



ONE
TEAM
IN SBF

OCEANIA

Jonathan Moss

Chief Executive Officer
Fruco Suntory Group

ASIA

Kazuhiro Saito

Chief Executive Officer
Suntory Beverage & Food Asia

Saburo Kogo

President and CEO
Suntory Beverage & Food Limited

EUROPE

Stanislas De Gramont

Chief Executive Officer
Suntory Beverage & Food Europe

JAPAN

Josuke Kimura

Division Chief Executive Officer
Japan Business Division
Suntory Beverage & Food Limited

AMERICAS

Paul Finney

President and Chief Executive Officer
Pepsi Bottling Ventures

We Are a Soft Drink Company with a Globally Integrated Platform in Five Key Regions

2017 Financial Digest

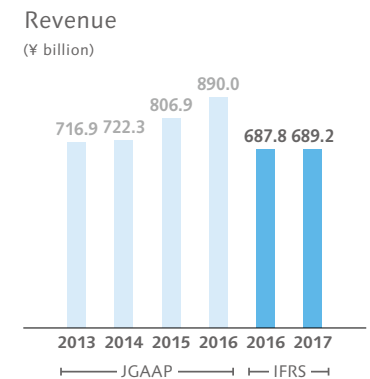
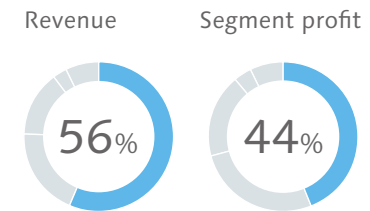
Revenue
¥1,234.0 billion
 → +2.1% YoY

Operating income
¥118.0 billion
 → +5.4% YoY

Profit for the year attributable to owners of the Company
¥78.1 billion
 → +9.2% YoY

JAPAN

Revenue
¥689.2 billion



MAJOR BRANDS

- Suntory Tennensui
- Boss
- Suntory Green Tea Iyemon
- Suntory Iyemon Tokucha (FOSHU*)
- Suntory Oolong Tea
- Green DAKARA
- Pepsi
- Orangina
- C.C. Lemon
- Natchan!
- Suntory Black Oolong Tea (FOSHU*)

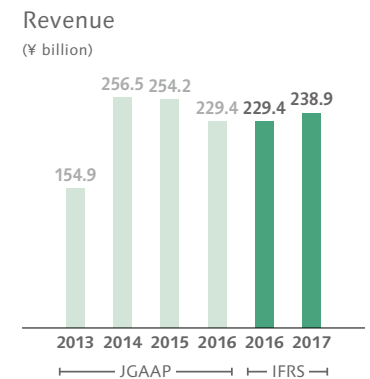
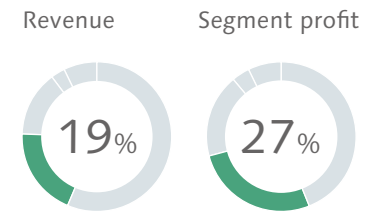
MAJOR COUNTRY FOR SALES

- Japan

* certified as a Food for Specified Health Uses

EUROPE

Revenue
¥238.9 billion



MAJOR BRANDS

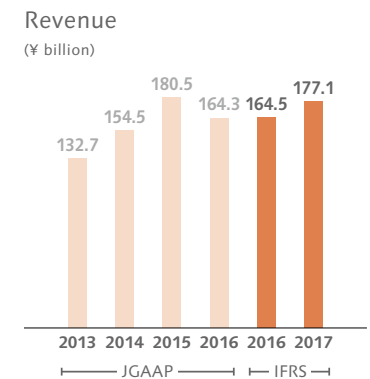
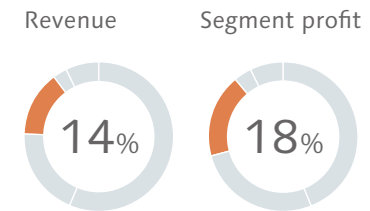
- Orangina
- Oasis
- Lucozade
- Ribena
- Schweppes

MAJOR COUNTRIES FOR SALES

- France
- U.K.
- Spain
- Africa

ASIA

Revenue
¥177.1 billion



MAJOR BRANDS

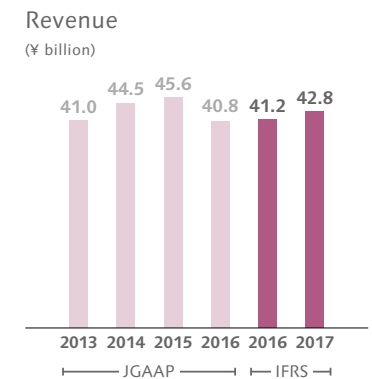
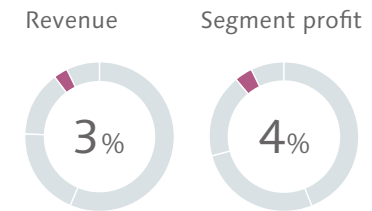
- BRAND'S Essence of Chicken
- Sting
- TEA+
- Okky
- MYTEA

MAJOR COUNTRIES FOR SALES

- Thailand
- Vietnam
- Indonesia

OCEANIA

Revenue
¥42.8 billion



MAJOR BRANDS

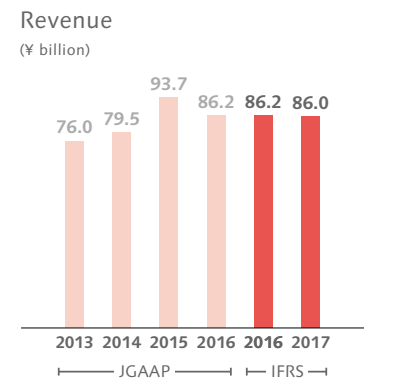
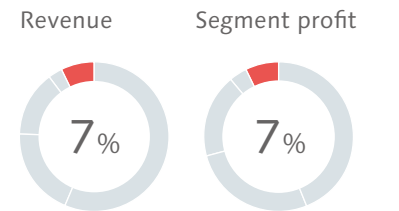
- V Energy
- Just Juice
- Maximus
- Mizone
- Okky
- OVI

MAJOR COUNTRIES FOR SALES

- New Zealand
- Australia

AMERICAS

Revenue
¥86.0 billion



MAJOR BRANDS

- Mountain Dew
- Pepsi
- Aquafina
- Nature's Twist

MAJOR COUNTRY FOR SALES

- U.S.