

Summary of Consolidated Financial Results
for the First Six Months of the Year Ending December 31, 2019
<IFRS> (UNAUDITED)

Company name: **Suntory Beverage & Food Limited**
 Shares listed: First Section, Tokyo Stock Exchange
 Securities code: 2587
 URL: <https://www.suntory.com/sbf/>
 Representative: Kazuhiro Saito, Chief Executive Officer
 Inquiries: Takayuki Sanno, Chief Financial Officer, Corporate Strategy Division
 TEL: +81-3-3275-7022 (from overseas)

Scheduled date to file quarterly securities report: August 9, 2019
 Scheduled date to commence dividend payments: September 2, 2019
 Attachment of supplementary material on quarterly financial results: Yes
 Holding of quarterly financial results briefing meeting (for institutional investors and analysts): Yes

(Millions of yen with fractional amounts discarded, unless otherwise noted)

1. Consolidated financial results for the first six months of the year ending December 31, 2019
(from January 1, 2019 to June 30, 2019)

(1) Consolidated operating results

(Percentages indicate year-on-year changes)

Six months ended	Revenue		Operating income		Profit before tax for the period		Profit for the period	
	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)
June 30, 2019	627,770	2.3	50,900	(9.7)	49,922	(10.4)	37,296	(18.0)
June 30, 2018	613,863	3.9	56,391	3.5	55,721	6.0	45,491	19.0

Six months ended	Profit for the period attributable to owners of the Company		Comprehensive income for the period		Basic earnings per share	Diluted earnings per share
	(Millions of yen)	(%)	(Millions of yen)	(%)	(Yen)	(Yen)
June 30, 2019	31,770	(23.1)	22,919	30.3	102.82	–
June 30, 2018	41,300	20.1	17,589	(61.5)	133.66	–

(2) Consolidated financial position

As at	Total assets	Total equity	Equity attributable to owners of the Company	Ratio of equity attributable to owners of the Company to total assets
	(Millions of yen)	(Millions of yen)	(Millions of yen)	(%)
June 30, 2019	1,558,168	806,048	720,499	46.2
December 31, 2018	1,539,416	798,877	714,823	46.4

(3) Consolidated cash flows

	Net cash inflow (outflow) from operating activities	Net cash inflow (outflow) from investing activities	Net cash inflow (outflow) from financing activities	Cash and cash equivalents at the end of the period
Six months ended	(Millions of yen)	(Millions of yen)	(Millions of yen)	(Millions of yen)
June 30, 2019	51,866	(30,880)	(63,894)	103,326
June 30, 2018	40,487	(27,418)	(27,168)	101,417

2. Dividends

	Annual cash dividends				
	First quarter-end	Second quarter-end	Third quarter-end	Year-end	Total
	(Yen)	(Yen)	(Yen)	(Yen)	(Yen)
Year ended December 31, 2018	–	39.00	–	39.00	78.00
Year ending December 31, 2019	–	39.00			
Year ending December 31, 2019 (Forecast)			–	39.00	78.00

Note: Revisions to the forecast of dividends most recently announced: None

3. Consolidated earnings forecast for the year ending December 31, 2019 (from January 1, 2019 to December 31, 2019)

(Percentages indicate year-on-year changes)

	Revenue		Operating income		Profit before tax		Profit for the year		Profit for the year attributable to owners of the Company		Basic earnings per share (Yen)
	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	
Year ending December 31, 2019	1,313,000	1.4	110,000	(3.1)	108,000	(3.4)	76,500	(13.9)	66,500	(16.9)	215.21

Note: Revisions to the earnings forecast most recently announced: None

*** Notes**

- (1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): None
- (2) Changes in accounting policies and changes in accounting estimates
- | | |
|---|------|
| a. Changes in accounting policies required by IFRS: | Yes |
| b. Changes in accounting policies due to other reasons: | None |
| c. Changes in accounting estimates: | None |
- (Note) For details, please refer to “2. Condensed Quarterly Consolidated Financial Statements and Significant Notes Thereeto (Unaudited), (6) Notes to condensed quarterly consolidated financial statements, (Changes in accounting policies)” of the Attached Materials on page 11.
- (3) Number of issued shares (ordinary shares)
- | | |
|---|--------------------|
| a. Total number of issued shares at the end of the period (including treasury shares) | |
| As at June 30, 2019 | 309,000,000 shares |
| As at December 31, 2018 | 309,000,000 shares |
| b. Number of treasury shares at the end of the period | |
| As at June 30, 2019 | – shares |
| As at December 31, 2018 | – shares |
| c. Average number of outstanding shares during the period (cumulative from the beginning of the year) | |
| Six months ended June 30, 2019 | 309,000,000 shares |
| Six months ended June 30, 2018 | 309,000,000 shares |

*** Quarterly financial results reports are exempt from quarterly review conducted by certified public accountants or an audit corporation.**

*** Proper use of earnings forecast, and other special matters**

The earnings forecast contained in these materials are based on our judgment attributable to information available to the Company and the Group as of the date of announcement of these materials, and include certain risks and uncertainties. These statements are not intended as a promise by the Company to achieve such results. Actual business results may differ substantially due to various factors such as economic situation surrounding the Company and the Group, market trend, exchange rates and other factors.

Attached Materials

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1. Qualitative Information Regarding Settlement of Accounts for the First Six Months

(1) Operating results

Suntory Beverage & Food Limited Group (the Group), based on the philosophy of enriching consumers' lives by proposing premium and unique products that match the tastes and needs of consumers, put effort into brand reinforcement and new demand creation, and worked to improve the quality of products. In addition, the Group worked to strengthen profitability in each area.

As a result of the above, for the operating results of the first six months of the year ending December 31, 2019, the Group reported consolidated revenue of ¥627.8 billion, up 2.3% year on year.

Consolidated operating income was ¥50.9 billion, which was down 9.7% year on year due to the impact of a gain on sale of business of ¥12.0 billion recorded in the previous year. Profit for the period attributable to owners of the Company was ¥31.8 billion, down 23.1% year on year.

Results by segment are described below.

< Japan business >

The Group worked on strengthening core brands with a focus on water, coffee, and sugar-free tea categories. As a result, sales volume increased year on year. For the *Suntory Tennensui* brand, sales of the *Suntory Tennensui Sparkling* series exceeded the level of the previous year, but due in part to the impact of a price increase for large format, sales volume for the brand as a whole fell below that of the previous year. For the *BOSS* brand, in addition to carrying out proactive marketing activities for canned coffee, the *Craft BOSS* series grew with products such as *Craft Boss TEA* non sugar, launched in March, and sales volume for the *BOSS* brand as a whole was higher than that of the previous year. In the sugar-free tea category, the flavor and packaging of the *Iyemon* brand were renewed and sales volume for *Green DAKARA Yasashii Mugicha* grew significantly.

In terms of profit, with the challenging business environment continuing due to increases in various costs, the Group promoted structural change in order to improve profitability, including actively developing marketing activities, for the *Tokucha* in the FOSHU drink product category and the *Iyemon Plus for Cholesterol Control* in the Foods with Function Claims segment launched in May. As well as working on initiatives to reduce cost, since May 1 we have revised the product shipment price and the recommended retail price for certain products.

As a result, the Japan business reported revenue of ¥336.0 billion, up 0.7% year on year, and segment profit of ¥22.7 billion, up 19.9% year on year.

< Europe business >

In France, the core brand *Orangina* was affected by the market slowdown, resulting in sales volume falling slightly year on year, in addition to which sales volume for *Oasis* also posted a year-on-year decline. In the UK, with the ongoing recovery in the sales trend of *Lucozade*, sales volume for the brand exceeded that of the previous year. In Spain, sales declined year on year as a result of difficulties in the on-premise channel, but sales volume for the core *Schweppes* brand grew in the off-premise channel, resulting in year-on-year growth in overall sales volume of the brand.

In terms of profit, UK sales volume growth made a positive contribution for the first half year. In France and Spain, sales promotion and advertising costs decreased compared to the previous fiscal year.

As a result, the Europe business reported revenue of ¥111.1 billion, down 7.4% year on year, and segment profit of ¥14.7 billion, which was an increase excluding currency effects, however due to the impact of yen appreciation, the result represented a 2.7% decrease year on year.

< Asia business >

In the beverage business, in addition to strengthening marketing activities targeting the core brands, the Group also focused efforts on expanding distribution in each country.

In Vietnam, the energy drink *Sting* and the RTD tea *TEA+*, among others, drove year-on-year growth

in sales. In Thailand, where Suntory PepsiCo Beverage (Thailand) Co., Ltd. started operations in March last year, the core product *Pepsi* sold strongly, while the flavored water *goodmood*, which had been well-received by consumers in Indonesia, was launched in Thailand and Vietnam.

Regarding the health supplement business, although the Group focused on strengthening marketing for such products as *BRAND'S Essence of Chicken*, mainly in the core Thailand market, sales declined year on year.

As a result, the Asia business reported revenue of ¥115.3 billion, up 19.6% year on year. Segment profit was ¥12.7 billion, down 40.4% year on year due to the impact of a gain on sale of business of ¥12.0 billion recorded in the previous year.

< Oceania business >

Regarding the beverage business, in addition to focusing efforts on strengthening marketing for energy drinks such as *V*, the Group worked to strengthen the fermented tea product (kombucha) brand *Amplify*.

In the fresh coffee business, the Group worked on strengthening its core brands such as *Toby's Estate*, *L'Affare*, and *Mocopan*.

As a result, the Oceania business reported revenue of ¥25.4 billion, down 3.3% year on year, and segment profit of ¥2.6 billion, down 11.3% year on year.

< Americas business >

In addition to further strengthening sales of the core carbonated beverage brand products, the Group also focused on the growing non-carbonated beverage category, which included water and RTD coffee.

As a result, the Americas business reported revenue of ¥39.9 billion, up 6.9% year on year, and segment profit of ¥3.8 billion, down 0.4% year on year.

(2) Financial position

Total assets as at June 30, 2019 stood at ¥1,558.2 billion, an increase of ¥18.8 billion compared to December 31, 2018. The main factors were increases in trade and other receivables and right-of-use assets, etc. due to the application of IFRS 16 "Leases".

Total liabilities stood at ¥752.1 billion, an increase of ¥11.6 billion compared to December 31, 2018. This was due to an increase in trade and other payables, etc.

Total equity stood at ¥806.0 billion, an increase of ¥7.2 billion compared to December 31, 2018, due in part to increases in retained earnings resulting from the recording of profit for the period attributable to owners of the Company and non-controlling interests.

(3) Analysis of cash flows

Cash and cash equivalents as at June 30, 2019 amounted to ¥103.3 billion, a decrease of ¥43.2 billion compared to December 31, 2018.

Net cash inflow from operating activities was ¥51.9 billion, an increase of ¥11.4 billion compared to the same period of the previous year. This was mainly the result of profit before tax for the period of ¥49.9 billion, an increase in trade and other payables of ¥36.6 billion, and depreciation and amortization of ¥35.6 billion.

Net cash outflow from investing activities was ¥30.9 billion, an increase of ¥3.5 billion compared to the same period of the previous year. This was mainly the result of the payments for property, plant and equipment and intangible assets of ¥29.8 billion.

Net cash outflow from financing activities was ¥63.9 billion, an increase of ¥36.7 billion compared to the same period of the previous year. This was mainly the result of the repayments of long-term borrowings of ¥27.3 billion and redemption of bonds of ¥25.0 billion.

(4) Consolidated earnings forecast and other forward-looking statements

No changes have been made to the consolidated earnings forecast for the year ending December 31, 2019, which was announced on February 14, 2019.

2. Condensed Quarterly Consolidated Financial Statements and Significant Notes Thereto (Unaudited)

(1) Condensed quarterly consolidated statement of financial position

Millions of yen

	As at December 31, 2018	As at June 30, 2019
Assets		
Current assets:		
Cash and cash equivalents	146,535	103,326
Trade and other receivables	184,900	222,655
Other financial assets	984	6,067
Inventories	85,766	98,634
Other current assets	25,149	24,141
Subtotal	443,336	454,826
Assets held for sale	27	13
Total current assets	443,363	454,839
Non-current assets:		
Property, plant and equipment	375,382	358,819
Right-of-use assets	–	48,751
Goodwill	250,685	246,924
Intangible assets	418,562	404,613
Investments accounted for using the equity method	1,216	1,187
Other financial assets	20,955	18,326
Deferred tax assets	14,291	15,092
Other non-current assets	14,959	9,613
Total non-current assets	1,096,052	1,103,329
Total assets	1,539,416	1,558,168

Millions of yen

	As at December 31, 2018	As at June 30, 2019
Liabilities and equity		
Liabilities		
Current liabilities:		
Bonds and borrowings	75,437	70,166
Trade and other payables	303,783	333,577
Other financial liabilities	30,736	32,123
Accrued income taxes	18,445	16,633
Provisions	2,074	1,631
Other current liabilities	8,639	9,355
Total current liabilities	439,117	463,488
Non-current liabilities:		
Bonds and borrowings	195,436	157,140
Other financial liabilities	20,150	47,705
Post-employment benefit liabilities	13,258	13,773
Provisions	2,702	2,819
Deferred tax liabilities	63,494	61,850
Other non-current liabilities	6,377	5,341
Total non-current liabilities	301,421	288,631
Total liabilities	740,538	752,120
Equity		
Share capital	168,384	168,384
Share premium	182,349	182,349
Retained earnings	420,638	439,634
Other components of equity	(56,548)	(69,868)
Total equity attributable to owners of the Company	714,823	720,499
Non-controlling interests	84,054	85,548
Total equity	798,877	806,048
Total liabilities and equity	1,539,416	1,558,168

(2) Condensed quarterly consolidated statement of profit or loss

Millions of yen

	Six months ended June 30, 2018	Six months ended June 30, 2019
Revenue	613,863	627,770
Cost of sales	<u>(357,049)</u>	<u>(368,589)</u>
Gross profit	256,813	259,180
Selling, general and administrative expenses	(211,300)	(206,778)
Gain on investments accounted for using the equity method	42	(7)
Other income	13,335	876
Other expenses	<u>(2,500)</u>	<u>(2,370)</u>
Operating income	56,391	50,900
Finance income	629	738
Finance costs	<u>(1,300)</u>	<u>(1,716)</u>
Profit before tax for the period	55,721	49,922
Income tax expense	<u>(10,229)</u>	<u>(12,625)</u>
Profit for the period	<u>45,491</u>	<u>37,296</u>
Attributable to:		
Owners of the Company	41,300	31,770
Non-controlling interests	4,190	5,525
Profit for the period	<u>45,491</u>	<u>37,296</u>
Earnings per share (Yen)	133.66	102.82

(3) Condensed quarterly consolidated statement of comprehensive income

Millions of yen

	Six months ended June 30, 2018	Six months ended June 30, 2019
Profit for the period	45,491	37,296
Other comprehensive income		
Items that will not be reclassified to profit or loss:		
Net gain (loss) on revaluation of financial assets	(192)	219
Remeasurement of post-employment benefit plans	20	(478)
Total	(172)	(259)
Items that may be reclassified to profit or loss:		
Translation adjustments of foreign operations	(28,316)	(13,886)
Net gain (loss) on revaluation of cash flow hedges	632	(219)
Changes in comprehensive income of investments accounted for using the equity method	(44)	(11)
Total	(27,728)	(14,117)
Other comprehensive income for the period, net of tax	(27,901)	(14,376)
Comprehensive income for the period	17,589	22,919
Attributable to:		
Owners of the Company	14,812	18,438
Non-controlling interests	2,776	4,481
Comprehensive income for the period	17,589	22,919

(4) Condensed quarterly consolidated statement of changes in equity

Six months ended June 30, 2018

Millions of yen

	Attributable to owners of the Company					Non-controlling interests	Total equity
	Share capital	Share premium	Retained earnings	Other components of equity	Total		
Balance at January 1, 2018	168,384	182,404	364,274	(24,625)	690,437	55,763	746,201
Profit for the period			41,300		41,300	4,190	45,491
Other comprehensive income				(26,487)	(26,487)	(1,413)	(27,901)
Total comprehensive income for the period	–	–	41,300	(26,487)	14,812	2,776	17,589
Dividends			(11,742)		(11,742)	(678)	(12,420)
Increase due to business combinations					–	26,881	26,881
Transactions with non-controlling interests		(54)			(54)	108	54
Reclassification to retained earnings			(1)	1	–		–
Total transactions with owners of the Company	–	(54)	(11,743)	1	(11,796)	26,311	14,514
Balance at June 30, 2018	168,384	182,349	393,832	(51,111)	693,453	84,852	778,305

Six months ended June 30, 2019

Millions of yen

	Attributable to owners of the Company					Non-controlling interests	Total equity
	Share capital	Share premium	Retained earnings	Other components of equity	Total		
Balance at December 31, 2018	168,384	182,349	420,638	(56,548)	714,823	84,054	798,877
Cumulative effect of adopting new accounting standards			(710)		(710)	(165)	(876)
Balance at January 1, 2019	168,384	182,349	419,927	(56,548)	714,112	83,888	798,000
Profit for the period			31,770		31,770	5,525	37,296
Other comprehensive income				(13,332)	(13,332)	(1,044)	(14,376)
Total comprehensive income for the period	–	–	31,770	(13,332)	18,438	4,481	22,919
Dividends			(12,051)		(12,051)	(2,818)	(14,869)
Transactions with non-controlling interests					–	(2)	(2)
Reclassification to retained earnings			(12)	12	–		–
Total transactions with owners of the Company	–	–	(12,063)	12	(12,051)	(2,821)	(14,872)
Balance at June 30, 2019	168,384	182,349	439,634	(69,868)	720,499	85,548	806,048

(5) Condensed quarterly consolidated statement of cash flows

Millions of yen

	Six months ended June 30, 2018	Six months ended June 30, 2019
Cash flows from operating activities		
Profit before tax for the period	55,721	49,922
Depreciation and amortization	31,307	35,605
Impairment losses (reversal of impairment losses)	(201)	(6)
Interest and dividends income	(426)	(695)
Interest expense	1,236	1,345
Loss (gain) on investments accounted for using the equity method	(42)	7
Loss (gain) on sales of shares of subsidiaries	(12,038)	–
Decrease (increase) in inventories	(16,366)	(14,006)
Decrease (increase) in trade and other receivables	(47,489)	(39,921)
Increase (decrease) in trade and other payables	41,804	36,603
Other	1,185	(2,392)
Subtotal	54,688	66,461
Interest and dividends received	433	650
Interest paid	(1,149)	(1,270)
Income tax paid	(13,484)	(13,974)
Net cash inflow (outflow) from operating activities	40,487	51,866
Cash flows from investing activities		
Payments for property, plant and equipment and intangible assets	(26,665)	(29,803)
Proceeds on sale of property, plant and equipment and intangible assets	666	55
Payments for purchase of shares of subsidiaries	(25,207)	(900)
Proceeds from sales of shares of subsidiaries	23,621	–
Other	167	(232)
Net cash inflow (outflow) from investing activities	(27,418)	(30,880)
Cash flows from financing activities		
Increase (decrease) in short-term borrowings	23,351	11,011
Proceeds from long-term borrowings	9,500	–
Repayments of long-term borrowings	(43,923)	(27,331)
Redemption of bonds	–	(25,000)
Payments of lease liabilities	(3,729)	(7,568)
Dividends paid to owners of the Company	(11,742)	(12,051)
Dividends paid to non-controlling interests	(678)	(2,818)
Other	54	(136)
Net cash inflow (outflow) from financing activities	(27,168)	(63,894)

	Millions of yen	
	Six months ended June 30, 2018	Six months ended June 30, 2019
Net increase (decrease) in cash and cash equivalents	(14,099)	(42,908)
Cash and cash equivalents at the beginning of the period (Opening balance on the condensed quarterly consolidated statement of financial position)	113,883	146,535
Reclassification of cash and cash equivalents included in assets held for sale in the opening balance	3,439	-
Cash and cash equivalents at the beginning of the period	117,322	146,535
Effects of exchange rate changes on cash and cash equivalents	(1,806)	(300)
Cash and cash equivalents at the end of the period	<u>101,417</u>	<u>103,326</u>

(6) Notes to condensed quarterly consolidated financial statements

(Going concern)

The condensed quarterly consolidated financial statements are prepared on going concern basis.

(Changes in accounting policies)

The Group has adopted IFRS 16 “Leases” (hereinafter, “IFRS 16”) from the first quarter ended March 31, 2019. With regard to a lessee of lease transactions, IFRS 16, which makes amendments to the previous IAS 17, eliminates the classification as operating or finance leases and provides that assets and liabilities related to all significant lease transactions are recorded under a single model. In the application of IFRS 16, the Group has adopted the method where the cumulative effect of applying this standard is recognized at the date of initial application, which is allowed as the transitional measure, without making retrospective adjustments for each reporting period. In addition, the Group adopts the following practical expedients on a regional or business basis in light of practical burdens.

- Not to reassess whether a contract is, or contains, a lease at the date of initial application
- To apply a single discount rate to a portfolio of leases with reasonably similar characteristics
- To exclude initial direct costs from the measurement of the right-of-use asset arising from leases previously classified as operating leases at the date of initial application
- To measure the right-of-use asset arising from leases previously classified as operating leases at the same value as the lease liabilities
- To account in the same way as short-term leases for leases with a lease term of 12 months or less from the date of initial application
- To use hindsight, such as in determining the lease term if the contract contains options to extend or terminate the lease

At the commencement date of a lease, the right-of-use assets are measured at cost and the lease liabilities are measured at the present value of the lease payments that are not paid at the commencement date. If ownership of the underlying asset is transferred to the Group by the end of the lease term, or if the cost of the right-of-use asset reflects the exercise of a purchase option, the right-of-use assets are depreciated on a straight-line basis over their useful lives. Otherwise, right-of-use assets are depreciated on a straight-line basis from the commencement date to the earlier of the end of the useful lives or the end of the lease terms. Lease payments are allocated to finance costs and the repayment of the lease liabilities, using the effective interest rate method, and finance costs are recognized in the consolidated statement of profit or loss.

The lease term is determined after adjustment for periods covered by an extension and termination option that the Group is reasonably certain to exercise in the non-cancellable period under the lease contract. In the measurement of the present value, the interest rate implicit in the lease or the incremental borrowing rate is used.

For short-term leases for which the lease term ends within 12 months and leases in which the underlying asset is of low value, total lease payments are recognized as an expense on either a straight-line basis over the lease term or another systematic basis.

Reconciliation of operating lease commitments disclosed under IAS 17 and lease liabilities recognized on the consolidated statement of financial position as at the adoption date is as follows:

	Amount
	Millions of yen
Operating lease commitments disclosed on December 31, 2018	30,092
Discounted operating lease commitments disclosed on December 31, 2018	26,710
Finance lease liabilities recognized on December 31, 2018	12,144
Additionally recognized lease liabilities due to reassessment of lease term	20,130
Others	(10,132)
Lease liabilities on January 1, 2019	<u>48,852</u>

“Others” includes short-term leases and low-value leases which are principally lease of pallets used for transport of products and are exempted from the scope of recognition. Current and non-current lease liabilities are included in other financial liabilities, respectively.

Assets newly recognized on the consolidated statement of financial position as at the adoption date of IFRS 16 are as follows:

	Millions of yen					
	Reportable segment					Segment total
	Japan	Europe	Asia	Oceania	Americas	
Carrying amount of right-of-use assets						
Land, buildings and structures	18,760	5,100	2,469	2,832	3,006	32,169
Machinery and vehicles	–	2,116	387	402	97	3,003
Tools, fixtures and equipment	–	–	6	–	–	6
Others	–	546	20	–	–	567
Total right-of-use assets	18,760	7,763	2,884	3,234	3,103	35,747
Weighted average of incremental borrowing rate	1.0%	2.3%	4.8%	3.1%	3.7%	1.7%

For land, buildings and structures recorded as right-of-use assets, lease contracts have been entered into principally to use these assets as the head office, other offices, and manufacturing sites as well as warehouses. The Group estimates the lease terms by evaluating the reasonable certainty of exercising options to extend or terminate leases, making reference to its business plans and considering all relevant facts and circumstances that create an economic incentive for the Group to exercise such options. Other than those above, right-of-use assets recorded on the consolidated statement of financial position include balances transferred from property, plant and equipment, intangible assets, and other non-current assets at ¥11,936 million, ¥18 million, and ¥2,306 million, respectively.