss</i>	77.1	(0)%	75.3	(2)%
<i>Iyemon</i>	47.7	7%	42.9	(10)%
<i>GREEN DA•KA•RA</i>	40.5	19%	42.3	5%
<i>Suntory Oolong Tea</i>	11.3	3%	11.9	5%
<i>PEPSI</i>	13.3	11%	13.6	2%
FOSHU drinks and functional beverages	23.6	55%	29.6	25%
Total	344.5	9%	351.0	2%

* The portions of the sales volume supplied from other soft drink manufacturers such as Japan Beverage Holdings Inc. are not included in the above figures.

<Sales Volume of Major Brands in Europe Business>

(Million liters)

	Nine months ended September 30, 2022		Nine months ended September 30, 2023	
	Actual	Increase (decrease)	Actual	Increase (decrease)
<i>Oasis (France)</i>	254	16%	256	1%
<i>Schweppes (France)</i>	158	16%	147	(7)%
<i>Orangina (France)</i>	150	13%	146	(3)%
<i>Lucozade (UK, Ireland)</i>	321	7%	331	3%
<i>Ribena (UK, Ireland)</i>	68	(2)%	64	(6)%
<i>Schweppes (Spain, Portugal)</i>	106	18%	105	(1)%

<Earnings Forecast for the Year Ending December 31, 2023>

1. Summary of Consolidated Statement of Profit or Loss, Indices, etc.

(1) Summary of Consolidated Statement of Profit or Loss

(Billions of yen with fractional amounts rounded off)

	Year ended December 31, 2022, Actual		Year ending December 31, 2023, Forecast		Changes from previous forecast (February 13)	Increase (decrease)	
		Ratio to revenue		Ratio to revenue			
Revenue	1,450.4	100.0%	1,600.0	100.0%	68.5	149.6	10.3%
Gross profit	552.5	38.1%	591.0	36.9%	26.0	38.5	7.0%
Selling, general and administrative expenses	420.2	29.0%	450.0	28.1%	20.5	29.8	7.1%
Gain on investments accounted for using the equity method	0.4	0.0%	0.1	0.0%	(0.4)	(0.3)	–
Other income	19.4	1.3%	3.0	0.2%	–	(16.4)	(84.5)%
Other expenses	12.4	0.9%	4.1	0.3%	(0.4)	(8.3)	(66.9)%
Operating income	139.7	9.6%	140.0	8.8%	5.5	0.3	0.2%
Finance income	1.6	0.1%	3.5	0.2%	2.0	1.9	114.8%
Finance costs	2.0	0.1%	3.0	0.2%	0.5	1.0	48.0%
Profit before tax	139.3	9.6%	140.5	8.8%	7.0	1.2	0.9%
Income tax expense	38.2	2.6%	40.5	2.5%	2.5	2.3	6.0%
Profit for the year	101.1	7.0%	100.0	6.3%	4.5	(1.1)	(1.1)%
Profit for the year attributable to non-controlling interests	18.8	1.3%	22.5	1.4%	2.5	3.7	19.8%
Profit for the year attributable to owners of the Company	82.3	5.7%	77.5	4.8%	2.0	(4.8)	(5.9)%

(2) Other Indices

(Billions of yen)

	Year ended December 31, 2022, Actual		Year ending December 31, 2023, Forecast		Changes from previous forecast (February 13)	Increase (decrease)	
Depreciation	70.8		72.0		–	1.2	1.7%
Operating income	139.7		140.0		5.5	0.3	0.2%
Profit for the year attributable to owners of the Company	82.3		77.5		2.0	(4.8)	(5.9)%
EBITDA *1	202.6	14.0%	213.0	13.3%	5.0	10.4	5.1%

*1 EBITDA is calculated as operating income - other income + other expenses + depreciation.

EPS (Yen)	266.40	250.81
Operating margin	9.6%	8.8%
ROE	9.0%	7.4%
Dividend payout ratio *2	30.0%	31.9%

*2 Dividend payout ratio for each year is calculated by dividing, for each year, total cash dividends by profit for the year attributable to owners of the Company.

	As at December 31, 2022 Actual	As at December 31, 2023 Forecast	Changes from previous forecast (February 13)	Increase (decrease)	
Total assets	1,783.3	1,902.0	109.5	118.7	6.7%
Total equity	1,060.1	1,204.0	92.0	143.9	13.6%
Capital expenditures	65.4	93.0	(12.0)	27.6	42.3%
D/E ratio (Times) *3	(0.03)	(0.02)	(0.02)		

*3 D/E ratio is calculated as (interest-bearing debt - cash and deposits ± valuation difference from adopting hedge accounting, etc.) / total equity.

(3) Exchange Rates for the Consolidation of Profit or Loss of the Major Overseas Companies

(Yen, average exchange rate)

	Year ended December 31, 2022, Actual	Year ending December 31, 2023, Revised forecast	Previous forecast (February 13)
USD	131.7	141.0	130.0
EUR	138.2	152.0	141.0
GBP	162.0	175.0	160.0
SGD	95.4	105.0	98.0
THB	3.8	4.0	3.9
VND	0.0056	0.0059	0.0056
NZD	83.3	86.0	84.0
AUD	91.2	93.0	91.0

2. Revenue Details

(Billions of yen with fractional amounts rounded off)

	Year ended December 31, 2022, Actual	Year ending December 31, 2023, Forecast	Changes from previous forecast (February 13)	Increase (decrease)		Increase (decrease) currency neutral	Reference
Japan	653.2	704.0	15.5	50.8	7.8%	–	
Asia Pacific	352.6	379.0	(3.5)	26.4	7.5%	1.9%	*
Europe	299.1	342.0	28.5	42.9	14.3%	5.2%	*
Americas	145.5	175.0	28.0	29.5	20.3%	12.2%	
Reconciliations	–	–	–	–	–	–	
Consolidation total	1,450.4	1,600.0	68.5	149.6	10.3%	6.2%	

* Due to the organizational changes, the Africa business, which was previously reported in the “Asia Pacific business,” has been reclassified to the “Europe business” from the “Asia Pacific business,” starting from the year ending December 31, 2023. In addition, the information for the year ended December 31, 2022 is presented based on the reportable segments after the reclassification.

3. Profit Details

(1) EBITDA

(Billions of yen)

	Year ended December 31, 2022, Actual	Year ending December 31, 2023, Forecast	Changes from previous forecast (February 13)	Increase (decrease)		Increase (decrease) currency neutral	Reference
Japan	68.3	72.0	4.2	3.7	5.4%	–	
Asia Pacific	64.1	61.0	(7.5)	(3.1)	(4.8)%	(7.9)%	*1
Europe	55.2	65.5	7.3	10.3	18.7%	8.7%	*1
Americas	23.8	27.0	3.2	3.2	13.4%	5.9%	
Reconciliations	(8.8)	(12.5)	(2.2)	(3.7)	–	–	*2
Consolidation total	202.6	213.0	5.0	10.4	5.1%	0.7%	

*1 Due to the organizational changes, the Africa business, which was previously reported in the “Asia Pacific business,” has been reclassified to the “Europe business” from the “Asia Pacific business,” starting from the year ending December 31, 2023. In addition, the information for the year ended December 31, 2022 is presented based on the reportable segments after the reclassification.

*2 “Reconciliations” to segment EBITDA represents overhead costs incurred by the Company to manage the Group’s operations and is not allocated to each reportable segment.

(2) Segment Profit

(Billions of yen)

	Year ended December 31, 2022, Actual	Year ending December 31, 2023, Forecast	Changes from previous forecast (February 13)	Increase (decrease)		Increase (decrease) currency neutral	Reference
Japan	33.4	40.0	6.6	6.6	19.7%	–	
Asia Pacific	57.7	43.5	(6.5)	(14.2)	(24.7)%	(27.0)%	*1
Europe	42.1	50.5	4.5	8.4	19.9%	8.3%	*1
Americas	18.2	21.5	3.3	3.3	18.1%	10.1%	
Reconciliations	(11.8)	(15.5)	(2.4)	(3.7)	–	–	*2
Consolidation total	139.7	140.0	5.5	0.3	0.2%	(4.8)%	

*1 Due to the organizational changes, the Africa business, which was previously reported in the “Asia Pacific business,” has been reclassified to the “Europe business” from the “Asia Pacific business,” starting from the year ending December 31, 2023. In addition, the information for the year ended December 31, 2022 is presented based on the reportable segments after the reclassification.

*2 “Reconciliations” to segment profit represents overhead costs incurred by the Company to manage the Group’s operations and is not allocated to each reportable segment.

(3) Breakdown of Increase (Decrease) in Segment Profit for Japan Business Segment

		(Billions of yen)
		Changes from previous forecast (February 13)
Segment profit for the year ended December 31, 2022, Actual	33.4	
Increase in revenue	51.2	15.9
Increase in cost of goods sold	(35.2)	(6.7)
Increase in sales promotion and advertising costs	(6.2)	(2.5)
Increase in other expenses	(3.2)	(0.1)
Segment profit for the year ending December 31, 2023, Forecast	40.0	6.6

4. Other Information

<Sales Volume of Major Brands in Japan Business> * Sales volume on a delivered basis

(Million cases)					
	Year ended December 31, 2022		Year ending December 31, 2023		Changes from previous forecast (February 13)
	Actual	Increase (decrease)	Forecast	Increase (decrease)	
<i>Suntory Tennensui</i>	129.8	8%	138.0	6%	5.8
<i>Boss</i>	104.3	(1)%	102.0	(2)%	0.0
<i>Iyemon</i>	61.7	4%	57.3	(7)%	(5.5)
<i>GREEN DA•KA•RA</i>	48.4	15%	50.0	3%	2.3
<i>Suntory Oolong Tea</i>	14.8	1%	15.2	3%	0.2
<i>PEPSI</i>	17.4	7%	17.5	1%	0.5
FOSHU drinks and functional beverages	32.6	62%	39.0	20%	(8.2)
Total	444.7	6%	452.0	2%	7.0

* The portions of the sales volume supplied from other soft drink manufacturers such as Japan Beverage Holdings Inc. are not included in the above figures.