

SUNTORY



2018

Suntory Group Corporate Profile

Our Passion



Takeshi Niinami
Takeshi Niinami
President & Chief Executive Officer
Member of the Board, Representative Director
Suntory Holdings Limited

Toward Making Suntory a “Growing for Good” Global Corporate Group

The Suntory Group is continually growing as a corporate group that is globally expanding its wide range of businesses having alcoholic and non-alcoholic beverage business at its core. The driving force of our growth is the “Yatte Minahare” spirit, which has been passed down since our founding. This spirit represents our will to actively challenge what others will not take, and contribute to enriching the lifestyle of people by creating products and services that have new and unprecedented values.

In terms of quality, we commit to bring the highest level of quality on a global scale. To realize customers first, we strive not only for the safety and reliability, but also for the better taste, aroma, and ease in using our containers for all of our products until the final consumption. Furthermore, we will create new values, including the development of even higher quality products utilizing technical exchanges and synergies across the board, business area and each group company.

In order to realize the truly global corporate group SUNTORY, we believe that it is indispensable to pass down the sustainable society to the next generation through our unique contribution under another founding

Creating New Values
by Taking Challenges
That Others Will Not.

spirit “Giving back to society.” Under this spirit, we will especially address the issues of “water,” since water is the core of our business, and also a valuable resource supporting people's lives. Last year, we have formulated the group-wide “Sustainable Water Philosophy”; based on this philosophy, we are strongly committing to contribute solving water relevant issues in various parts of the world where we operate, by globally and continually promoting our water sustainability based activities done in Japan.

“To create harmony with people and nature” is outlined in our corporate philosophy. We contribute to the lifestyles of people by delivering the highest quality products and services to customers around the world. At the same time, we will never waver from the mission of the Suntory Group to create harmony with the society and beautiful natural environment. We also know that the employees who have come together under the Suntory Group are the people who are giving the shape to this philosophy. In an environment where “Yatte Minahare” spirit can be put into practice, we will always strive for further innovation, and take challenges toward the goal to become a “Growing for Good” company that realizes a sustainable and vibrant society.

Suntory Group's Promise

Mizu To Ikiru

“Mizu To Ikiru”, literally “living with water”, is the promise we make to our customers, and the voice of our philosophy. From here flow all our other brand attributes, and every facet of our business. We value the blessings of water, and deliver them as goodness that touches every part of our world. We protect water in all its forms. Like water, we change and adapt. Every day, we turn into something new.

Suntory Group's Philosophy



Suntory Group's Initiatives based on our Promise “Mizu To Ikiru”



To Create Harmony with Customers and Partners

To deliver joy to customers with the highest quality of products and services
Under the Suntory Group Quality Policy “All for the Quality,” we strive to maintain and improve the quality in all of our processes from the procurement of raw materials and manufacturing to sales and services. In order to provide products that bring satisfaction and earn the trust of customers, the Suntory Group treasures communication with its customers. Furthermore, we proactively open our information to customers and reflect the received voices in product development and other corporate activities.



To Create Harmony with Nature

To preserving limited water resources for the next generations
Since the Suntory Group's business is supported by the blessings of water and nature, we have outlined “To create harmony with people and nature” as our corporate mission. In order to pass down the sustainable natural environment to the next generation, we are promoting environmental management with a long-term perspective. In 2017, we had formulated the “Sustainable Water Philosophy” to share our approaches towards issues concerning water with our Group companies worldwide to enhance activities to conserve water resources used in our plants. Moreover, we will strive to save energy throughout our business and contribute to prevent global warming.



To Create Harmony with Society

To build a bright future with initiatives rooted in each region
Based on the founding spirit of “Giving back to society,” we are promoting various cultural and social contribution activities mainly focusing on three fields; arts and culture, sports, and social welfare. Based on these fields, we are engaged in activities to develop the next generation, support disaster affected areas, and contribute to local communities. As the globalization of our business activities progresses, we promote initiatives based on the reality faced in each region globally by further deepening links with Group companies around the world.



To Create Harmony with Employees

To nurture human resources with bigger dreams for the world
Diversity management is the basic policy of the Suntory Group's management philosophy. We promote diversity and accepts diverse values, enabling the creation of greater value. We are also promoting opportunities where supervisors and employees can regularly have discussions to facilitate growth of individuals to create new values, and to build a workplace environment that allows each and every employee to reach their full potential. We have also established methods to encourage employees to achieve even higher goals without fear of failure.

Products and Services

Non-alcoholic Beverage and Food Business

Based on our vision, "Enrich drinking-experiences to be more natural, healthy, convenient, and fulfilling, by leading the next drinks revolution," we deliver a wide range of products including mineral water, coffee, tea, carbonated drinks, sports drinks and health foods. We develop natural & healthy, unique & premium products that meet the needs of cutomers all over the world utilizing our R&D technologies cultivated over the years. We maufacture and sell these developed non-alcoholic beverages and foods globally, such as in Japan, Europe, Asia, Oceania, and the Americas, etc.



Alcoholic Beverage Business

We are aiming for further growth through ceaseless challenges since our founding in the production and sales of wine in 1899, including the creation of Japan's first authentic whisky and eventual expansion into our beer brewing business. In addition to the global expansion of our liquor and wine businesses, we are further strengthening our beer brewing business to deliver various products as a multi-faceted beverage company.



■ Suntory Beverage & Food Ltd.

- Suntory Foods Ltd.
- Suntory Foods Okinawa Ltd.
- Suntory Beverage Solution Ltd.
- Suntory Beverage Service Ltd.
- Japan Beverage Holdings Inc.
- Sunvend Co., Ltd.
- Suntory Products Ltd.

■ Suntory Beverage & Food Europe

- Orangina Suntory France
- Lucozade Ribena Suntory
- Schweppes Suntory España
- Schweppes International

■ Suntory Beverage & Food Asia

- BRAND'S Suntory
- Suntory Garuda Group
- Suntory PepsiCo Vietnam Beverage
- Suntory PepsiCo Beverage Thailand

■ Frucor Suntory Group

■ Pepsi Bottling Ventures Group

■ Beam Suntory Inc.

- Suntory Spirits Ltd.
- Suntory Allied Ltd.
- Sungrain Ltd.
- Osumisyuzo Ltd.

■ Suntory Beer, Wine & Spirits Japan Limited

■ Suntory Beer Ltd.

- Kyushu Suntory Techno Products Ltd.

■ Suntory Liquors Ltd.

- Okinawa Suntory Ltd.

■ Suntory Wine International Ltd.

- Fwines Co., Ltd.
- Iwanohara Vineyard Co., Ltd.
- Monte Bussan K.K.
- ASC Fine Wines Holding Ltd.
- Château Lagrange S.A.S.
- Grands Millésimes de France S.A. (GMdF)
- Château Beychevelle
- Château Beaumont
- Barrière Frères S.A.
- Weingut Robert Weil

■ Suntory (China) Holding Co., Ltd.

Health Foods, Restaurants, Flowers, Services and Others

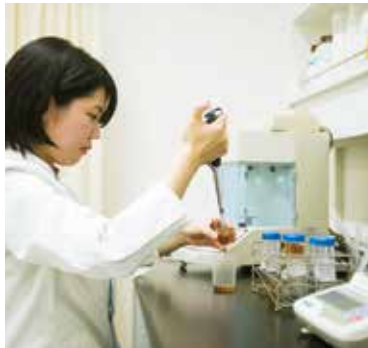
We are involved in various kinds of business, such as the manufacture and sales of ice creams, restaurant businesses in Japan and overseas; mainly in Mexico and Asia to offer new value in the food culture of our customers. Moreover, we also provide a variety of products such as Sesamin EX in our health food business, which are based on our many years of polyphenol research, as well as the world's first blue rose in our flower business based on our biotechnology. We are engaged in other businesses as well such as beverage and environmental greening businesses in China, marketing and advertising, promotional support, and reception services in cultural facilities.



- Dynac Corp.
- Pronto Corp.
- Izutsu Maisen Co., Ltd.
- Restaurant Suntory Mexico Group
- Suntory F&B International Group
- Suntory Flowers Ltd.
- TOYOTA SUNTORY MIDORIE (SHANGHAI) Co., Ltd.
- Suntory Marketing & Commerce Ltd.
- Suntory Publicity Service Ltd.
- Suntory Investment and Development Ltd.
- Sun-Ad Co., Ltd.
- Suntory Wellness Ltd.
- Connecto., Ltd.
- Häagen-Dazs Japan, Inc.
- Suntory (China) Holding Co., Ltd.
- Suntory Huiyuan (Shanghai) Beverage Co., Ltd.

Cross-functional Companies

We have aggregated common operations into various group companies. These cross-functional companies are in charge of an array of responsibilities from quality assurance, technological development, procurement and logistics, advertising and design to customer relations, business systems, fundamental research, and sales support to foster even greater efficiency in the corporate management.



- Suntory MONOZUKURI Expert Limited
 - Suntory China Quality Assurance Center
 - Suntory Coffee Roastery LTD.
 - Suntory Malting LTD.
 - Suntory Trading Hong Kong LTD.
 - SUNTORY LOGISTICS LIMITED

- Suntory Business Systems Limited
 - Suntory System Technology Limited
 - SUNTORY BUSINESS SYSTEMS ASIA PTE. LTD.
- Suntory Communications Limited
- Suntory Global Innovation Center Ltd.
- Suntory Corporate Business Ltd.
- Sunlive Co., Ltd.

Arts, Culture, Academic Foundations and Social Welfare Organization

We are actively engaged in cultural and social contribution activities, and established three foundations to support academics, arts, and local culture as well as a social welfare organization that operate elderly care facilities and child daycare centers.



- Suntory Foundation for Arts
 - Suntory Museum of Art
 - Suntory Hall

- Suntory Foundation
- Suntory Foundation for Life Sciences
- Social Welfare Organization Hojukai

Corporate Overview

Suntory Group

Group companies: 312 (as of December 31, 2017)

Employees: 37,745 (as of December 31, 2017)

Consolidated Revenue: ¥2,157.5 billion (January 1 to December 31, 2017)
(excluding excise taxes)

Consolidated Revenue: ¥2,420.3 billion (January 1 to December 31, 2017)
(including excise taxes)

Consolidated Operating income: ¥253.6 billion (January 1 to December 31, 2017)

Suntory Holdings Limited

Head Office: 2-1-40 Dojimahama, Kita-ku, Osaka City, Osaka, Japan

Suntory World Headquarters: 2-3-3 Daiba, Minato-ku, Tokyo, Japan

Inauguration of business: 1899

Establishment: February 16, 2009

Chairman of the Board & Chief Executive Officer: Nobutada Saji

President & Chief Executive Officer,

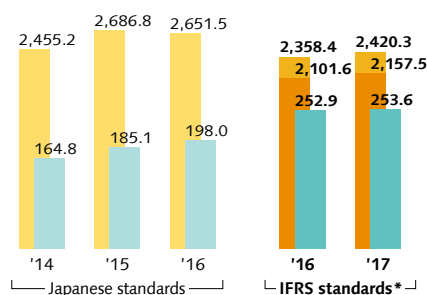
Member of the Board, Representative Director: Takeshi Niinami

Capital: ¥70 billion



Consolidated Revenue/ Operating Income

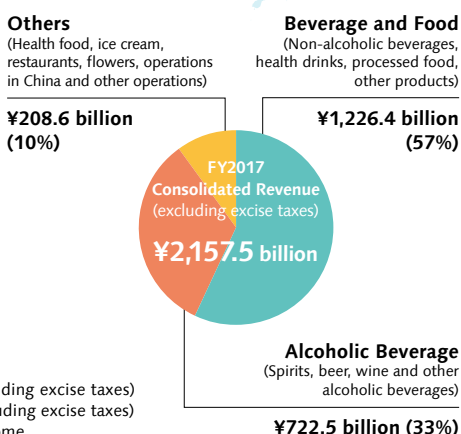
(Billion of yen)



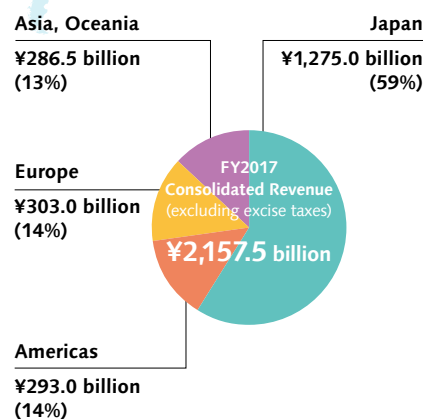
Legend:
 Yellow bar: Consolidated Net Sales
 Teal bar: Operating Income
 Orange bar: Consolidated Revenue (including excise taxes)
 Light blue bar: Consolidated Revenue (excluding excise taxes)
 Dark blue bar: Consolidated Operating income

*The Suntory Group adopted IFRS for the fiscal year ended December 31, 2017.

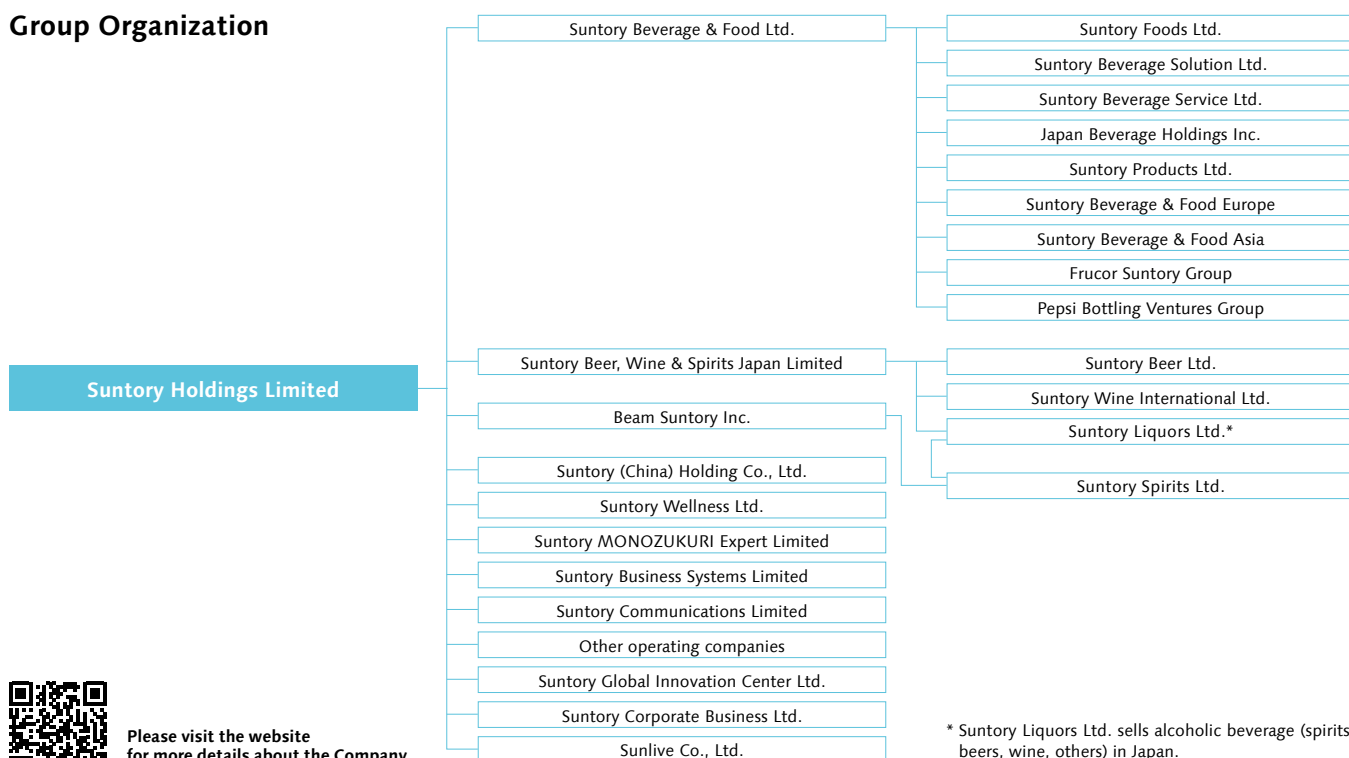
Sales by Business Segment



Sales by Area



Group Organization



* Suntory Liquors Ltd. sells alcoholic beverage (spirits, beers, wine, others) in Japan.



Please visit the website
for more details about the Company.
<https://www.suntory.com/about/>

Suntory Holdings Limited
Corporate Sustainability Division
Corporate Brand Strategy Department
<http://www.suntory.com/>

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