

Financial Results for Q3 Year Ending December 31, 2021

November 11, 2021
Suntory Beverage & Food Limited

Financial Results for Q3 YTD FY2021 (IFRS)

(JPY BN)

	FY2020 Jan-Sep	FY2021 Jan-Sep	Change			
			YoY	Currency Neutral	YoY	Currency Neutral
Revenue	886.2 BN	941.8 BN	+55.6	+35.2	+6.3%	+3.9%
Operating Income	77.3 BN	100.3 BN	+23.0	+20.4	+29.8%	+25.5%
Operating Income (Organic basis*1)	77.6 BN	100.8 BN	+23.2	+20.5	+29.8%	+25.6%
Net Income*2	47.3 BN	59.4 BN	+12.1	+10.7	+25.7%	+21.9%

*1 Excluding extraordinary factors from “Other income” and “Other expenses”

*2 Profit for the year attributable to owners of the Company

FY2021 Quarterly Revenue Trend (IFRS)

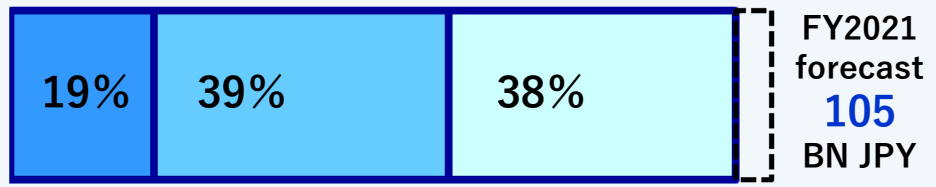
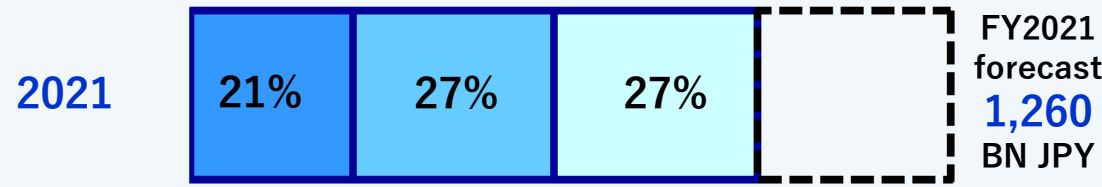
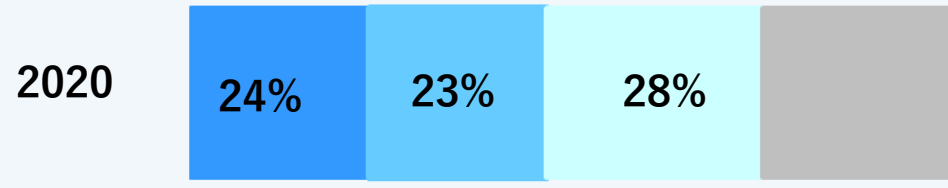
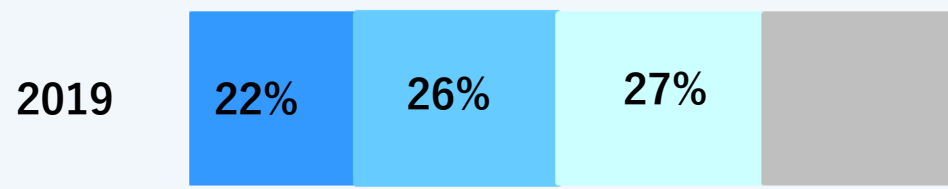
Revenue	Jan-Mar YoY	Apr-Jun YoY	Jul-Sep YoY
Japan	-9%	8%	-3%
APAC	6%	18%	-2%
Europe	-11%	43%	2%
Americas	9%	30%	14%
Total	-4%	18%	-1%
<hr/>			
(reference) total revenue FY2021 vs. FY2019	-6%	-4%	-6%

*currency neutral basis for overseas figures

Q3 YTD Progress against Full Year Forecast (IFRS)

Revenue

Operating Income



FY2021
forecast
1,260
BN JPY

FY2021
forecast
105
BN JPY

Jan-Mar Apr-Jun Jul-Sep Oct-Dec

Jan-Mar Apr-Jun Jul-Sep Oct-Dec

* Currency neutral basis for overseas figures
* Quarterly progresses are against full year results for FY2019 and FY2020, while that of FY2021 is against full year forecast.

Financial Results for Q3 YTD FY2021 by Segment(IFRS)

(JPY BN)

	Revenue	Change				Segment profit	Change			
		YoY	Currency Neutral	%YoY	Currency Neutral		YoY	Currency Neutral	%YoY	Currency Neutral
Japan	474.6 BN	-7.0		-1.5%		36.1 BN	+6.5		+21.9%	
APAC	215.0	+22.1	+14.3	+11.4%	+7.1%	30.8	+5.4	+4.7	+21.1%	+17.8%
Organic							+5.4	+4.7	+21.1%	+17.8%
Europe	177.9	+28.9	+16.8	+19.4%	+10.5%	32.2	+7.9	+5.9	+32.6%	+22.3%
Organic							+7.9	+5.8	+32.4%	+22.2%
Americas	74.2	+11.7	+11.1	+18.7%	+17.6%	9.3	+3.4	+3.3	+56.1%	+54.6%
Reconcillation						-8.2	-0.1	+0.0		
Total	941.8	+55.6	+35.2	+6.3%	+3.9%	100.3	+23.0	+20.4	+29.8%	+25.5%
Organic						100.8	+23.2	+20.5	+29.8%	+25.6%

(JPY BN)

Revenue

%YoY

Currency
Neutral

Segment Profit

%YoY

Currency
Neutral

474.6 BN

-1.5%

-

36.1 BN

+21.9%

-

- Beverage market sales volume is estimated at 99% YoY, while SBF Japan marked 101% YoY, in terms of the actual number of cases.

The market underperformed YoY due to the extension of the declaration of a state of emergency and unfavorable weather since August. We kept on gaining market share, driven by our core brands and new products.

- Renewed *Craft Boss* and new products such as *Iyemon Kyoto Blend* and *THE STRONG Tennensui Sparkling* contributed to revenue. Product mix improved by focusing on small format products (500ml PET).
- Segment profit grew significantly as a result of improved product mix, higher operational efficiency through the structural reform in the vending machine business, and continuous cost reduction.

(Reference) Sales volume (in syrup conversion): 100% YoY for the beverage market, 101% for the Company



(JPY BN)

Revenue

215.0 BN

%YoY

+11.4%

Currency
Neutral

+7.1%

Segment Profit

30.8 BN

%YoY

+21.1%

Currency
Neutral

+17.8%

Revenue

%YoY

Currency
NeutralBeverage
(Vietnam)

61.7 BN

+4.8%

+2.6%

Market under impact from lockdowns in Q3.

TEA+ and *Sting* trended steadily. Gained market shareBeverage
(Thailand)

49.5 BN

+2.7%

+1.5%

Market under impact from tighter restrictions in Q3.

Pepsi brand trended steadily. Gained market shareHealth
Supplement
(*1)

26.4 BN

+20.6%

+19.2%

BRAND'S Essence of Chicken on recovery trend since March underpinned by continuous, boosted activitiesFrucor
Suntory

35.7 BN

+26.8%

+12.4%

V kept momentum driven by boosted activities and demand rise for energy drinks. Gained market share

(*1) Health Supplement results consist of Thailand and Indochina Peninsula



(JPY BN)

Revenue

177.9 BN

%YoY

+19.4%

Currency
Neutral

+10.5%

Segment Profit

32.2 BN

%YoY

+32.6%

Currency
Neutral

+22.3%

Revenue

%YoY

Currency
NeutralFrance
(*1)

69.5 BN

+14.5%

+6.6%

Strong trend sustained in off-premise channel despite bad weather since August. On-premise recovered due to restriction easing. Major growth in *Orangina*, *Oasis*, and *Schweppes*. Gained market share

UK
(*2)

51.0 BN

+23.4%

+12.1%

Maintained recovery trend due to restriction easing and staycation demand. Growth in both *Lucozade* and *Ribena*

Spain
(*3)

31.7 BN

+24.5%

+15.9%

On-premise channel as well maintained recovery trend since Q2. Double-digit growth in *Schweppes*

(*1) France includes French data only from this fiscal year on

(*2) UK and Ireland

(*3) Spain and Portugal



(JPY BN)

Revenue

%YoY

Currency
Neutral

74.2 BN

+18.7%

+17.6%

Segment Profit

%YoY

Currency
Neutral

9.3 BN

+56.1%

+54.6%

- Supermarkets and convenience stores continued to perform well due to progress in vaccination and lifting of restrictions on on- and off-premise channels. On-premise has been on a recovery trend since April.
- Segment profit increased significantly driven by robust sales growth.



Revision of FY2021 Forecast

FY2021 Forecast (IFRS)

(JPY BN)

	FY2020 results	FY2021 revised forecast	change from previous forecast	Change			
				%YoY	Currency neutral	%YoY	Currency neutral
Revenue	1,178.1 BN	1,266.0 BN	+6.0	+87.9	+61.2	+7.5%	+5.1%
Operating Income	96.2	117.0	+12.0	+20.8	+17.6	+21.7%	+17.7%
Operating Income (Organic basis ^{*1})	98.9	118.0	+12.0	+19.1	+15.7	+19.3%	+15.4%
Net Income ^{*2}	52.2	65.0	+4.5	+12.8	+11.2	+24.5%	+20.8%

*1 Excluding extraordinary factors from “Other income” and “Other expenses”

*2 Profit for the year attributable to owners of the Company

FY2021 Forecast by Segment (IFRS)

(JPY BN)

	Revenue	change from previous forecast	Change				Segment Profit	change from previous forecast	Change			
			%YoY	Currency Neutral	%YoY	Currency Neutral			%YoY	Currency Neutral	%YoY	Currency Neutral
Japan	634.0 BN	-20.0	+1.0	—	+0.2%	—	42.0 BN	+1.0	+5.0	—	+13.6%	—
APAC	296.5	+4.5	+31.5	+21.2	+11.9%	+7.7%	39.0	+2.0	+4.6	+3.6	+13.5%	+10.3%
Organic								+3.1	+2.1	+8.6%	+5.6%	
Europe	230.0	+8.0	+40.0	+25.9	+21.1%	+12.7%	36.0	+4.5	+8.8	+6.6	+32.2%	+22.5%
Organic								+9.4	+7.1	+33.9%	+23.5%	
Americas	105.5	+13.5	+15.4	+13.1	+17.0%	+14.2%	12.0	+2.7	+2.9	+2.7	+31.9%	+28.6%
Reconciliation							-12.0	+1.8	-0.5	-0.3		
Total	1,266.0	+6.0	+87.9	+61.2	+7.5%	+5.1%	117.0	+12.0	+20.8	+17.6	+21.7%	+17.7%
Organic							118.0	+12.0	+19.1	+15.7	+19.3%	+15.4%

CO2

- Revised the Environmental Targets toward 2030 (April 2021) ^(*1)
 - Reduce GHG emissions from our “direct operations” by 50%
 - Reduce GHG emissions from our entire “value chain” by 30%
- ⇒ Approved by the SBT initiative ^(*2) as consistent with the “Business Ambition for 1.5°C” (September 2021)



- Switch to 100% renewable electricity in directly-owned manufacturing sites and R&D facilities in Japan, the Americas and Europe by 2022
- Decided to introduce internal carbon pricing

(*1) GHG = Greenhouse Gas. Reduction target versus 2019 baseline

(*2) SBT initiative = Science Based Targets. A global partnership among UNGC (the United Nations Global Compact), CDP (the coalition of institutional investors promoting disclosure of information on climate change measures), WRI (the World Resources Institute), and WWF (the World Wide Fund for Nature), encouraging companies to set GHG reduction targets based on scientific evidence, and conduct screening and certification.

(*3) Europe comprises of France, the UK and Spain

Plastics

- Goal 2030 – Promote 100% sustainable plastic bottles

	2020 Actual	2022 Plan	2025 Plan	2030 Plan
Japan	26%	50%	→	100%
Europe ^(*3)	17%	→	50%	100%



SUNTORY

SUNTORY BEVERAGE & FOOD

Quarterly results for Q3 FY2021 (IFRS)

(JPY BN)

	FY2020 Jul-Sep	FY2021 Jul-Sep	Change			
			YoY	Currency Neutral	%YoY	Currency Neutral
Revenue	333.7 BN	338.0 BN	+4.3	-2.7	+1.3%	-0.8%
Operating Income	41.6 BN	39.9 BN	-1.7	-3.0	-4.0%	-6.9%
Operating Income (Organic basis*1)	41.7 BN	40.2 BN	-1.5	-2.8	-3.5%	-6.4%
Net Income*2	26.3 BN	27.2 BN	+0.9	+0.3	+3.4%	+1.0%

*1 Excluding extraordinary factors from "Other income" and "Other expenses"

*2 Profit for the year attributable to owners of the Company

FY2021 Quarterly Revenue (IFRS)

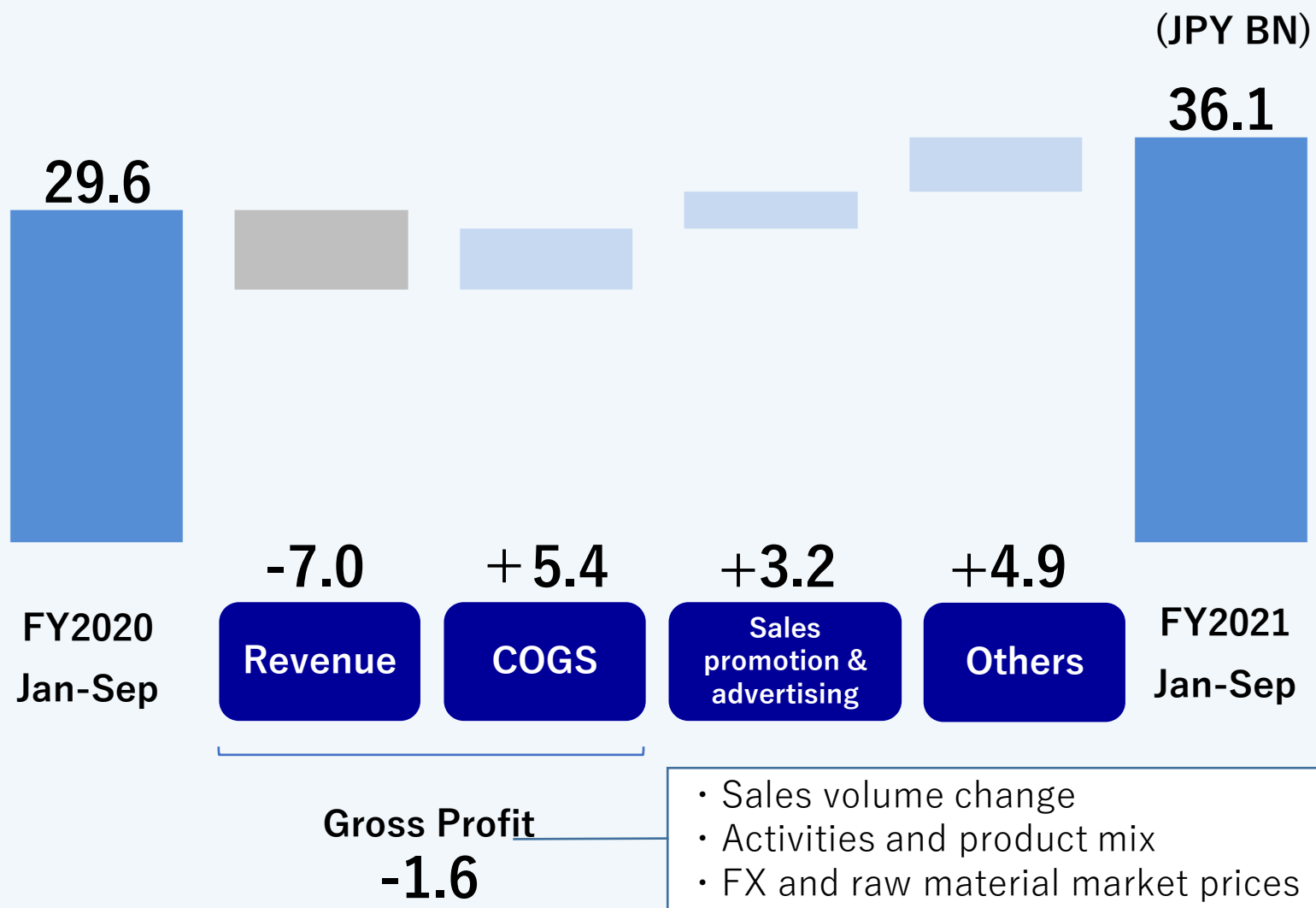
(JPY BN)

	Q1 (Jan-Mar)					Q2 (Apr-Jun)					Q3 (Jul-Sep)				
	YoY	Change		%YoY	Currency Neutral	YoY	Change		%YoY	Currency Neutral	YoY	Change		%YoY	Currency Neutral
YoY		Currency Neutral	%YoY				Currency Neutral	YoY				Currency Neutral	%YoY		
Japan	134.2	-12.6		-8.6%		163.8	+11.9		+7.8%		176.6	-6.4		-3.5%	
APAC	73.5	+6.0	+4.3	+8.9%	+6.2%	75.2	+15.1	+11.2	+25.1%	+17.5%	66.3	+1.0	-1.2	+1.5%	-1.7%
Europe	41.7	-2.3	-5.3	-5.3%	-11.3%	69.4	+25.8	+20.8	+59.1%	+42.8%	66.9	+5.4	+1.3	+8.9%	+2.1%
Americas	20.4	+1.4	+1.7	+7.4%	+9.0%	25.6	+6.0	+5.9	+30.7%	+29.7%	28.2	+4.3	+3.5	+17.9%	+14.3%
Total	269.8	-7.5	-11.9	-2.7%	-4.2%	334.0	+58.8	+49.8	+21.3%	+17.5%	338.0	+4.3	-2.7	+1.3%	-0.8%

FY2021 Quarterly Segment Profit (IFRS)

(JPY BN)

	Q1 (Jan-Mar)	Change				Q2 (Apr-Jun)	Change				Q3 (Jul-Sep)	Change					
		YoY	Currency Neutral		%YoY		YoY	Currency Neutral		%YoY		YoY	Currency Neutral		%YoY	Currency Neutral	
Japan	4.0	-3.1		-44.0%		13.6	+9.6		+239.9%		18.6	+0.0		-0.1%			
APAC	12.7	+3.5	+3.4	+38.5%	+36.0%	10.9	+3.5	+3.1	+46.6%	+40.2%	7.2	-1.6	-1.8	-18.4%	-20.1%		
Organic		+3.5	+3.4	+38.4%	+35.9%		+3.5	+3.1	+46.6%	+40.1%		-1.6	-1.8	-18.4%	-20.1%		
Europe	4.0	-0.8	-1.1	-16.2%	-21.6%	14.8	+9.1	+8.4	+157.9%	+131.7%	13.4	-0.4	-1.4	-2.7%	-9.6%		
Organic		-0.9	-1.3	-18.8%	-24.1%		+9.2	+8.5	+163.4%	+136.5%		-0.4	-1.4	-2.7%	-9.7%		
Americas	2.0	+0.5	+0.6	+36.3%	+38.4%	3.8	+2.3	+2.3	+162.1%	+159.8%	3.5	+0.5	+0.4	+15.9%	+13.3%		
Reconciliation	-2.9	-0.2	-0.2			-2.5	+0.3	+0.3			-2.8	-0.1	-0.1				
Total	19.8	-0.0	-0.5	-0.2%	-2.3%	40.6	+24.7	+23.8	+155.8%	+141.6%	39.9	-1.7	-3.0	-4.0%	-6.9%		
Organic	19.9	-0.2	-0.5	-1.0%	-2.7%	40.7	+24.8	+23.8	+156.3%	+141.0%	40.2	-1.5	-2.8	-3.5%	-6.4%		



Sales Volume of Major Brands

Japan

(Million cases)	Q3 YTD FY2020		Q3 YTD FY2021		FY2021	
	Actual	YoY	Actual	YoY	Forecast	YoY
<i>Suntory Tennensui</i>	88.3	2%	90.9	3%	118.5	5%
<i>Boss</i>	75.4	-8%	77.2	3%	105.5	3%
<i>Iyemon</i>	41.9	9%	44.4	6%	59.5	7%
<i>Green DAKARA</i>	35.2	2%	34.1	-3%	42.0	-0%
<i>Suntory Oolong Tea</i>	15.4	-18%	13.5	-13%	18.2	-10%
<i>PEPSI</i>	12.8	-18%	15.1	18%	19.3	14%
FOSHU drinks and Foods with Function Claims	16.9	-5%	15.2	-10%	20.0	-10%
Total	327.1	-6%	330.1	1%	435.0	2%

* 8oz equivalent for syrup products. On the basis of shipment volume

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

(Reference) YoY changes in sales volume on the basis of actual number of cases

Q3 YTD FY2020: -4% Q3 YTD FY2021: +1%
FY2020: -4% FY2021 forecast: +2%

Europe

(Million liters)	Q3 YTD FY2020		Q3 YTD FY2021	
	Actual	YoY	Actual	YoY
<i>Oasis</i> (France)	205	-4%	218	6%
<i>Schweppes</i> (France)	127	1%	135	7%
<i>Orangina</i> (France)	124	-5%	132	7%
<i>Lucozade</i> (UK, Ireland)	291	-6%	300	3%
<i>Ribena</i> (UK, Ireland)	58	-13%	69	19%
<i>Schweppes</i> (Spain, Portugal)	81	-22%	90	11%

(JPY, average of period)

	FY2020 Jan-Sep	FY2021 Jan-Sep	FY2021 Forecast (as of Nov 11)	Previous Forecast (as of Feb 9)
U.S. dollar	107.6	108.6	109.0	106.0
Euro	120.9	129.9	130.0	127.0
Sterling	136.7	150.5	150.0	142.0
Singapore dollar	77.4	81.1	81.0	78.0
Thai baht	3.4	3.5	3.4	3.4
Vietnam dong	0.0046	0.0047	0.0048	0.0046
New Zealand dollar	68.6	77.2	77.0	71.0
Australian dollar	72.8	82.4	82.0	78.0

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