

**Supplementary Material on Consolidated Financial Results for the First  
Three Months of the Fiscal Year Ending December 31, 2014**

<Results for the First Three Months of the Fiscal Year Ending December 31, 2014>

1. Summary of Consolidated Statements of Income, Indices, etc.
2. Sales Details
3. Profit Details
4. Summary of Consolidated Balance Sheets
5. Other Information

**Suntory Beverage & Food Limited**

**May 7, 2014**

<Results for the First Three Months of the Fiscal Year Ending December 31, 2014>

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

(1) Summary of Consolidated Statements of Income

(Billions of yen with fractional amounts rounded off)

	Three months ended March 31, 2013		Three months ended March 31, 2014		Increase (decrease)	
		Ratio to net sales		Ratio to net sales		
Net sales	220.1	100.0%	271.2	100.0%	51.1	23.2%
Gross profit	121.9	55.4%	145.2	53.5%	23.3	19.1%
Selling, general and administrative expenses	112.6	51.2%	135.2	49.8%	22.5	20.0%
Operating income	9.3	4.2%	10.0	3.7%	0.8	8.1%
Non-operating income	0.5	0.2%	0.7	0.3%	0.3	52.2%
Non-operating expenses	1.3	0.6%	1.6	0.6%	0.3	20.0%
Ordinary income	8.5	3.8%	9.2	3.4%	0.7	8.8%
Extraordinary income	1.1	0.5%	0.1	0.0%	(1.0)	(92.4%)
Extraordinary loss	1.8	0.8%	2.0	0.7%	0.2	10.2%
Income before income taxes and minority interests	7.7	3.5%	7.3	2.7%	(0.4)	(5.4%)
Income taxes	4.4	2.0%	3.8	1.4%	(0.6)	(13.5%)
Minority interests in net income	0.5	0.2%	0.6	0.2%	0.1	30.4%
Net income	2.9	1.3%	2.9	1.1%	0.0	0.8%

(2) Other Indices

(Billions of yen)

		Three months ended March 31, 2013		Three months ended March 31, 2014		Increase (decrease)	
Depreciation and amortization		9.9		12.1		2.2   21.8%	
Amortization of goodwill		5.6		6.3		0.7   12.7%	
Operating income before amortization of goodwill		14.9		16.3		1.5   9.8%	
Net income before amortization of goodwill		8.4		9.1		0.7   8.7%	
EBITDA*1	EBITDA margin	24.8	11.3%	28.4	10.5%	3.6	14.6%

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

Operating margin	Before amortization of goodwill	6.7%	6.0%
	After amortization of goodwill	4.2%	3.7%

	As of December 31, 2013	As of March 31, 2014	Increase (decrease)	
Total assets	1,256.7	1,287.9	31.2	2.5%
Total equity	593.0	573.1	(19.9)	(3.4%)
D/E ratio (Times) *2	0.4	0.5		

\*2: 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)

	Three months ended March 31, 2013	Three months ended March 31, 2014
USD	92.5	102.8
EUR	122.1	140.8
GBP	-	170.1
SGD	74.7	81.0
NZD	77.2	86.0
AUD	96.0	92.1
IDR	0.0096	0.0087

## 2. Sales Details

(Billions of yen with fractional amounts rounded off)

	Three months ended March 31, 2013	Three months ended March 31, 2014	Increase (decrease)		Increase (decrease) currency neutral	Reference
Japan	141.9	156.6	14.7	10.4%	10.4%	
Europe	29.7	55.2	25.5	85.7%	61.0%	*1
Oceania	10.2	10.2	0.1	0.7%	(3.6)%	
Asia	22.4	33.4	11.0	49.3%	49.0%	*2
Americas	16.0	15.8	(0.2)	(1.3%)	(11.2)%	
Overseas	78.2	114.6	36.4	46.5%	34.7%	
Reconciliations	-	-	-	-	-	
Consolidation total	220.1	271.2	51.1	23.2%	19.5%	

\*1 The increase is mainly due to the start of the beverage business in the UK and other countries in January 2014 at a subsidiary of the Company in Europe, which obtained the commercial rights and production facilities for *Lucozade* and *Ribena*.

\*2 The increase is mainly due to 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)

	Three months ended March 31, 2013	Three months ended March 31, 2014	Increase (decrease)		Increase (decrease) currency neutral	Reference
Japan	13.6	14.8	1.2	8.8%	8.8%	
Europe	4.5	6.8	2.2	49.4%	29.0%	
Oceania	1.6	1.4	(0.2)	(10.4%)	(21.2)%	
Asia	3.0	3.4	0.4	13.4%	19.4%	
Americas	2.0	2.0	(0.0)	(2.4%)	(12.8)%	
Overseas	11.2	13.6	2.4	21.8%	11.5%	
Reconciliations	-	-	-	-	-	
Consolidation total	24.8	28.4	3.6	14.6%	10.1%	

## (2) Segment Profit

(Billions of yen with fractional amounts rounded off)

	Three months ended March 31, 2013	Three months ended March 31, 2014	Increase (decrease)		Increase (decrease) currency neutral	Reference
Japan	6.3	7.3	1.0	15.6%	15.6%	
Europe	3.6	4.7	1.1	32.0%	14.1%	
Oceania	1.3	1.1	(0.2)	(15.4%)	(26.5)%	
Asia	2.3	1.9	(0.4)	(17.9%)	(10.8)%	
Americas	1.3	1.3	(0.0)	(3.6%)	(14.1)%	
Overseas	8.5	9.0	0.5	5.6%	(2.8)%	
Reconciliations	(5.6)	(6.3)	(0.7)	-	-	*3
Consolidation total	9.3	10.0	0.8	8.1%	6.5%	

\*3 The reconciliations of segment profit represent amortization of goodwill unallocated to each reportable segment.

## (3) Ordinary Income and Net Income

(Billions of yen)

	Three months ended March 31, 2013	Three months ended March 31, 2014	Increase (decrease)		Reference
Non-operating income	0.5	0.7	0.3	52.2%	
Non-operating expenses	1.3	1.6	0.3	20.0%	
Ordinary income	8.5	9.2	0.7	8.8%	
Extraordinary income	1.1	0.1	(1.0)	(92.4%)	*4
Extraordinary loss	1.8	2.0	0.2	10.2%	
Income taxes	4.4	3.8	(0.6)	(13.5%)	
Minority interests in net income	0.5	0.6	0.1	30.4%	
Net income	2.9	2.9	0.0	0.8%	

\*4 The decrease is mainly due to a decline in insurance income.

## (4) Breakdown of Increase (Decrease) in Operating Income for Japan Segment

(Billions of yen)

Operating income for the three months ended March 31, 2013	6.3
Increase in sales volume	5.6
Change in product mix	0.1
Cost reduction in manufacturing and logistics	1.3
Increase in sales promotion and advertising costs	(4.9)
Increase in other expenses	(1.1)
Operating income for the three months ended March 31, 2014	7.3

#### 4. Summary of Consolidated Balance Sheets

(Billions of yen with fractional amounts rounded off)

	As of December 31, 2013	As of March 31, 2014	Increase (decrease)	Reference
Cash and cash equivalents	45.9	62.9	17.0	
Notes and accounts receivable–trade	126.1	143.0	16.8	
Inventories	67.7	75.9	8.2	
Other	43.7	48.5	4.8	
Current assets	283.3	330.1	46.8	
Machinery, equipment, and other	133.4	130.1	(3.3)	
Other	179.4	182.2	2.7	
Property, plant and equipment	312.8	312.2	(0.6)	
Goodwill	400.1	388.8	(11.2)	
Trademarks	184.9	182.8	(2.1)	
Other	37.7	36.7	(0.9)	
Intangible fixed assets	622.6	608.4	(14.3)	
Investments and other assets	36.8	36.2	(0.6)	
Noncurrent assets	972.2	956.8	(15.5)	
Deferred assets	1.1	1.0	(0.1)	
Total	1,256.7	1,287.9	31.2	
Notes and accounts payable–trade	99.8	104.4	4.6	
Interest-bearing debt	172.8	89.7	(83.1)	*5
Other	174.1	179.1	5.0	
Current liabilities	446.6	373.2	(73.4)	
Interest-bearing debt	129.3	254.5	125.1	*6
Other	87.7	87.2	(0.6)	
Long-term liabilities	217.1	341.7	124.6	
Total liabilities	663.7	714.9	51.1	
Shareholders' equity	502.2	487.1	(15.0)	*7
Accumulated other comprehensive income	56.0	50.8	(5.2)	
Minority interests	34.8	35.1	0.4	
Total equity	593.0	573.1	(19.9)	
Total	1,256.7	1,287.9	31.2	

\*5 The main factor in the decrease is a decline in short-term borrowings due to repayment of borrowings from Suntory Holdings (short-term).

\*6 The main factor in the increase is an increase in long-term borrowings due to financing through borrowings from financial institutions (long-term).

\*7 The main factor in the decrease is a decline in retained earnings due to payment of cash dividends.

## 5. Other Information

<Sales Volume in Japan by Product Category>

(Million cases)

	Three months ended March 31, 2013		Three months ended March 31, 2014	
	Actual	Increase (decrease) year-to-year	Actual	Increase (decrease) year-to-year
Mineral water	13.3	(2%)	16.7	25%
RTD coffee	18.5	(4%)	21.5	16%
RTD tea (excl. RTD black tea)	19.8	10%	21.3	7%
Cola drinks	6.4	19%	6.9	7%
Carbonates (excl. cola drinks)	7.6	2%	8.4	11%
Functional drinks	3.2	32%	4.1	29%
Fruit juices	4.1	(19%)	4.0	(3%)
RTD black tea	2.4	(18%)	2.0	(13%)
Others	4.9	15%	5.0	3%
Total	80.2	2%	90.0	12%