

Financial Results for Fiscal Year Ended December 31, 2025

February 12, 2026
Suntory Beverage & Food Limited

Overview of FY2025 Forecast for FY2026

Makiko Ono, President & Chief Executive Officer

This is Makiko Ono.

Today, we will update you on our financial results for FY2025, followed by an explanation of our forecast for FY2026.

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Overview of FY2025

First, I will walk you through the financial results for FY2025.

Please turn to page 4.

FY2025 results were broadly in line with the revised forecast, with revenue increasing and income declining.

Revenue

Lower sales volume was offset by price revisions and improvements in product mix, resulting in higher revenue.

- In Japan, although sales volume declined, revenue increased due to price revisions and improved product mix.
- In APAC, while alcoholic RTD sales in Oceania contributed positively, revenue declined due to a decrease in sales volume in the beverage businesses in Vietnam and Thailand from the beginning of the fiscal year.
- Revenue increased in Europe, supported by steady sales of core brands mainly in the UK.

Operating income

Income declined due to higher costs and increased investment aimed at sustainable growth.

- In Japan, income declined due to higher production and inventory costs resulting from lower sales volume during the peak season.
- In APAC, income declined due to lower sales volume in the beverage businesses in Vietnam and Thailand, as well as the impact of additional marketing investments aimed at recovering performance.
- Impacted by higher company-wide project costs, including investments in new product development globally and organizational restructuring expenses to respond to changes in the business environment.

I will explain the key points of our FY2025 results.

Revenue increased year on year, while operating income declined. Overall, results were largely in line with the full-year forecast revised in the third quarter.

Revenue growth was mainly driven by price revisions and improvements in product mix, despite an overall decline in sales volume.

Operating income declined mainly due to higher production and inventory costs resulting from lower sales volume, as well as increased investment in new product development globally aimed at future growth.

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■ Financial Results for FY2025

	FY2025 Results	Change (incl. currency effect)		Change (currency neutral)		(JPY BN)
		YoY	%YoY	YoY	%YoY	Variance from revised forecast
Revenue	1,715.4	18.7	1.1%	12.7	0.7%	-5.6
Operating Income	148.7	-11.5	-7.2%	-12.6	-7.8%	1.7
Non-recurring Items	-8.0	-0.4	-	-0.5	-	0.0
Operating Income (Organic basis*1)	156.7	-11.1	-6.6%	-12.1	-7.2%	1.7
Net Income*2	88.7	-4.8	-5.1%	-5.4	-5.8%	4.2

*1 Extraordinary factors and profit/loss impact from transferred business deducted from operating income
*2 Profit attributable to owners of the Company

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In FY2025, revenue was 1,715.4 billion yen, up 1.1% year on year, and up 0.7% on a currency neutral basis.

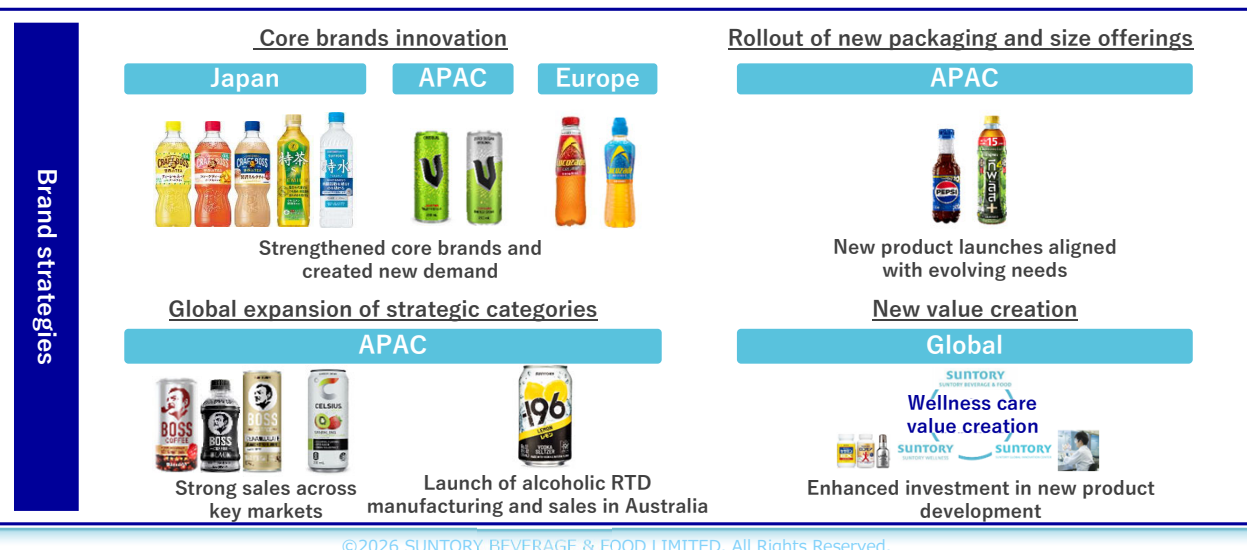
Operating income was 148.7 billion yen, down 7.2% year on year, and down 7.8% on a currency neutral basis.

Operating income on an organic basis excluding non-recurring items was 156.7 billion yen, down 6.6% year on year, and down 7.2% on a currency neutral basis.

Net profit attributable to owners of the Company was 88.7 billion yen, down 5.1% year on year, and down 5.8% on a currency neutral basis.

Please turn to page 6.

Steady progress on strategic initiatives
despite a rapidly changing business environment.



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In FY2025, we continued to advance initiatives aimed at growth, centered on the strategic themes set out in our medium-term management plan.

First, with respect to our core brands, we focused on the sustainable enhancement of brand value and the creation of new demand.

In Japan, products such as the *BOSS Sekai no TEA* series performed steadily, while *Tokusui*, the first water-category product under the *Tokucha* brand, successfully created new demand. In addition, marketing initiatives delivered positive results for *V* in APAC and *Lucozade* in the UK.




We also actively pursued the global expansion of our strategic categories. In particular, we commenced the manufacturing and sale of the alcoholic RTD beverage *-196* in Australia.

Furthermore, in response to changes in the macroeconomic environment, especially in Thailand, we introduced new packaging and size offerings better aligned with consumer needs.

In addition, to drive the creation of new value, we have strengthened investment in new product development in the wellness care domain.

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Strengthened foundations for sustainable business growth.

Strategic CAPEX / Structural Transformation	DEI / Sustainability
<p>Japan</p>  <p>Growth investment for the vending machine business</p> <ul style="list-style-type: none"> - Vending machines equipped with cashless service <i>Jihanpi</i> Approx. 180k units - Average sales value up 3%* with the adoption of <i>Jihanpi</i> <p>* Compared with SBF's non-cashless vending machines.</p> <p>APAC</p>  <p>Enhancing production capacity</p> <p>Swanbank plant, Australia</p> <ul style="list-style-type: none"> - Cost and lead-time optimization through the development of in-house production facilities 	<p>Driving progress toward 2030 goals</p> <p>DEI</p> <ul style="list-style-type: none"> - Percentage of female managers: expected to be around 10% in FY2025 *¹ <p>Sustainability</p> <ul style="list-style-type: none"> - Reduction in "Water" consumption*² - Reduction in "Greenhouse Gas" emissions *³ - Sustainable materials used in "Plastic" bottles*⁴ <p>Japan</p> <p>All four Suntory Tennensui plants have received the highest Platinum level certification under the Alliance for Water Stewardship (AWS) standard*.</p>  <p>* AWS standard: an international standard that certifies initiatives for sustainable water use and watershed conservation.</p>

(*)1 To be disclosed in March (*)2 The goal of reducing water intensity at owned plants globally: 35% for the Suntory Group and 20% for SBF's plants that manufacture finished products. Baseline year: 2015.
 (*)3 Common goal for the Suntory Group and SBF: 50% reduction of GHG emissions from the SBF sites. Baseline year: 2019
 (*)4 Ratio of sustainable (recycled or plant-based, etc.) materials used (by weight): 100%

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Next, I will explain our initiatives in strategic capital investment, DEI, and sustainability.

In FY2025, we continued to strengthen our foundations for growth while making strategic investments.

In the vending machine business, we are promoting structural transformation across the business as a whole. Within this context, the new cashless payment service *Jihanpi* has contributed to the expansion of customer touchpoints. Average sales per machine for vending machines equipped with *Jihanpi* are approximately 3% higher than those of non-equipped machines.

With regard to strengthening production capacity, we invested in plants both in Japan and overseas.

In particular, we established the Swanbank plant in Australia as a hybrid facility for both alcoholic and non-alcoholic beverages. This has enabled us to build a production system that reliably meeting demand and to ensure growth.

We are also continuing to promote initiatives related to DEI and sustainability toward achieving our 2030 targets.

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Forecast for FY2026

Next, I would like to talk about the forecast for FY2026 and key initiatives.

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(JPY BN)

	FY2026 Forecast	Change (incl. currency effect)		Change (currency neutral)	
		YoY	%YoY	YoY	%YoY
Revenue	1,826.0	110.6	6.4%	86.9	5.0%
Operating Income	155.0	6.3	4.2%	4.1	2.7%
Non-recurring Items	-8.0	0.0	-	0.4	-
Operating Income (Organic basis*1)	163.0	6.3	4.0%	3.7	2.3%
Net Income*2	89.0	0.3	0.3%	0.0	0.0%

(*1) Extraordinary factors and profit/loss impact from transferred business deducted from operating income
(*2) Profit attributable to owners of the Company

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For FY2026, we forecast revenue of 1,826.0 billion yen, up 6.4% year on year, and up 5.0% on a currency neutral basis.

Operating income is expected to be 155.0 billion yen, up 4.2% year on year, and up 2.7% on a currency neutral basis.

Operating income on an organic basis is projected to be 163.0 billion yen, up 4.0% year on year, and up 2.3% on a currency neutral basis.

Net profit attributable to owners of the Company is forecast at 89.0 billion yen, broadly in line with the previous fiscal year.

In FY2026, we will continue to promote initiatives aimed at sustainable growth through aggressive investment.

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**Promote bold, strategic investments on a global scale.
Aim to achieve volume expansion and revenue growth
through value creation.**

Accelerating innovation

Core brands innovation

**Strategic CAPEX /
Structural transformation**

In FY2026, we will actively pursue global investments, aiming to achieve both volume expansion and revenue growth through value creation.

While we expect the business environment to remain uncertain in 2026, by mobilizing the full capabilities of the Group, we will accelerate innovation and continue to focus on creating new value.

In addition, we will continue to drive core brands innovation to create sustainable demand, while further strengthening our strategic capital investments..

To enable these initiatives, we are also advancing changes in our ways of working and promoting organizational transformation.

Please turn to page 11.

Accelerating innovation

Bringing together the Group's expertise, technologies, and resources.
Strengthening new brand development
and creating new categories.

Expand wellness care category
brand development

Launch hydration* category
new brands

Drive sustainable technological
innovation

Leverage the Suntory
Group's brand assets

Deploy Japan-developed
technologies globally

Strengthen Suntory's
proprietary technology
development capabilities

* Beverages primarily intended for hydration.

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Next, I will explain our initiatives to accelerate innovation.

In FY2026, by bringing together the Group's expertise, technologies, and resources—areas in which we have strong competitive advantages—we will take on major challenges aimed at developing new brands and new categories that will become the next pillars of growth.


In Japan, in the growing wellness care category, we plan to launch new brands in collaboration with well-recognized Suntory Group brands.

In Asia, we also plan to launch a new brand in the growing hydration category, leveraging technologies developed in Japan.

In addition, by utilizing Suntory's proprietary manufacturing capabilities, we will advance technological innovation that responds to changes in the environment and evolving needs.

Please turn to page 12.

Committed to continuous evolution to achieve sustainable enhancement of brand value.

Core brands innovation	Strategic CAPEX / Structural Transformation
<p><u>Further enhance brand appeal to expand our fan base and strengthen our revenue foundation</u></p> <div> <div> <p>Changes to product formulations</p> <ul style="list-style-type: none"> - Pursue long-lasting flavor appeal - Respond to increasingly diverse consumer preferences </div> <div> <p>Diversification of packaging formats and sizes</p> <ul style="list-style-type: none"> - Respond to changes in consumer behavior </div> </div> 	<p><u>Strengthen the brand deployment platform by enhancing capabilities and improving profitability</u></p> <div>  <p>Takasago plant, Japan</p> <ul style="list-style-type: none"> - Line expansion and enhancement of logistics capabilities </div> <div>  <p>Coleford plant, United Kingdom</p> <ul style="list-style-type: none"> - Line expansion and higher in-house production ratio </div> <div>  <p>Long An plant, Vietnam</p> <ul style="list-style-type: none"> - Newly built in 2025, featuring automation and higher speed processing </div> <div>  <p>Saraburi plant, Thailand</p> <ul style="list-style-type: none"> - Improve profitability through line expansion and increased in-house production </div>

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Next, I will walk you through our initiatives aimed at the sustainable enhancement of brand value.

To date, we have continuously refined and expanded our long-selling brands in each market through core brands innovation.

In FY2026, we will continue to advance initiatives across these core brands, including updates to product formulations and the introduction of new packaging and size variations tailored to diverse consumer needs. Through these efforts, we aim to further strengthen our brand appeal.

With respect to strategic capital investment, we will support future brand growth by strengthening production and logistics capabilities and enhancing profitability through improved productivity.

At the Saraburi plant in Thailand, we will add new aseptic filling lines, which will begin full-scale operations from FY2026.

The expanded capacity will enable the in-house production of brands that were previously outsourced, contributing to improved profitability. Furthermore, by enabling the production of new categories, these initiatives are expected to contribute to the launch of new brands, while also improving quality control and enhancing operational flexibility.

Please turn to page 13.

Prioritize growth investments; no additional shareholder return measures planned at this time.
Pursue sustainable shareholder return growth through business expansion and growth investments.

	FY2025 Results	FY2026 Forecast
Dividend payout ratio	41.8%	41.7%
Dividends (annual)	120 yen per share	120 yen per share
<hr/>		
ROE	7.0%	6.6%

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This slide presents our capital and shareholder return policies.

With regard to our capital policy, particularly our shareholder return policy, we have received a wide range of feedback through dialogue with the market.

After studying various alternatives, we have decided that, at this time, we will not implement any additional shareholder return measures.

We will continue to prioritize growth investments in our capital allocation, aiming to expand shareholder returns through sustainable growth driven by profit growth in our existing businesses and the execution of growth investments.

For FY2025, the year-end dividend will be 60 yen per share, as previously forecast, resulting in an annual dividend of 120 yen per share. In addition, for FY2026, we plan to maintain an annual dividend of 120 yen per share, while continuing to target a dividend payout ratio of 40% or higher, consistent with FY2025.

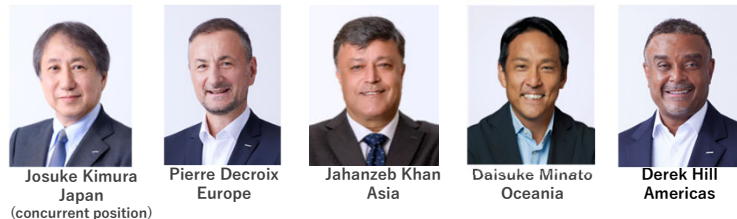
With respect to ROE, we currently forecast 6.6% for FY2026 and aim to improve it through sustainable growth, targeting 9% by 2030.

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Board of Directors *



Region CEOs



(*) Following approval by the Annual General Meeting of Shareholders to be held in late March 2026, a formal decision will be taken at the subsequent meetings of the Board of Directors and the Audit and Supervisory Committee.

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Finally, I would like to touch on our new management team.

Subject to formal approval at the Annual General Meeting of Shareholders and the Board of Directors scheduled for late March, we have decided to transition to a new management structure.

First, Josuke Kimura, who assumed the role of Advisor to SBF effective January 1, will be appointed as new President as well as CEO of Japan business, and will lead the Group going forward.

Mr. Kimura is an experienced leader with broad expertise spanning marketing to supply chain management, and has contributed significantly to the growth of both the food and alcoholic beverage businesses within the Suntory Group.

In addition, five region CEOs will be appointed across Japan, Europe, Asia, Oceania, and the Americas. Working in close collaboration with Global Headquarters, and operating close to consumers and markets they will lead innovation in their respective regions.

Under this new structure, we aim to build a stronger management foundation and achieve further growth.

That concludes my presentation.

From the next page, Mr. Okinaka will provide supplementary explanations by segment.

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Supplementary Explanation

Naoto Okinaka, Chief Financial Officer

This is Naoto Okinaka.

I will provide some supplementary explanations.

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Overview of FY2025

I would like to start with our FY2025 performance by segment.

Please turn to page 17.

FY2025 Results by Segment – Organic basis

							(JPY BN)
		FY2025 Results	Change (incl. currency effect)		Change (currency neutral)		Variance from revised forecast
			YoY	%YoY	YoY	%YoY	
Revenue	Japan	735.2	3.4	0.5%	-	-	-0.3
	APAC	394.1	-6.8	-1.7%	-5.3	-1.3%	-4.4
	Europe	390.2	22.1	6.0%	11.9	3.2%	-3.3
	Americas	196.0	1.2	0.6%	3.9	2.0%	2.5
	Total	1,715.4	19.9	1.2%	13.9	0.8%	-5.6
Segment Profit	Japan	47.0	-2.4	-4.8%	-	-	0.5
	APAC	45.0	-7.0	-13.4%	-6.8	-13.1%	-0.5
	Europe	66.0	4.9	8.1%	3.4	5.4%	-0.0
	Americas	23.9	0.0	0.2%	0.4	1.6%	0.4
	Reconciliation	-25.1	-6.8		-6.7		1.4
	Total	156.7	-11.1	-6.6%	-12.1	-7.2%	1.7

Organic basis: Revenue excludes revenue from transferred business. Segment profit excludes extraordinary factors and profit/loss impact from transferred business.

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This slide shows results by segment.

From here on, segment descriptions will be on an organic basis, excluding non-recurring items, and on a currency neutral basis.

Revenue increased in Japan, decreased in Asia Pacific, and increased in Europe and the Americas.

As for segment profit, Japan and Asia Pacific experienced a decline, whereas Europe and the Americas reported an increase.

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Revenue		%YoY		Segment Profit		%YoY	
		Incl. currency effect	Currency neutral			Incl. currency effect	Currency neutral
735.2	BN	0.5%	—	47.0	BN	-4.8%	—

- Beverage market sales volume was estimated at 97% of last year, while SBF marked 96% YoY. Due to price revisions, unfavorable weather in the peak season, and the rebound from increased stockpiling demand last year, results fell short of both the previous year and expectations.
- Revenue increased in line with expectations, driven by price revisions and an improved product mix, despite the decline in sales volume.
- Segment profit declined but exceeded expectations, reflecting lower sales volumes during the peak season and an associated increase in production and inventory costs, as well as higher raw material and logistics costs.



Organic basis: Revenue excludes revenue from transferred business. Segment profit excludes extraordinary factors and profit/loss impact from transferred business.

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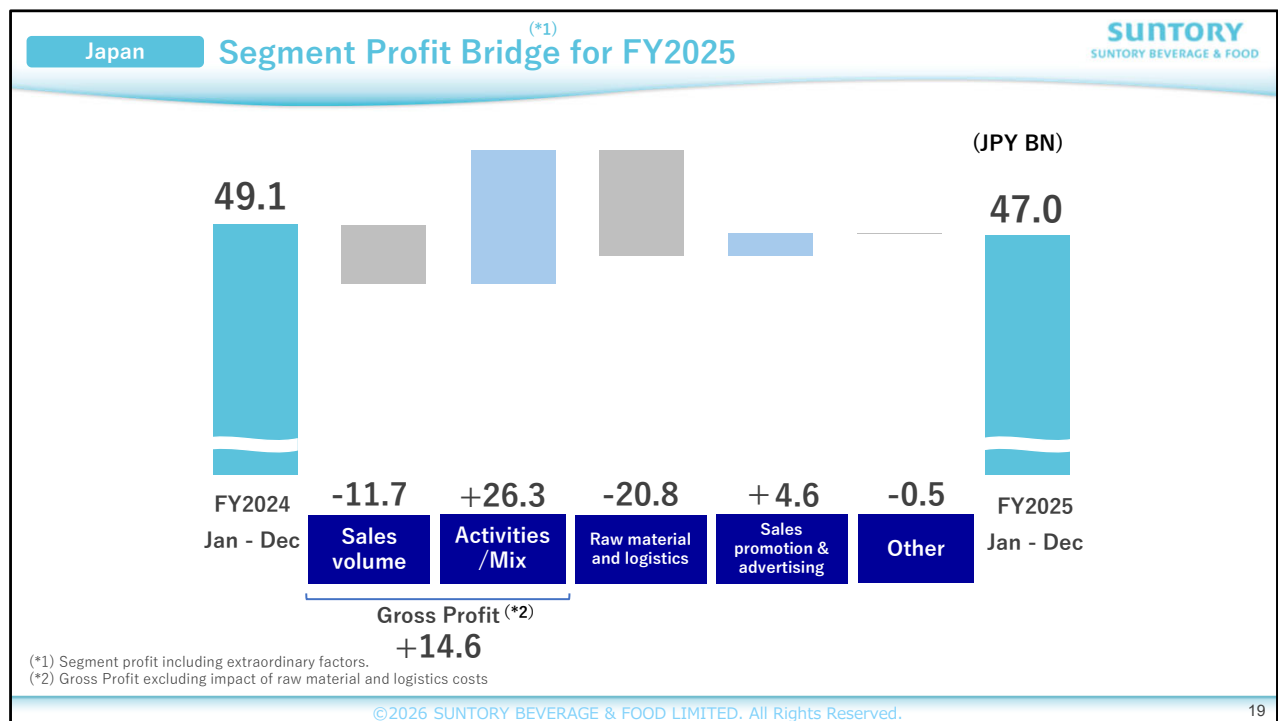
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First, Japan.

Revenue was 735.2 billion yen. Segment profit was 47.0 billion yen.

- We estimate the sales volume in the beverage market was 3% down year on year, due to the impact of price revisions and unfavorable weather conditions in the peak season.
- SBF's sales volume was lower than last year and our expectations due to the same factors affecting the beverage market and the significant impact of the rebound from increased stockpiling demand last year.
- Revenue increased in line with expectations, despite the decline in sales volume, driven by price revisions and an improved product mix.
- Segment profit declined, reflecting the impact of lower sales volume in the peak season and an associated increase in production and inventory costs, as well as higher raw material and logistics costs. However, results exceeded our expectations, mainly as a result of effective cost management.

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I would like to provide additional explanation regarding the increase/decrease in segment profit in Japan.

Segment profit was 47.0 billion yen, down 2.1 billion yen year on year.

- The impact of changes in sales volume was negative 11.7 billion yen, reflecting the effects of price revisions, unfavorable weather conditions during the peak season, and a rebound from increased stockpiling demand in the previous year.
- The impact of activities and mix improved profit by 26.3 billion yen. While higher production and inventory costs associated with lower sales volume had a negative effect, these were more than offset by the benefits of price revisions and improvements in product mix.
- Raw material and logistics costs worsened by 20.8 billion yen; however, these increases were largely absorbed through the effects of price revisions.
- Sales promotion and advertising expenses were down by 4.6 billion yen year on year due to appropriate cost management.

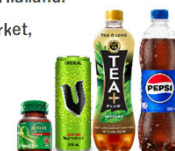
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Revenue		%YoY		Segment Profit		%YoY	
		Incl. currency effect	Currency neutral			Incl. currency effect	Currency neutral
394.1	BN	-1.7%	-1.3%	45.0	BN	-13.4%	-13.1%

	Revenue		%YoY		
			Incl. currency effect	Currency neutral	
Beverage (Vietnam)	134.3	BN	-13.9%	-9.5%	Sales volume decreased due to sluggish consumption in the overall beverage market and delays in clearing inventory for the Lunar New Year.
Beverage (Thailand)	102.3		-2.9%	-8.4%	Sales volume decreased due to sluggish consumption in the overall beverage market caused by low temperatures and an early rainy season.
Health Supplement ^(*)	43.0		4.5%	-1.4%	While sales remained solid despite sluggish consumption and a decline in tourists, sales volume decreased for certain exports outside Thailand.
Beverage (Oceania)	95.2		27.3%	32.9%	In addition to strong performance in the energy category market, sales volume increased following the start of alcoholic RTD production and sales in Australia.

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

Organic basis: Revenue excludes revenue from transferred business. Segment profit excludes extraordinary factors and profit/loss impact from transferred business.



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Asia Pacific.

Revenue was 394.1 billion yen. Segment profit was 45.0 billion yen.

- Revenue decreased due to a decline in sales volume in the beverage businesses in Vietnam and Thailand, despite higher sales volume in the beverage and alcoholic RTD businesses in Oceania and the steady performance of the health supplement business in Thailand.
- Segment profit decreased due to a decrease in revenue.
- The beverage businesses in Vietnam and Thailand continued to face weak consumption of the overall market from the beginning of the year.
- Revenue in the health supplement business declined due to restrictions on shipments to certain markets outside Thailand, despite solid sales volume of both *BRAND'S Essence of Chicken* and *BRAND'S Bird's Nest* in Thailand.
- Revenue increased in Oceania, supported by growth in the overall beverage market, with particularly strong momentum in the energy category and contributions from alcoholic RTD sales in Australia.

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Europe

FY2025 Results – Organic basis

SUNTORY


SUNTORY BEVERAGE & FOOD

Revenue		%YoY		Segment Profit	%YoY	
		Incl. currency effect	Currency neutral		Incl. currency effect	Currency neutral
390.2	BN	6.0%	3.2%	66.0	BN	8.1% 5.4%

Revenue		%YoY		
		Incl. currency effect	Currency neutral	
France	138.0 BN	2.5%	-0.6%	Sales volume declined due to the impact of the sugar tax increase, compounded by market contraction amid sluggish consumption.
UK (*1)	121.3	11.1%	9.0%	Marketing initiatives for <i>Lucozade</i> proved effective, driving growth across Europe.
Spain (*2)	69.3	3.7%	0.5%	Revenue exceeded last year as the decline in the on-premise tonic market was offset by strengthening other brands.

(*1) UK and Ireland (*2) Spain and Portugal

Organic basis: Revenue excludes revenue from transferred business. Segment profit excludes extraordinary factors and profit/loss impact from transferred business.



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Europe.

Revenue was 390.2 billion yen. Segment profit was 66.0 billion yen.

- Revenue increased, led by the UK, which drove overall growth across Europe.
- Segment profit increased driven by an increase in revenue and cost management.
- In France, revenue declined as sales volume decreased due to the sugar tax increase and weak consumption.
- In the UK, revenue increased, reflecting the successful marketing initiatives for *Lucozade*.
- In Spain, despite a continued contraction in the on-premise tonic market, revenue exceeded the previous year, supported by strengthened initiatives for non-tonic brands.

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Revenue		%YoY		Segment Profit		%YoY	
		Incl. currency effect	Currency neutral			Incl. currency effect	Currency neutral
196.0	BN	0.6%	2.0%	23.9	BN	0.2%	1.6%

- Sales volume was steady, supported by steady performance of both carbonated and non-carbonated beverage categories, despite the impact of reduced handling of certain products in the water category.
- Revenue rose, driven by solid sales performance and the contribution from new product launches.
- Segment profit increased as the impact of reduced handling of certain products in the water category was offset by higher sales of other products.

Organic basis: Revenue excludes revenue from transferred business. Segment profit excludes extraordinary factors and profit/loss impact from transferred business.



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The Americas.

Revenue was 196.0 billion yen. Segment profit was 23.9 billion yen.

- Sales volume was steady overall, despite the impact of reduced handling of certain products in the water category.
- Revenue increased, supported by steady sales as well as the contribution from new product launches in the functional category and other categories experiencing market expansion.
- Segment profit increased, as the negative impact of reduced handling of certain products in the water category was offset by revenue growth in the carbonated beverage and energy categories.

Please turn to page 23.

Forecast for FY2026

Next, I will explain our forecast for FY2026.

Please turn to page 24.

■ FY2026 Forecast by Segment - Organic basis

(JPY BN)

		Forecast	Change (incl. currency effect)		Change (currency neutral)	
			YoY	%YoY	YoY	%YoY
Revenue	Japan	767.5	32.3	4.4%	-	-
	Europe	421.5	31.3	8.0%	12.9	3.2%
	Asia	312.0	13.2	4.4%	11.8	3.9%
	Oceania	126.5	31.3	32.8%	27.9	28.3%
	Americas	198.5	2.5	1.3%	2.0	1.0%
	Total	1,826.0	110.6	6.4%	86.9	5.0%
Segment Profit	Japan	49.0	2.0	4.4%	-	-
	Europe	71.0	5.0	7.6%	2.5	3.7%
	Asia	34.7	0.0	0.0%	0.1	0.4%
	Oceania	14.2	3.9	38.0%	3.6	33.8%
	Americas	24.1	0.2	0.9%	0.2	0.7%
	Reconciliation	-30.0	-4.9		-4.7	
	Total	163.0	6.3	4.0%	3.7	2.3%

Organic basis: Revenue excludes revenue from transferred business. Segment profit excludes extraordinary factors and profit/loss impact from transferred business.

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First, from FY2026, we will revise our segment structure in line with changes to our organizational structure.

The former Asia Pacific segment will be reclassified into two separate segments: Asia and Oceania.

With respect to the forecast by segment, we expect revenue and profit to increase across all segments.

In addition, as previously explained by Ms. Ono, we also expect higher company-wide project expenses aimed at accelerating innovation.

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**Strengthening market-specific initiatives,
despite elevated uncertainty in the external environment.**

Japan	Deliver steady growth by strengthening core brands and creating new value and demand.
Europe	Further enhance competitiveness by increasing the value of long-established core brands.
Asia	Return to a growth trajectory at an early stage through portfolio expansion and stronger collaboration with PepsiCo.
Oceania	Achieving sustainable growth through portfolio expansion, including focus on energy segment and alcohol business.
Americas	Drive solid revenue growth by strengthening core brands and launching new products in growth categories.

This slide provides an overview of the initiatives in each segment.

While uncertainty in the external environment remains high, we aim to achieve growth through expansion in both volume and revenue by addressing differing consumer needs in each market.

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Revenue	%YoY		Segment Profit	%YoY	
	Incl. currency effect	Currency neutral		Incl. currency effect	Currency neutral
767.5 BN	4.4%	—	49.0 BN	4.4%	—

- SBF expects sales volume of 101% YoY, while the overall beverage market assumes it to be flat YoY.
- Revenue is expected to increase, driven by higher sales volume and the impact of price revisions.
- Segment profit is expected to increase, supported by revenue growth, despite the anticipated impact of higher raw material and logistics costs.
- Invest proactively in strengthening core brands and developing new brands.



Organic basis: Revenue excludes revenue from transferred business. Segment profit excludes extraordinary factors and profit/loss impact from transferred business.

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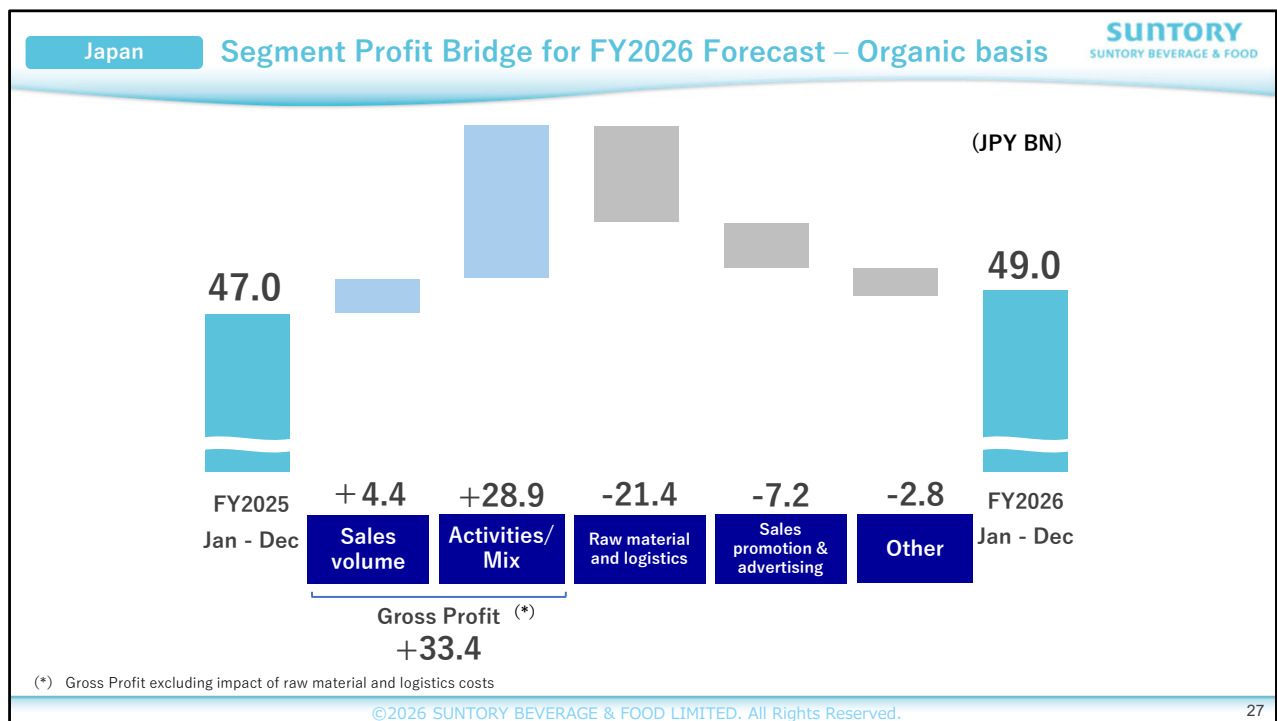
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Japan.

For FY2026, we expect increases in both revenue and profit.

- Sales volume is projected to reach 101% year on year, exceeding the market level assumed by SBF.
- Revenue is expected to increase, driven by higher sales volume and the effects of FY2025 price revisions.
- Segment profit is expected to increase, supported by revenue growth, despite the anticipated impact of higher raw material and logistics costs.
- In addition to strengthening core brands, we will make proactive marketing investments to roll out wellness care products and develop new brands.

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I would like to provide additional explanation regarding segment profit in Japan.

Segment profit is forecast at 49.0 billion yen, up 2.0 billion yen year on year.

- The impact of changes in sales volume is expected to improve profit by 4.4 billion yen, due to expected higher sales volume, despite the impact of FY2025 price revisions.
- The impact of activities and mix is expected to improve profit by 28.9 billion yen, reflecting cost improvements mainly driven by price revisions and mix improvement.
- Raw material and logistics costs are expected to deteriorate by 21.4 billion yen, reflecting further increases in the prices of raw materials such as coffee and green tea, as well as higher logistics costs.
- Sales promotion and advertising expenses are expected to increase by 7.2 billion yen year on year, reflecting proactive marketing investments to strengthen our core and new brands.
- Other primarily reflects higher personnel expenses associated with inflation.

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	Revenue	%YoY		Segment Profit	%YoY	
		Incl. currency effect	Currency neutral		Incl. currency effect	Currency neutral
Europe	421.5 BN	8.0%	3.2%	71.0 BN	7.6%	3.7%
France	Strengthen promotions for <i>Oasis</i> and <i>Orangina</i> , which underwent product reformulation as part of our core brand innovation.					
UK *1	Drive further growth through expansion of <i>Lucozade Sport</i> while improving production efficiency.					
Spain *2	Expand portfolio through new product launches, following the introduction of <i>Schweppes</i> fruit-flavored carbonated beverages.					
Asia	312.0 BN	4.4%	3.9%	34.7 BN	0.0%	0.4%
Beverage (Vietnam)	Strengthen new product development, in addition to strengthening marketing activities for PepsiCo brands.					
Beverage (Thailand)	Strengthen marketing activities for the core PepsiCo brands and expand the product portfolio.					
Health *3 Supplement	Enhance development efforts to reinforce core brands through functional value propositions and to create new demand.					



(*1) UK and Ireland (*2) Spain and Portugal (*3) Health Supplement results consist of Thailand and Indochina Peninsula
Organic basis: Revenue excludes revenue from transferred business. Segment profit excludes extraordinary factors and profit/loss impact from transferred business.

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Next, I will discuss Europe and Asia.



For Europe, we expect both revenue and profit to increase.

- *Oasis* and *Orangina*, which underwent product reformulation last year as part of our core brand innovation, will be supported by full-scale promotional activities aimed at restoring sales volume.
- In the UK, we will seek further growth through expansion of the strong-performing *Lucozade Sport*, while also improving production efficiency, which had been our challenge.
- In Spain, we will expand our portfolio through the launch of new products.

For Asia, we expect revenue to increase, while segment profit is projected to be broadly in line with the previous year.

- In Vietnam, we will strengthen marketing activities for PepsiCo brands and reinforce new product development.
- In Thailand's beverage business, we will further reinforce our core PepsiCo products while also expanding our portfolio.
- In the health supplement business, in addition to strengthening core brands, we will enhance new product development aimed at creating new demand.

Please turn to page 29.

	Revenue		%YoY		Segment Profit		%YoY	
			Incl. currency effect	Currency neutral			Incl. currency effect	Currency neutral
Oceania	126.5	BN	32.8%	28.3%	14.2	BN	38.0%	33.8%
	<ul style="list-style-type: none"> Drive revenue growth by strengthening competitiveness in the energy category, the full-year contribution of alcoholic RTD beverages and their launch in New Zealand. Stabilize operations at the new Swanbank plant, aiming to maximize productivity. 							
								
Americas	198.5	BN	1.3%	1.0%	24.1	BN	0.9%	0.7%
	<ul style="list-style-type: none"> Drive revenue growth through the full-year contribution of new products in growth categories launched at the end of last year, as well as the further expansion of sales of existing brands. Despite the full-year impact from a reduced handling of certain water category products, profitability will be improved through greater efficiency in production and distribution. 							
								

Organic basis: Revenue excludes revenue from transferred business. Segment profit excludes extraordinary factors and profit/loss impact from transferred business.

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Next, I will discuss Oceania and the Americas.

For Oceania, we expect both revenue and profit to increase, driven by further strengthening of competitiveness in the energy category, together with the full-year contribution of alcoholic RTD beverages and the launch of their sales in New Zealand.

We will also work to stabilize operations at the new Swanbank plant in Australia and pursue improvements in productivity.

For the Americas, revenue growth is expected, supported by the full-year contribution of new products launched at the end of last year in the functional carbonated beverage and energy categories, as well as the further expansion of sales of the existing brands.

Segment profit is expected to continue to be impacted by a reduced handling of certain products in the water category; however, we will take measures such as improving operational efficiency.

That concludes my presentation.

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Reference materials are disclosed separately on the website of Suntory Beverage & Food Limited.
Please refer to the following URL.

URL:

(Japanese website) https://www.suntory.co.jp/softdrink/ir/library_earnings/

(English website) https://www.suntory.com/softdrink/ir/library_earnings/

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