

Financial Results for Q3 Year Ending December 31, 2021

November 11, 2021
Suntory Beverage & Food Limited

This is Takayuki Sanno.

First of all, I would like to express our deepest sympathy to all those who have been affected by the COVID-19 infections and to all those concerned.

I would also like to express our sincere respect to all those who are making efforts to prevent the spread of the infection, and to those in the medical field engaged in the diagnosis and treatment of COVID-19 patients.

Today, I will report on our third quarter results and talk about our full year forecast.

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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

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Now, I will report the results of the third quarter of FY2021.

Revenue was 941.8 billion yen, up 3.9% on a currency neutral basis, and up 6.3% on a reported basis.

Operating income on an organic basis was 100.8 billion yen, up 25.6% on a currency neutral basis, and up 29.8% on a reported basis.

Operating income including extraordinary factors was 100.3 billion yen, up 25.5% on a currency neutral basis, and up 29.8% on a reported basis.

Profit attributable to owners of the Company was 59.4 billion yen, up 21.9% on a currency neutral basis, and up 25.7% on a reported basis.

Under the slogan of "Agile Transformation", we have been making rapid changes and implementing a series of growth-oriented measures. As a result, we kept on going beyond the initial expectations despite the headwinds of the external environment in the third quarter.

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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%
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(reference) total revenue FY2021 vs. FY2019	-6%	-4%	-6%

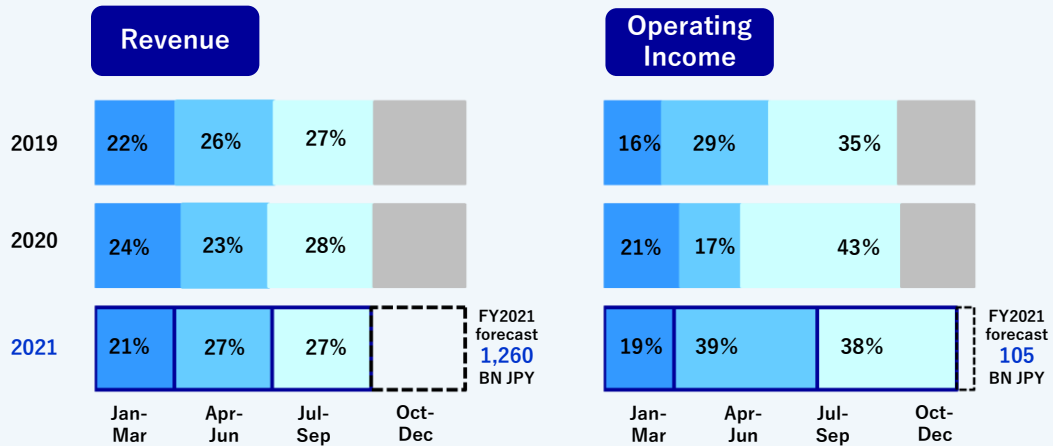
*currency neutral basis for overseas figures

I will explain the status of our business on a currency neutral basis.

In the third quarter, we operated under the major influence of unfavorable weather in Japan, France and other parts of northern Europe and tighter restrictions in Vietnam and other parts of APAC region as well as Japan due to the increase in the number of infected people. However, the overall revenue was almost the same as the previous year as a result of our focused activities for core brands.

In Europe, the UK and Spain sustained a strong recovery trend. The health supplement business performed well in the APAC. Both on- and off-premise businesses continued good momentum in the Americas.

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* 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.

As for the progress against the full year forecast, both revenue and operating income were significantly affected by unfavorable weather and tighter restrictions in the third quarter, as mentioned earlier. In addition, the impact of soaring raw material prices has become apparent.

Even under such circumstances, our company-wide focus on core brands was successful, resulting in a better product mix. We were also thorough in our supply chain cost improvement and administrative expense review.

We achieved high progress rates to the initial plan in the first nine months of the year, especially in operating income.

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	(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%
Reconciliation						-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%

This slide shows the performance by segment. From here on, the figures are on a currency neutral basis.

- Revenue in Japan was at the same level as the previous year, while overseas revenue continued to increase substantially in each segment.
- All segments maintained significant double-digit growth in segment profit, reflecting the effects of sales growth and thorough cost management.

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(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

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I will start with Japan.

Revenue was 474.6 billion yen. Segment profit was 36.1 billion yen.

- We estimate the sales volume for the overall beverage market was at 99% level of the previous year in the first nine months of the year, due to the extension of the declaration of a state of emergency and unfavorable weather since mid-August.
- We boosted activities for our core brands and actively introduced new products. Our sales volume stood at 101% level of the previous year, outperforming and expanding share in the market.
- Revenue was supported by steady trends in renewed *Craft Boss*, *Iyemon Kyoto Blend*, and *THE STRONG Tennensui Sparkling*, a sugar-free carbonated water. Our focus on small format products (500ml PET) contributed to a better product mix as well.
- Segment profit grew 21.9% in the first nine months of the year, driven by the improvement in the product mix and the cost reduction with higher operational efficiency through the structural reform in the vending machine business.
- At present, the people traffic is gradually recovering after the lifting of the declaration of a state of emergency, and we are further strengthening investment in our core brands.

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(JPY BN)

	Revenue		%YoY	Currency Neutral	Segment Profit		%YoY	Currency Neutral
	215.0	BN	+11.4%	+7.1%	30.8	BN	+21.1%	+17.8%
	Revenue		%YoY	Currency Neutral				
Beverage (Vietnam)	61.7	BN	+4.8%	+2.6%	Market under impact from lockdowns in Q3. <i>TEA+</i> and <i>Sting</i> trended steadily. Gained market share			
Beverage (Thailand)	49.5	BN	+2.7%	+1.5%	Market under impact from tighter restrictions in Q3. <i>Pepsi</i> brand trended steadily. Gained market share			
Health Supplement (*1)	26.4	BN	+20.6%	+19.2%	<i>BRAND'S Essence of Chicken</i> on recovery trend since March underpinned by continuous, boosted activities			
Frucor 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

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Next is Asia-Pacific.

Revenue was 215.0 billion yen. Segment profit was 30.8 billion yen.

- Asia was impacted by the lockdown in Vietnam in the third quarter, but cumulative revenue growth continued in key businesses.
- Despite the impact of soaring raw material prices, segment profit remained on an upward trend as a result of higher sales, improved product mix, and thorough cost management.
- In Vietnam, we conducted concentrated activities for *TEA+* and *Sting*, and expanded our market share.
- The beverage business in Thailand continued to perform well in *Pepsi* brand including the low-sugar products. *TEA+* which was relaunched in the market in January also trended well, expanding its market share.
- In the health supplement business, we conducted concentrated activities for *BRAND'S Essence of Chicken*. As a result, the sales trend remained strong from the second quarter, posting an increase in cumulative revenue.
- In Oceania, V grew considerably through enhanced marketing activities, leading the energy drink category market and expanding our market share.
- Currently the market is recovering with the recent easing of restrictions, and we are strengthening our activities to make a reversal offensive.

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(JPY BN)

Revenue		%YoY	Currency Neutral	Segment Profit		%YoY	Currency Neutral
177.9 BN		+19.4%	+10.5%	32.2 BN		+32.6%	+22.3%

	Revenue	%YoY	Currency Neutral
France (*1)	69.5 BN	+14.5%	+6.6%
UK (*2)	51.0 BN	+23.4%	+12.1%
Spain (*3)	31.7 BN	+24.5%	+15.9%

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

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

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

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Now, moving onto Europe.

Revenue was 177.9 billion yen. Segment profit was 32.2 billion yen.

- Unfavorable weather in northern Europe had an impact during August and September, but our revenue kept on growing significantly with the tailwind of progress in vaccination.
- In addition to the increase in marginal profit associated with the revenue growth, continued thorough cost management also contributed to the significant cumulative growth in segment profit.
- In France, the off-premise channel remained on a recovery trend despite the large impact from unfavorable weather. The on-premise channel recovered as well due to the lifting of restrictions on night outings, etc. *Orangina*, *Oasis*, and *Schweppes* each grew significantly.
- In the UK, the recovery trend from the second quarter continued. *Lucozade* and *Ribena* both exceeded their last-year levels.
- In Spain, the on-premise channel remained on the recovery trend since the second quarter, with double-digit cumulative growth for *Schweppes*.
- The market is moving toward normalization, and we are working to achieve sales growth and market share expansion.

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(JPY BN)

Revenue	%YoY	Currency Neutral	Segment Profit	%YoY	Currency Neutral
74.2 BN	+18.7%	+17.6%	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.



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Lastly, the Americas.

Revenue was 74.2 billion yen. Segment profit was 9.3 billion yen.

- The off-premise channel remained strong in the third quarter. The on-premise channel as well continued on its recovery trend since the second quarter. Both carbonated and non-carbonated categories performed well, resulting in revenue growth.
- Segment profit increased significantly due to high sales, channel mix improvement with the on-premise recovery, and cost reduction.
- The current sales trend continues to be strong in all channels. While affected by the supply chain, we will work to steadily expand our market share.

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Revision of FY2021 Forecast

Next, I will explain the full year forecast for the year ending December 2021.

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(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

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The peak season in the northern hemisphere has passed, but we will continue to invest aggressively toward topline growth. Currently, vaccination is progressing worldwide and the people traffic has begun to recover as restrictions are being relaxed. We will steadily capture the recovery of major markets, focus on accelerating sales growth, and increase marketing investment. Meanwhile, cost increase has become apparent since the third quarter due to soaring raw material prices and the disruption in the global supply chain, starting to affect our business. In addition, we see signs of COVID-19 resurgence in Europe. We will respond quickly to the changing market situation by flexibly combining defensive measures as well.

Based on the results for the first three quarters and the outlook for the fourth quarter, we made an upward revision to our full year forecast as follows:

- Revenue is 1,266 billion yen in the new forecast, up 5.1% on a currency neutral basis.
- Operating income on an organic basis will be 118 billion yen, up 15.4% on a currency neutral basis.
- Operating income including extraordinary factors will be 117 billion yen, up 17.7% on a currency neutral basis.
- There is no change to the full year dividend forecast, which is 78 yen per share.

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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%

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Here is the breakdown of the renewed forecast by segment.

Japan is 634.0 billion yen in revenue and 42.0 billion yen in segment profit.

- We will further strengthen our activities for core brands based on the assumption that it will take a certain amount of time for the market to recover in earnest.

Asia-Pacific is 296.5 billion yen in revenue and 39.0 billion yen in segment profit.

- Based on the assumption similar to Japan that it will take time for the market to recover in earnest, we will strengthen our activities to steadily capture the increase in demand associated with the recovery, in pursuit of returning to a growth trajectory.

Europe is 230.0 billion yen in revenue and 36.0 billion yen in segment profit.

- The overall recovery trend continues on. We will step up our efforts in the off-premise channel and work to steadily capture the recovery trend in the on-premise channel.

The Americas is 105.5 billion yen in revenue and 12.0 billion yen in segment profit.

- We will strengthen our activities in both on- and off-premise channels to expand our market share.

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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%



Last but not least, I would like to update you on our sustainability initiatives.

On the CO2 reduction part, we revised the “Environmental Targets toward 2030” in April, and our renewed targets to reduce GHG emissions were evaluated and certified by the SBT initiative in September.

On the plastics part, we are stepping up our efforts continuously across all regions to achieve 100% sustainable PET bottles worldwide in 2030. In Japan, we are working to achieve our 2025 target of 50% by 2022, three years ahead of schedule. Europe as well is working toward 100% sustainability in 2030, with a milestone of 50% in 2025.

The entire group will continue our concerted efforts in sustainability management to address global social challenges.

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SUNTORY

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That concludes my presentation on the results of the third quarter and the full year forecast for the FY2021.

We will maintain our business momentum and stay aggressive until the last day of the year. We will navigate through the volatile external environment and properly manage the impact from raw material market conditions and supply chain disruptions for a good start next year.

Thank you.

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)

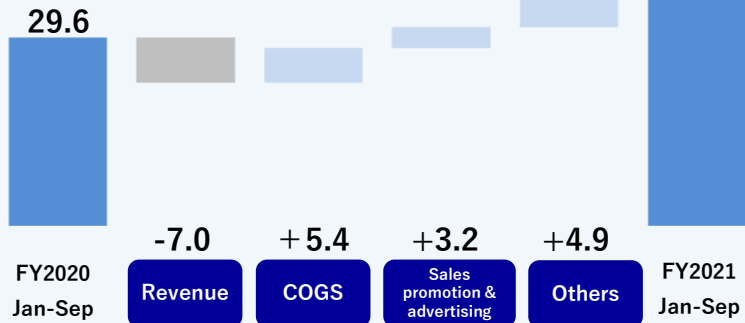
	Q1 (Jan-Mar)					Q2 (Apr-Jun)					Q3 (Jul-Sep)				
	YoY	Change		%YoY	Currency Neutral	YoY	Change		%YoY	Currency Neutral	YoY	Change		%YoY	Currency Neutral
Japan	134.2	-12.6		-8.6%		163.8	+11.9		+7.8%		176.6	-6.4		-3.5%	
APAC	73.5	+6.0	+4.3	+8.9%	+6.2%	75.2	+15.1	+11.2	+25.1%	+17.5%	66.3	+1.0	-1.2	+1.5%	-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)					Q2 (Apr-Jun)					Q3 (Jul-Sep)				
	YoY	Change Currency Neutral		%YoY	Currency Neutral	YoY	Change Currency Neutral		%YoY	Currency Neutral	YoY	Change 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%

(JPY BN)



Gross Profit
-1.6

- Sales volume change +2.7
- Activities and product mix -2.3
- FX and raw material market prices -2.0

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 (France)</i>	205	-4%	218	6%
<i>Schweppes (France)</i>	127	1%	135	7%
<i>Orangina (France)</i>	124	-5%	132	7%
<i>Lucozade (UK, Ireland)</i>	291	-6%	300	3%
<i>Ribena (UK, Ireland)</i>	58	-13%	69	19%
<i>Schweppes (Spain, Portugal)</i>	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

This document contains forward-looking statements related to business and financial performance of the Company or the Group.

These forward-looking statements are projections made based on the currently available information and are subject to risks and uncertainties including, but not limited to, economic trends, competition in the industry in which the Company and the Group operate, market needs, exchange rates, as well as tax and other systems.

Therefore, actual business results and other outcomes published in the future may vary due to these factors. The Company accepts no liability for any loss or damage arising from the use of the information contained in this document.