

**Supplementary Material on Consolidated Financial Results for the First Six Months of the Fiscal Year Ending December 31, 2013**

<Results for the First Six Months of the Fiscal Year Ending December 31, 2013>

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**Suntory Beverage & Food Limited**

**August 6, 2013**

<Results for the First Six Months of the Fiscal Year Ending December 31, 2013>

**1. Summary of Consolidated Statements of Income, Indices, etc.**

(1) Summary of Consolidated Statements of Income

(Billions of yen with fractional amounts rounded off)

|   | Six months ended<br>June 30, 2012, Actual |           | Six months ended<br>June 30, 2013, Actual |           | Increase (decrease) |        |
|---|---|-----------|---|-----------|---------------------|--------|
|   |   | Breakdown |   | Breakdown |                     |        |
| Net sales   | 467.3                                     | 100.0%    | 518.0                                     | 100.0%    | 50.7                | 10.8%  |
| Gross profit                                      | 259.5                                     | 55.5%     | 288.2                                     | 55.6%     | 28.7                | 11.1%  |
| Selling, general and administrative expenses      | 237.6                                     | 50.8%     | 260.6                                     | 50.3%     | 23.0                | 9.7%   |
| Operating income                                  | 21.9                                      | 4.7%      | 27.6                                      | 5.3%      | 5.7                 | 25.9%  |
| Non-operating income                              | 0.9                                       | 0.2%      | 0.9                                       | 0.2%      | (0.0)               | (2.7)% |
| Non-operating expenses                            | 2.9                                       | 0.6%      | 3.4                                       | 0.7%      | 0.5                 | 17.1%  |
| Ordinary income                                   | 20.0                                      | 4.3%      | 25.2                                      | 4.9%      | 5.2                 | 25.9%  |
| Extraordinary income                              | 0.4                                       | 0.1%      | 3.4                                       | 0.7%      | 3.1                 | 863.7% |
| Extraordinary loss                                | 2.0                                       | 0.4%      | 3.0                                       | 0.6%      | 1.0                 | 48.1%  |
| Income before income taxes and minority interests | 18.3                                      | 3.9%      | 25.6                                      | 4.9%      | 7.3                 | 39.6%  |
| Income taxes                                      | 10.6                                      | 2.3%      | 11.3                                      | 2.2%      | 0.7                 | 6.7%   |
| Minority interests in net income                  | 1.6                                       | 0.3%      | 2.3                                       | 0.4%      | 0.7                 | 41.7%  |
| Net income  | 6.1                                       | 1.3%      | 12.0                                      | 2.3%      | 5.9                 | 95.7%  |

(2) Other Indices

(Billions of yen)

|  |               | Six months ended<br>June 30, 2012, Actual |       | Six months ended<br>June 30, 2013, Actual |       | Increase (decrease) |       |
|--|---------------|---|-------|---|-------|---------------------|-------|
| Depreciation and amortization                    |               | 17.5                                      |       | 21.1                                      |       | 3.6                 | 20.6% |
| Amortization of goodwill                         |               | 10.1                                      |       | 11.4                                      |       | 1.4                 | 13.5% |
| Operating income before amortization of goodwill |               | 32.0                                      |       | 39.0                                      |       | 7.1                 | 22.0% |
| Net income before amortization of goodwill       |               | 16.2                                      |       | 23.4                                      |       | 7.2                 | 44.6% |
| EBITDA*1   | EBITDA margin | 49.5                                      | 10.6% | 60.1                                      | 11.6% | 10.7                | 21.5% |

\*1: EBITDA is Operating income plus Depreciation and amortization, and Amortization of goodwill.

|                  |                                 |      |      |
|------------------|---------------------------------|------|------|
| Operating margin | Before amortization of goodwill | 6.8% | 7.5% |
|                  | After amortization of goodwill  | 4.7% | 5.3% |

|                      | As of December 31, 2012, Actual | As of June 30, 2013, Actual | Increase (decrease) |       |
|----------------------|---------------------------------|-----------------------------|---------------------|-------|
| Total assets         | 844.5                           | 995.8                       | 151.3               | 17.9% |
| Total equity         | 204.3                           | 249.9                       | 45.7                | 22.4% |
| D/E ratio (Times) *2 | 1.5                             | 1.4                         |                     |       |

\*2: D/E ratio: (Interest-bearing debt - Cash and cash equivalents) / Total equity

|                      | Six months ended<br>June 30, 2012, Actual | Six months ended<br>June 30, 2013, Actual | Increase (decrease) |      |
|----------------------|---|---|---------------------|------|
| Capital expenditures | 25.9                                      | 28.1                                      | 2.2                 | 8.5% |

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

(Yen average exchange rate)

|     | Six months ended<br>June 30, 2012, Actual | Six months ended<br>June 30, 2013, Actual |
|-----|---|---|
| USD | 79.8                                      | 95.7                                      |
| EUR | 103.5                                     | 125.6                                     |
| SGD | 63.2                                      | 77.0                                      |
| NZD | 64.2                                      | 79.2                                      |
| AUD | 82.4                                      | 97.0                                      |
| IDR | 0.0088                                    | 0.0099                                    |

## 2. Sales Details

(Billions of yen with fractional amounts rounded off)

|                     | Six months ended<br>June 30, 2012, Actual | Six months ended<br>June 30, 2013, Actual | Increase (decrease) |       | Reference |
|---------------------|---|---|---------------------|-------|-----------|
| Japan               | 321.6                                     | 331.5                                     | 9.9                 | 3.1%  |           |
| Europe              | 62.9                                      | 74.1                                      | 11.2                | 17.8% | *1        |
| Oceania             | 15.5                                      | 19.7                                      | 4.1                 | 26.5% |           |
| Asia                | 36.5                                      | 56.5                                      | 20.1                | 55.0% | *2        |
| Americas            | 30.8                                      | 36.2                                      | 5.4                 | 17.6% |           |
| Overseas            | 145.7                                     | 186.5                                     | 40.8                | 28.0% |           |
| Reconciliations     | -   | -   | -                   | -     |           |
| Consolidation total | 467.3                                     | 518.0                                     | 50.7                | 10.8% |           |

\*1 The main factor in the increase is the impact of foreign exchange rates at foreign subsidiaries

\*2 The main factor in the increase is the impact of the start of the beverage business in Vietnam at a joint venture with PepsiCo, Inc. in April 2013

## 3. Profit Details

### (1) EBITDA

(Billions of yen)

|                     | Six months ended<br>June 30, 2012, Actual | Six months ended<br>June 30, 2013, Actual | Increase (decrease) |       | Reference |
|---------------------|---|---|---------------------|-------|-----------|
| Japan               | 26.1                                      | 31.5                                      | 5.4                 | 20.8% |           |
| Europe              | 12.2                                      | 13.8                                      | 1.5                 | 12.3% |           |
| Oceania             | 2.6                                       | 2.9                                       | 0.3                 | 13.2% |           |
| Asia                | 4.4                                       | 7.0                                       | 2.5                 | 57.3% | *3        |
| Americas            | 4.2                                       | 5.0                                       | 0.9                 | 20.7% |           |
| Overseas            | 23.4                                      | 28.6                                      | 5.2                 | 22.4% |           |
| Reconciliations     | -   | -   | -                   | -     |           |
| Consolidation total | 49.5                                      | 60.1                                      | 10.7                | 21.5% |           |

\*3 The main factor in the increase is the impact of the start of the beverage business in Vietnam at a joint venture with PepsiCo, Inc. in April 2013

## (2) Segment Profit

(Billions of yen)

|                     | Six months ended<br>June 30, 2012, Actual | Six months ended<br>June 30, 2013, Actual | Increase (decrease) |       | Reference |
|---------------------|---|---|---------------------|-------|-----------|
| Japan               | 12.8                                      | 16.9                                      | 4.1                 | 32.0% |           |
| Europe              | 10.6                                      | 11.5                                      | 0.9                 | 8.7%  |           |
| Oceania             | 2.1                                       | 2.3                                       | 0.2                 | 11.2% |           |
| Asia                | 3.5                                       | 4.7                                       | 1.2                 | 34.3% |           |
| Americas            | 3.0                                       | 3.6                                       | 0.6                 | 19.8% |           |
| Overseas            | 19.2                                      | 22.2                                      | 3.0                 | 15.4% |           |
| Reconciliations     | (10.1)                                    | (11.4)                                    | (1.4)               | -     | *4        |
| Consolidation total | 21.9                                      | 27.6                                      | 5.7                 | 25.9% |           |

\*4 The reconciliations of segment profit represent amortization of goodwill unallocated to each reportable segment.

## (3) Ordinary Income and Net Income

(Billions of yen with fractional amounts rounded off)

|                                  | Six months ended<br>June 30, 2012, Actual | Six months ended<br>June 30, 2013, Actual | Increase (decrease) |        | Reference |
|----------------------------------|---|---|---------------------|--------|-----------|
| Non-operating income             | 0.9                                       | 0.9                                       | (0.0)               | (2.7)% |           |
| Non-operating expenses           | 2.9                                       | 3.4                                       | 0.5                 | 17.1%  |           |
| Ordinary income                  | 20.0                                      | 25.2                                      | 5.2                 | 25.9%  |           |
| Extraordinary income             | 0.4                                       | 3.4                                       | 3.1                 | 863.7% | *5        |
| Extraordinary loss               | 2.0                                       | 3.0                                       | 1.0                 | 48.1%  |           |
| Income taxes                     | 10.6                                      | 11.3                                      | 0.7                 | 6.7%   |           |
| Minority interests in net income | 1.6                                       | 2.3                                       | 0.7                 | 41.7%  |           |
| Net income                       | 6.1                                       | 12.0                                      | 5.9                 | 95.7%  |           |

\*5 The main factors in the increase are the impact of restructuring of subsidiaries in the Americas and insurance income connected with flooding that occurred in Thailand in 2011

#### 4. Summary of Consolidated Balance Sheets

(Billions of yen with fractional amounts rounded off)

|   | As of<br>December 31, 2012,<br>Actual | As of<br>June 30, 2013,<br>Actual | Increase (decrease) | Reference  |
|---|---------------------------------------|-----------------------------------|---------------------|------------|
| Cash and cash equivalents                     | 26.1                                  | 38.4                              | 12.3                |            |
| Notes and accounts receivable–trade           | 114.5                                 | 148.9                             | 34.4                | *6         |
| Inventories                                   | 44.8                                  | 64.7                              | 20.0                | *6         |
| Other   | 33.6                                  | 45.4                              | 11.8                |            |
| <b>Current assets</b>                         | <b>218.9</b>                          | <b>297.4</b>                      | <b>78.5</b>         |            |
| Machinery, equipment, and other               | 84.0                                  | 101.6                             | 17.6                | *11        |
| Other   | 151.3                                 | 169.4                             | 18.1                | *11        |
| <b>Property, plant and equipment</b>          | <b>235.3</b>                          | <b>271.0</b>                      | <b>35.7</b>         | <b>*11</b> |
| Goodwill                                      | 349.9                                 | 370.3                             | 20.4                | *7         |
| Other   | 10.2                                  | 21.8                              | 11.6                |            |
| <b>Intangible fixed assets</b>                | <b>360.1</b>                          | <b>392.1</b>                      | <b>32.0</b>         |            |
| Investments and other assets                  | 30.0                                  | 35.0                              | 5.0                 |            |
| <b>Noncurrent assets</b>                      | <b>625.5</b>                          | <b>698.1</b>                      | <b>72.7</b>         |            |
| Deferred assets                               | 0.1                                   | 0.2                               | 0.1                 |            |
| <b>Total</b>                                  | <b>844.5</b>                          | <b>995.8</b>                      | <b>151.3</b>        |            |
| Notes and accounts payable–trade              | 93.5                                  | 114.4                             | 20.9                | *6         |
| Interest-bearing debt                         | 311.2                                 | 219.2                             | (92.0)              | *8         |
| Other   | 132.5                                 | 169.6                             | 37.1                |            |
| <b>Current liabilities</b>                    | <b>537.2</b>                          | <b>503.2</b>                      | <b>(34.0)</b>       |            |
| Interest-bearing debt                         | 30.5                                  | 162.4                             | 131.9               | *9         |
| Other   | 72.5                                  | 80.2                              | 7.7                 |            |
| <b>Long-term liabilities</b>                  | <b>103.0</b>                          | <b>242.6</b>                      | <b>139.6</b>        |            |
| <b>Total liabilities</b>                      | <b>640.2</b>                          | <b>745.8</b>                      | <b>105.6</b>        |            |
| Shareholders' equity                          | 207.0                                 | 206.3                             | (0.7)               |            |
| Accumulated other comprehensive income (loss) | (16.7)                                | 14.1                              | 30.8                | *10        |
| Minority interests                            | 13.9                                  | 29.5                              | 15.6                | *11        |
| <b>Total equity</b>                           | <b>204.3</b>                          | <b>249.9</b>                      | <b>45.7</b>         |            |
| <b>Total</b>                                  | <b>844.5</b>                          | <b>995.8</b>                      | <b>151.3</b>        |            |

\*6 The main factors in the increase are due to seasonal fluctuations on December 31 and June 30

\*7 The main factor in the increase is the impact of foreign exchange rates at foreign subsidiaries

\*8 The main factor in the decrease is a decline in short-term borrowings due to a transfer of borrowings from Suntory Holdings to external borrowings (long-term)

\*9 The main factor in the increase is a rise in long-term debt due to a transfer of borrowings from Suntory Holdings (short-term) to external borrowings

\*10 The main factor in the increase is an increase in foreign currency translation adjustments

\*11 The main factor in the increase is the impact of the start of the beverage business in Vietnam at a joint venture with PepsiCo, Inc. in April 2013

## 5. Summary of Consolidated Statements of Cash Flows

(Billions of yen with fractional amounts rounded off)

|   | Six months ended<br>June 30, 2012, Actual | Six months ended<br>June 30, 2013, Actual | Increase (decrease) |
|---|---|---|---------------------|
| Income before income taxes and minority interests | 18.3                                      | 25.6                                      | 7.3                 |
| Depreciation and amortization                     | 17.5                                      | 21.1                                      | 3.6                 |
| Amortization of goodwill                          | 10.1                                      | 11.4                                      | 1.4                 |
| Other, net  | (24.2)                                    | (24.8)                                    | (0.6)               |
| Net cash provided by operating activities         | 21.7                                      | 33.3                                      | 11.6                |
| Capital expenditures                              | (23.1)                                    | (26.2)                                    | (3.2)               |
| Other, net  | (1.1)                                     | (12.8)                                    | (11.7)              |
| Net cash used in investing activities             | (24.1)                                    | (39.0)                                    | (14.9)              |
| Increase in interest-bearing debt                 | 14.9                                      | 29.7                                      | 14.7                |
| Cash dividends                                    | (11.8)                                    | (13.6)                                    | (1.8)               |
| Other, net  | (0.6)                                     | (0.8)                                     | (0.2)               |
| Net cash provided by financing activities         | 2.5                                       | 15.3                                      | 12.8                |
| Foreign currency translation adjustments          | 0.5                                       | 2.8                                       | 2.3                 |
| Net increase in cash and cash equivalents         | 0.5                                       | 12.3                                      | 11.8                |

## 6. Other Information

<Sales Volume in Japan by Product Category>

(Million cases)

|                                | Six months ended June 30, 2012 |                     | Six months ended June 30, 2013 |                     |
|--------------------------------|--------------------------------|---------------------|--------------------------------|---------------------|
|                                | Actual                         | Increase (decrease) | Actual                         | Increase (decrease) |
| RTD coffee                     | 39.2                           | 10%                 | 39.4                           | 0%                  |
| RTD tea (excl. RTD black tea)  | 42.2                           | 4%                  | 45.9                           | 9%                  |
| Mineral water                  | 30.7                           | 3%                  | 33.1                           | 8%                  |
| Cola drinks                    | 12.9                           | (11)%               | 14.7                           | 14%                 |
| Carbonates (excl. cola drinks) | 19.4                           | 39%                 | 20.0                           | 3%                  |
| Fruit juices                   | 11.5                           | 13%                 | 9.5                            | (18)%               |
| Functional drinks              | 8.7                            | (0)%                | 9.8                            | 13%                 |
| RTD black tea                  | 5.9                            | (4)%                | 5.0                            | (14)%               |
| Others                         | 11.1                           | 4%                  | 13.1                           | 18%                 |
| Total                          | 181.6                          | 6%                  | 190.5                          | 5%                  |

## <Earnings Forecasts for the Fiscal Year Ending December 31, 2013>

### 1. Summary of Consolidated Statements of Income, Indices, etc.

#### (1) Summary of Consolidated Statements of Income

(Billions of yen with fractional amounts rounded off)

|   | Fiscal year ended<br>December 31, 2012, Actual |           | Fiscal year ending<br>December 31, 2013, Forecast |           | Increase (decrease) |          |
|---|--|-----------|---|-----------|---------------------|----------|
|   |  | Breakdown |   | Breakdown |                     |          |
| Net sales   | 992.2  | 100.0%    | 1,130.0   | 100.0%    | 137.8               | 13.9%    |
| Gross profit                                      | 548.5  | 55.3%     | 618.0   | 54.7%     | 69.5                | 12.7%    |
| Selling, general and administrative expenses      | 490.1  | 49.4%     | 543.0   | 48.1%     | 52.9                | 10.8%    |
| Operating income                                  | 58.4   | 5.9%      | 75.0  | 6.6%      | 16.6                | 28.3%    |
| Non-operating income (loss)                       | (4.4)  | 0.4%      | (6.0)   | 0.5%      | (1.6)               | 36.0%    |
| Ordinary income                                   | 54.0   | 5.4%      | 69.0  | 6.1%      | 15.0                | 27.7%    |
| Extraordinary income (loss)                       | (0.2)  | 0.0%      | (3.0)   | 0.3%      | (2.8)               | 1,628.6% |
| Income before income taxes and minority interests | 53.9   | 5.4%      | 66.0  | 5.8%      | 12.1                | 22.5%    |
| Income taxes                                      | 27.0   | 2.7%      | 27.0  | 2.4%      | (0.0)               | (0.1)%   |
| Minority interests in net income                  | 3.4  | 0.3%      | 4.0   | 0.4%      | 0.5                 | 16.0%    |
| Net income  | 23.4   | 2.4%      | 35.0  | 3.1%      | 11.6                | 49.7%    |

#### (2) Other Indices

(Billions of yen)

|  |               | Fiscal year ended<br>December 31, 2012, Actual |       | Fiscal year ending<br>December 31, 2013, Forecast |       | Increase (decrease) |       |
|--|---------------|--|-------|---|-------|---------------------|-------|
| Depreciation and amortization                    |               | 36.6   |       | 43.0  |       | 6.4                 | 17.6% |
| Amortization of goodwill                         |               | 19.7   |       | 24.0  |       | 4.3                 | 22.0% |
| Operating income before amortization of goodwill |               | 78.1   |       | 99.0  |       | 20.9                | 26.7% |
| Net income before amortization of goodwill       |               | 43.1   |       | 59.0  |       | 15.9                | 37.0% |
| EBITDA*1   | EBITDA margin | 114.7  | 11.6% | 142.0   | 12.6% | 27.3                | 23.8% |

\*1: EBITDA is Operating income plus Depreciation and amortization, and Amortization of goodwill.

|                  |                                 |        |        |       |       |
|------------------|---------------------------------|--------|--------|-------|-------|
| EPS (Yen)<br>*2  | Before amortization of goodwill | 199.31 | 224.65 | 25.34 | 12.7% |
|                  | After amortization of goodwill  | 108.27 | 133.27 | 25.00 | 23.1% |
| Operating margin | Before amortization of goodwill | 7.9%   | 8.8%   |       |       |
|                  | After amortization of goodwill  | 5.9%   | 6.6%   |       |       |
| ROE              | Before amortization of goodwill | 24.2%  | 16.3%  |       |       |
|                  | After amortization of goodwill  | 13.2%  | 9.6%   |       |       |

\*2: On April 16, 2013, the Company conducted a 1:500 share split whereby 1 share was split into 500 shares, bringing the total number of issued shares to 216,000,000 shares. The Company calculated EPS for the fiscal year ended December 31, 2012, based on the assumption that the share split was conducted at the beginning of that fiscal year. In addition, the Company calculated EPS for the fiscal year ending December 31, 2013 (forecast), based on the planned average number of issued shares during that fiscal year including the number of shares to be publicly offered (93,000,000 shares).

(Billions of yen)

|                      | Fiscal year ended<br>December 31, 2012, Actual | Fiscal year ending<br>December 31, 2013, Forecast | Increase (decrease) |        |
|----------------------|--|---|---------------------|--------|
| Total assets         | 844.5  | 1,140.0   | 295.5               | 35.0%  |
| Total equity         | 204.3  | 563.0   | 358.7               | 175.6% |
| D/E ratio (Times) *2 | 1.5  | 0.0   | -                   | -      |
| Capital expenditures | 50.8   | 58.0  | 7.2                 | 14.1%  |

\*3: D/E ratio: (Interest-bearing debt - Cash and cash equivalents) / Total equity

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

(Yen average exchange rate)

|     | Fiscal year ended<br>December 31, 2012, Actual | Fiscal year ending<br>December 31, 2013, Forecast |
|-----|--|---|
| USD | 79.8   | 95.0  |
| EUR | 102.6  | 123.0   |
| SGD | 63.9   | 76.0  |
| NZD | 64.7   | 79.0  |
| AUD | 82.7   | 97.0  |
| IDR | 0.0086   | 0.0096  |

**2. Sales Details**

(Billions of yen with fractional amounts rounded off)

|                     | Fiscal year ended<br>December 31, 2012, Actual | Fiscal year ending<br>December 31, 2013, Forecast | Increase (decrease) |       | Reference |
|---------------------|--|---|---------------------|-------|-----------|
| Japan               | 688.8  | 727.0   | 38.2                | 5.5%  |           |
| Europe              | 123.7  | 153.0   | 29.3                | 23.7% |           |
| Oceania             | 33.3   | 41.0  | 7.7                 | 23.0% |           |
| Asia                | 78.8   | 134.0   | 55.2                | 70.0% | *4        |
| Americas            | 67.5   | 75.0  | 7.5                 | 11.2% |           |
| Overseas            | 303.4  | 403.0   | 99.7                | 32.9% |           |
| Reconciliations     | -  | -   | -                   | -     |           |
| Consolidation total | 992.2  | 1,130.0   | 137.8               | 13.9% |           |

\*4: The main factor in the increase is the impact of the start of the beverage business in Vietnam at a joint venture with PepsiCo, Inc. in April 2013

### 3. Profit Details

#### (1) EBITDA

(Billions of yen)

|                     | Fiscal year ended<br>December 31, 2012, Actual | Fiscal year ending<br>December 31, 2013, Forecast | Increase (decrease) |       | Reference |
|---------------------|--|---|---------------------|-------|-----------|
| Japan               | 63.2   | 77.0  | 13.8                | 21.8% |           |
| Europe              | 27.9   | 32.0  | 4.1                 | 14.6% |           |
| Oceania             | 5.9  | 8.0   | 2.1                 | 35.6% |           |
| Asia                | 8.4  | 14.0  | 5.6                 | 67.6% |           |
| Americas            | 9.3  | 11.0  | 1.7                 | 18.3% |           |
| Overseas            | 51.5   | 65.0  | 13.5                | 26.2% |           |
| Reconciliations     | -  | -   | -                   | -     |           |
| Consolidation total | 114.7  | 142.0   | 27.3                | 23.8% |           |

#### (2) Segment Profit

(Billions of yen)

|                     | Fiscal year ended<br>December 31, 2012, Actual | Fiscal year ending<br>December 31, 2013, Forecast | Increase (decrease) |       | Reference |
|---------------------|--|---|---------------------|-------|-----------|
| Japan               | 35.6   | 47.5  | 11.9                | 33.4% |           |
| Europe              | 24.5   | 28.0  | 3.5                 | 14.5% |           |
| Oceania             | 5.1  | 6.5   | 1.4                 | 28.0% |           |
| Asia                | 6.2  | 9.0   | 2.8                 | 44.5% |           |
| Americas            | 6.8  | 8.0   | 1.2                 | 17.9% |           |
| Overseas            | 42.5   | 51.5  | 9.0                 | 21.1% |           |
| Reconciliations     | (19.7)   | (24.0)  | (4.3)               | -     | *5        |
| Consolidation total | 58.4   | 75.0  | 16.6                | 28.3% |           |

\*5: The reconciliations of segment profit represent amortization of goodwill unallocated to each reportable segment.

#### (3) Ordinary Income and Net Income

(Billions of yen with fractional amounts rounded off)

|                                  | Fiscal year ended<br>December 31, 2012, Actual | Fiscal year ending<br>December 31, 2013, Forecast | Increase (decrease) |          | Reference |
|----------------------------------|--|---|---------------------|----------|-----------|
| Non-operating income (loss)      | (4.4)  | (6.0)   | (1.6)               | 36.0%    |           |
| Ordinary income                  | 54.0   | 69.0  | 15.0                | 27.7%    |           |
| Extraordinary income (loss)      | (0.2)  | (3.0)   | (2.8)               | 1,628.6% |           |
| Income taxes                     | 27.0   | 27.0  | (0.0)               | (0.1)%   |           |
| Minority interests in net income | 3.4  | 4.0   | 0.5                 | 16.0%    |           |
| Net income                       | 23.4   | 35.0  | 11.6                | 49.7%    |           |

#### **4. Other Information**

<Sales Volume in Japan by Product Category>

(Million cases)

|                                | Fiscal year ended<br>December 31, 2012 |                     | Fiscal year ending<br>December 31, 2013 |                     |
|--------------------------------|--|---------------------|---|---------------------|
|                                | Actual                                 | Increase (decrease) | Forecast                                | Increase (decrease) |
| RTD coffee                     | 81.7                                   | 6%                  | 84.3                                    | 3%                  |
| RTD tea (excl. RTD black tea)  | 93.1                                   | (2)%                | 99.0                                    | 6%                  |
| Mineral water                  | 65.7                                   | 1%                  | 70.0                                    | 7%                  |
| Cola drinks                    | 29.0                                   | (3)%                | 34.0                                    | 17%                 |
| Carbonates (excl. cola drinks) | 41.1                                   | 28%                 | 44.0                                    | 7%                  |
| Fruit juices                   | 23.1                                   | (2)%                | 18.5                                    | (20)%               |
| Functional drinks              | 20.7                                   | 5%                  | 23.5                                    | 13%                 |
| RTD black tea                  | 12.0                                   | (10)%               | 9.6                                     | (20)%               |
| Others                         | 25.6                                   | 2%                  | 24.3                                    | (5)%                |
| Total                          | 392.0                                  | 3%                  | 407.2                                   | 4%                  |