SUNTORY
BEVERAGE & FOOD

Financial Results for Q2 Year Ending December 31, 2026

August 6, 2026　Suntory Beverage & Food Limited

Key Points of Results for Q2 YTD FY2026

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Continued to achieve revenue growth in Q2 driven by sales volume expansion.

Steadily generated near-term results while reinforcing the business foundation for future growth.

Revenue	<u>Revenue increased, driven primarily by higher sales volume of core brands and new products.</u> Group-wide revenue progressed ahead of the full-year forecast announced in February 2026, driven by proactive marketing investments, price revisions, in addition to foreign exchange impacts.
Operating Income	<u>Income increased as higher revenue and foreign exchange impacts offset higher costs and proactive investments.</u> Group-wide income progressed ahead of the full-year forecast, driven by revenue growth and foreign exchange impacts, which offset higher costs, including those driven by the Middle East situation, and proactive marketing investments.

* Organic basis, including foreign exchange effects

Financial Results for Q2 YTD FY2026

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(JPY BN)

	1H FY2025	1H FY2026	Change (incl. currency effect)		Change (currency neutral)	
			YoY	%YoY	YoY	%YoY
Revenue	806.4	899.9	93.5	11.6%	46.1	5.4%
Operating Income	71.8	74.0	2.1	3.0%	-4.2	-5.4%
Non-recurring Items	-2.6	-2.4	0.2	-	0.7	-
Operating Income (Organic basis*1)	74.5	76.4	1.9	2.6%	-4.9	-6.0%
Net Income*2	41.1	42.1	0.9	2.3%	-2.8	-6.3%

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

Financial Results for Q2 YTD FY2026 (by Segment) – Organic basis

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(JPY BN)

		1H FY2025	1H FY2026	Change (incl. currency effect)		Change (currency neutral)	
				YoY	%YoY	YoY	%YoY
Revenue	Japan	344.2	360.1	15.9	4.6%	-	-
	Europe	189.3	211.9	22.7	12.0%	-1.6	-0.7%
	Asia	150.3	169.6	19.3	12.9%	7.0	4.3%
	Oceania	35.4	60.0	24.6	69.7%	19.7	49.0%
	Americas	87.3	98.2	10.9	12.5%	5.1	5.5%
	Total	806.4	899.9	93.5	11.6%	46.1	5.4%
Segment Profit	Japan	18.3	21.3	3.1	16.8%	-	-
	Europe	32.4	32.5	0.1	0.2%	-3.8	-10.5%
	Asia	20.0	20.1	0.1	0.3%	-1.8	-8.2%
	Oceania	4.7	5.6	1.0	20.7%	0.0	0.2%
	Americas	10.4	10.3	-0.1	-1.2%	-0.8	-7.3%
	Reconciliation	-11.2	-13.3	-2.1	-	-1.5	-
	Total	74.5	76.4	1.9	2.6%	-4.9	-6.0%

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

Strengthened our brand foundation and created diverse growth opportunities, based on a deep understanding of consumers.

Strengthening core brands and creating new value

Lucozade Sport "Jude Ice Kick" (UK)
Schweppes×Roland Garros (France)

"BOSS Coffee Energy" (Vietnam)
*Coffee energy drink

"*NOPE Guilty CSD*" (Japan)

"*LOCOMORE WATER*"
"*Sesamin 1000*" (Japan)

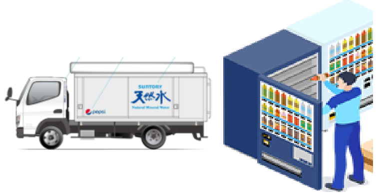
"*Suntory Hy! Water Lock*" (Thailand)
*Applying Japan's *GREEN DA・KA・RA* fluid-retention technology

Enhancing brand value	Expanding brand value	Unprecedented value propositions	Creating everyday health value	Redefining the value of hydration
Expanding consumer touchpoints by leveraging global events	Expanding value creation beyond core categories	Uncovering latent needs to create new beverage experiences	Addressing health needs by leveraging group technologies and expertise	Leveraging Japan's existing technologies to pioneer new markets

Steady progress in structural transformations and strategic CAPEX.
Strengthened the foundation to support future growth and near-term value creation.

Structural transformation of the vending machine business

Developing and rolling out corporate services



Operational innovation

Enhancing user convenience and strengthening customer touchpoints

Expanding product lineup, including vending machine-exclusive offerings

<u>Strengthening Competitiveness Through a Key Consumer Touchpoint</u>

Vending machine channel remains solid, supported by continuous execution of multiple initiatives.
Further enhance its value as a crucial customer touchpoint.

Strategic CAPEX

Completion of the Tay Ninh plant* in Vietnam

*Formerly Long An plant

Automated product transport using Automated Guided Vehicles (AGVs)

Fully automated warehouse covering all processes from storage to shipping

<u>Enhancing supply capacity and lean operation</u>

Expanding production capacity while realizing automation and digitalization.
Making progress in reinforcing our supply foundation in anticipation of future demand.

Toward 2H FY2026 - Overview

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Our policy remains unchanged - driving sales volume growth through value creation via proactive investments. We remain committed to achieving our full-year forecast.

Impacts of the Middle East situation	• Impacts materialized from Q2, with a group-wide impact of approximately 6.0 billion yen in 1H. • Mainly affecting crude oil-derived packaging materials, energy costs, and transportation costs. • For 2H, assuming current market conditions persist through the end of 2026, we estimate a group-wide impact of approximately 8.0 billion to 12.0 billion yen. • Implementing mitigating measures across all segments to minimize the impact.

Toward 2H FY2026 – Specific actions

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Accelerating initiatives to capture peak-season demand.

Core Brands Strengthening

- Sustained brand value enhancement
- Driving product strategies to enhance profitability

New Value Creation

- Fostering new products to drive market penetration and establish presence
- Global roll-out and expansion

Strategic CAPEX

- Full-scale utilization of the supply infrastructure we have invested in
- Improving productivity through continuous operational enhancements

Structural Transformation

- Advancing consumer-centric management
- Enhancing cross-business value creation capabilities

Toward Medium to Long-Term Growth

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Our Vision

A global beverage company growing worldwide through locally rooted value creation

- Anticipating market changes early and dynamically allocating company-wide resources
- Developing and nurturing products and brands based on local consumer insights
- Continuously evolving our locally driven management model
- Establishing a unique competitive advantage in the global beverage market

Supplementary Information by Segment

Japan: Financial Results for Q2 YTD FY2026 – Organic basis

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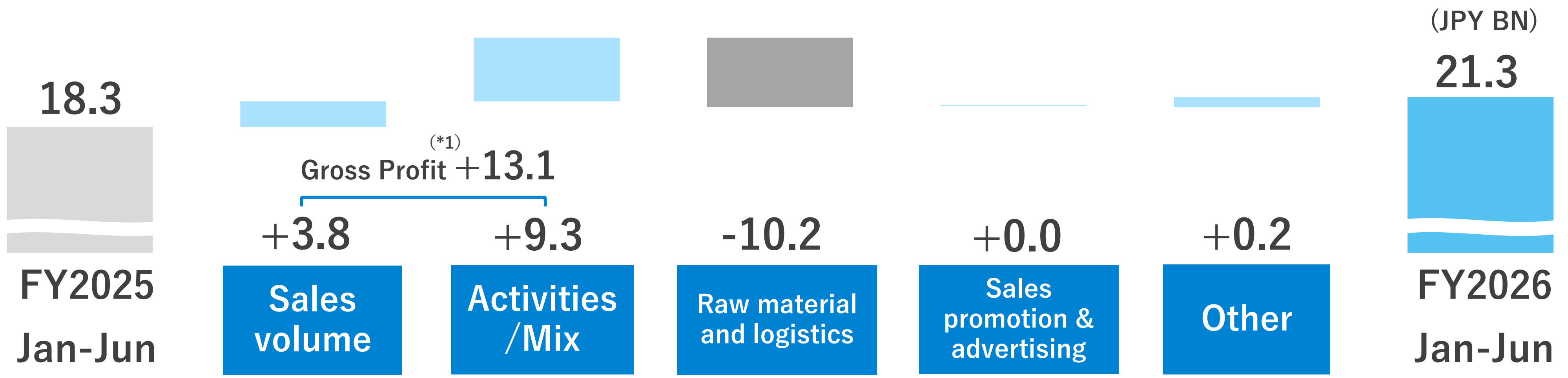
Revenue	%YoY		Segment Profit	%YoY	
	Incl. currency effect	Currency neutral		Incl. currency effect	Currency neutral
360.1 BN	4.6%	–	21.3 BN	16.8%	–

Sales Volume	While the beverage market was estimated at 98% of last year, SBF was in line with expectations at 102%, driven by core brands and new products such as *NOPE Guilty CSD*.
Revenue	Revenue grew as expected, driven by sales volume growth of core brands and new products, along with the impact of the October 2025 price revision.
Segment Profit	Profit growth exceeded expectations, as revenue gains and disciplined marketing investment offset higher raw material and logistics costs, including those driven by the Middle East situation.

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

Japan: Segment Profit Bridge for Q2 YTD FY2026 – Organic basis



Sales volume	Although impacted by price revisions, volume growth driven by core brand strengthening and new product launches contributed to year-on-year profit growth, with performance progressing in line with expectations.
Activities /Mix	Despite price-led improvements in unit prices and lower manufacturing and inventory-related costs resulting from higher sales volumes, profit exceeded the prior year but came in slightly below expectations due to increased activity expenses reflecting the competitive environment.
Raw material and logistics	Despite higher raw material, manufacturing and logistics costs, which were a headwind to profit versus the prior-year period, overall performance remained in line with expectations.
Sales promotion & advertising	Expenses remained at the prior-year level and were lower than planned due to careful review of investment scope and execution timing, while continuing essential investments.
Other	Administrative and other expenses decreased slightly year on year, in line with expectations.

(*) Gross Profit excluding impact of 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.

Europe: Financial Results for Q2 YTD FY2026 – Organic basis

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Revenue	%YoY Incl. currency effect	%YoY Currency neutral	Segment Profit	%YoY Incl. currency effect	%YoY Currency neutral
211.9 BN	12.0%	-0.7%	32.5 BN	0.2%	-10.5%

Revenue

Sales volume fell slightly below the previous year, affected by a delayed recovery from the sugar tax impact in France and unfavorable weather conditions early in the year in the UK and Spain; however, revenue grew and exceeded expectations, supported by favorable foreign exchange effects.

	Revenue	Incl. currency effect	Currency neutral
France	73.4 BN	6.3%	-6.6%
UK (*1)	67.8 BN	15.8%	4.4%
Spain (*2)	35.8 BN	14.7%	0.9%

France: Sales volume declined despite the positive impact of marketing investments linked to a major sporting event, reflecting a delayed recovery following last year's sugar tax increase and weak consumer demand.

UK: Despite the impact of unfavorable weather conditions at the beginning of the year, sales volume remained solid, supported by the benefits of proactive marketing investments.

Spain: Despite unfavorable weather conditions and the contraction of the tonic category, volume growth was supported by portfolio expansion initiatives such as *Schweppes* fruit-flavored carbonated beverages.

Segment Profit

Despite favorable foreign exchange effects, segment profit was below expectations and remained flat year on year, reflecting the impact of France's sugar tax increase and continued significant marketing investments in core brands across markets.

(*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.

Asia: Financial Results for Q2 YTD FY2026 – Organic basis

Revenue	%YoY Incl. currency effect	%YoY Currency neutral	Segment Profit	%YoY Incl. currency effect	%YoY Currency neutral
169.6 BN	12.9%	4.3%	20.1 BN	0.3%	-8.2%

Revenue

Although market environments remained challenging mainly in Vietnam, revenue grew and exceeded expectations, supported by sales volume expansion driven by proactive and effective marketing investments, alongside favorable foreign exchange effects.

	Revenue	Incl. currency effect	Currency neutral	
Beverage (Vietnam)	76.8 BN	13.6%	8.7%	Marketing investment was in line with expectations, while delivering above-target results for key brands such as *Pepsi-Cola*, driving strong sales volume growth.
Beverage (Thailand)	61.7 BN	16.5%	4.7%	Despite intense competition in the core carbonated beverage category, sales volume grew, driven by marketing investments and price and volume offerings tailored to shifting consumer environments.
Health Supplement (*)	20.9 BN	8.7%	-2.3%	While sales remained solid supported by marketing activities centered on functional appeal, performance was impacted by a decrease in sales volume for certain export shipments outside Thailand.

Segment Profit

Despite the impact of the sugar tax increase in Thailand from April 2025 and additional marketing investments in response to the competitive environment, segment profit exceeded expectations and remained in line with the previous year, primarily due to revenue growth in Vietnam and favorable foreign exchange effects.

(*) Thailand and Indochina Peninsula

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

Oceania/Americas: Financial Results for Q2 YTD FY2026 – Organic basis

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	Revenue	%YoY Incl. currency effect	%YoY Currency neutral	Segment Profit	%YoY Incl. currency effect	%YoY Currency neutral
Oceania	60.0 BN	69.7%	49.0%	5.6 BN	20.7%	0.2%
Americas	98.2 BN	12.5%	5.5%	10.3 BN	-1.2%	-7.3%

Oceania

Revenue	Revenue grew and exceeded expectations, driven by solid performance in the core energy category despite intensifying competition, the launch of alcoholic RTDs, and favorable foreign exchange effects.
Segment Profit	Segment profit increased but fell below expectations, as higher marketing investments to counter intensifying competition, primarily in the energy category, partially offset revenue gains and favorable foreign exchange effects.

Americas

Revenue	Despite the impact of reduced handling of the water category, revenue increased and exceeded expectations, supported by the benefits of price revisions as well as growth in new functional products in the energy category and strong performance in sports category.
Segment Profit	Despite the benefits of revenue growth and favorable foreign exchange effects, segment profit declined and came in below expectations, reflecting higher manufacturing and logistics costs resulting from rising aluminum and energy prices.

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

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Reference Materials

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Reference materials are disclosed separately on the website of Suntory Beverage & Food Limited.

Please refer to the following URL.

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

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

Forward Looking Statement

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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.

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