

Financial Results for Q1 Year Ending December 31, 2025

May 13, 2025
Suntory Beverage & Food Limited

Q1 results

- Contributions from focused activities for core brands and price revisions.
- Japan, Europe, and the Americas performed as expected, but APAC fell short of expectations due to deteriorating market conditions.
- Aggressively increased marketing expenses for sustainable revenue growth resulted in a decrease in revenue and profits for the Group.

Outlook and initiatives

- Uncertain environment due to concerns about a global economic downturn and higher raw material and production costs.
- In Japan, a new price revision has been decided for October.
- Implement new measures to achieve full-year earnings guidance.
- Initiate structural transformation needed for future growth.

Financial Results for Q1 (Jan-Mar) FY2025

(JPY BN)

	FY2025 Jan-Mar	Change			
		Incl. currency effect		Currency neutral	
		YoY	%YoY	YoY	%YoY
Revenue	365.8	-5.9	-1.6%	-9.0	-2.4%
Operating Income	27.3	-6.6	-19.4%	-7.1	-20.6%
Non-recurring items	-1.4	-1.0	—	-1.0	—
Operating Income (Organic basis* ¹)	28.7	-5.6	-16.3%	-6.1	-17.5%
Net Income* ²	15.4	-4.8	-23.9%	-5.1	-24.9%

*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 Q1 (Jan-Mar) FY2025 by Segment – Organic basis

		(JPY BN)			
		Change			
		Incl. currency effect		Currency neutral	
	Revenue	YoY	YoY%	YoY	YoY%
Japan	152.7	-0.7	-0.4%	-	-
APAC	94.1	-4.4	-4.5%	-6.3	-6.3%
Europe	77.8	-0.7	-1.0%	-0.9	-1.1%
Americas	41.2	1.1	2.8%	0.1	0.2%
Total	365.8	-4.7	-1.3%	-7.8	-2.1%
Segment Profit					
Japan	4.9	-3.1	-38.7%	-	-
APAC	12.9	-1.0	-7.5%	-1.4	-10.0%
Europe	11.7	-0.0	-0.1%	-0.0	-0.3%
Americas	4.1	-0.2	-4.2%	-0.3	-6.6%
Reconciliation	-4.8	-1.3		-1.3	
Total	28.7	-5.6	-16.3%	-6.1	-17.5%

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

(JPY BN)

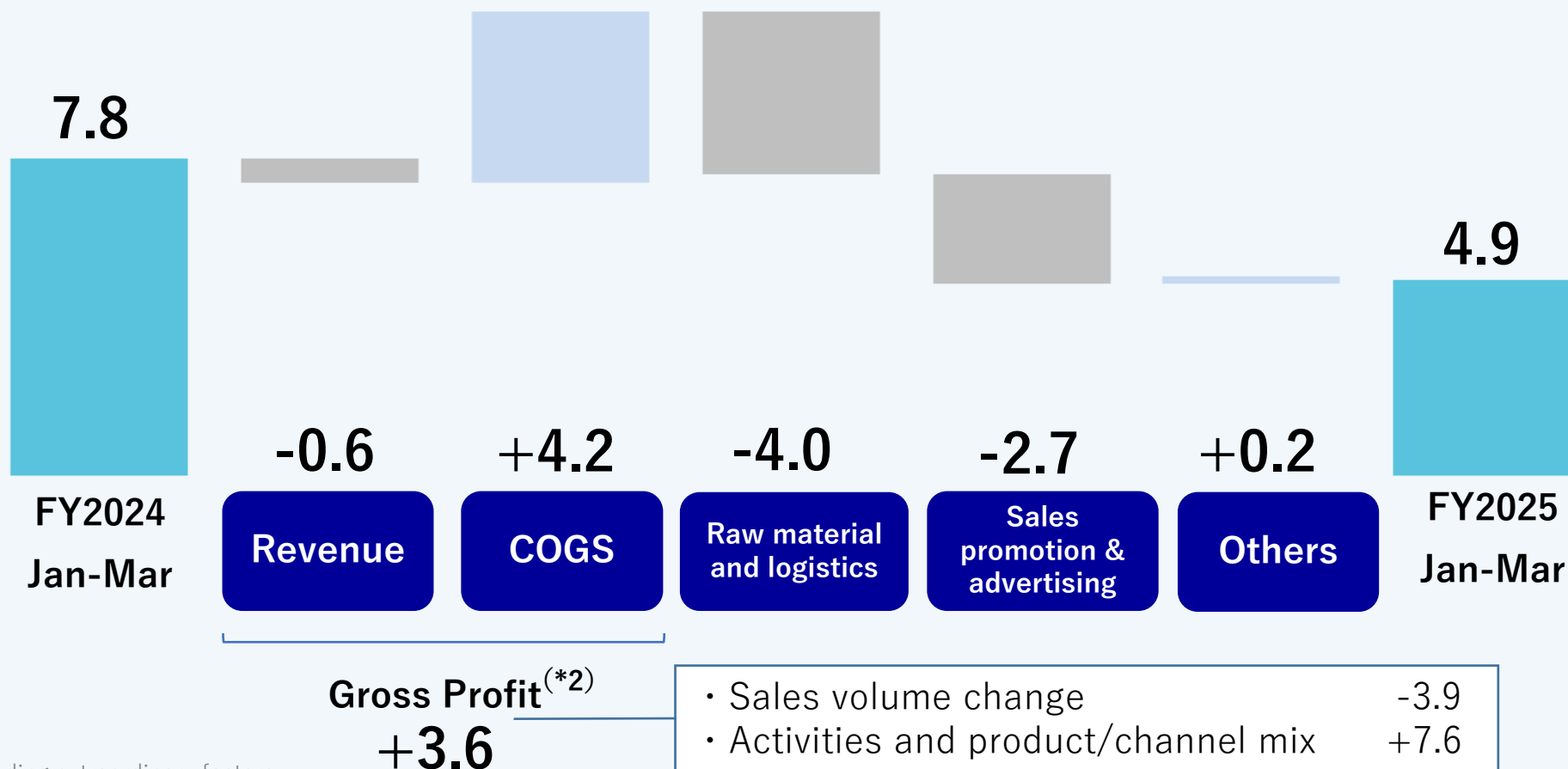
Revenue	%YoY		Segment Profit	%YoY	
	Incl. currency effect	Currency neutral		Incl. currency effect	Currency neutral
152.7 BN	-0.4%	—	4.9 BN	-38.7%	—

- Beverage market sales volume was estimated at 97% of last year, while SBF marked 94%. Despite a year-on-year decline due to price revisions and the reaction to the previous year's good weather, progress was in line with expectations.
- Revenue was in line with last year, although sales volume was 94% of last year, as price revisions, focused brand and channel activities and mix improvements contributed as expected.
- Segment profit decreased due to the impact of higher raw material and logistics costs and aggressive marketing activities, despite the benefits of price revisions and mix improvements.



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

(JPY BN)



(*) Segment profit including extraordinary factors.

(*) Gross Profit excluding impact of FX and raw material market prices

Core brands

Iyemon

- Renewed with a theme of Kyoto, its origin.
- A good start, especially for personal-sized products.

New *Craft BOSS* series “*Sekaino TEA*”

- Four products launched by April with better performance than expected.



Increase marketing activities
such as new variations.

Structural transformation of the vending machine business

Nationwide rollout of “Jihanpi”
cashless payment app

2025 targets

- Vending machines equipped with “Jihanpi” **150k units**
- Revised up app downloads based on strong adoption.

2mil DL → **5mil DL**



RGM activities

The fifth round of price revisions to be implemented in October 2025 to reflect higher raw material and logistics costs.

(JPY BN)

Revenue

94.1 BN

%YoY

Incl.
currency
effectCurrency
neutral

-4.5%

-6.3%

Segment
Profit

12.9 BN

%YoY

Incl.
currency
effectCurrency
neutral

-7.5%

-10.0%

Revenue

%YoY

Incl. currency
effect

Currency neutral

Beverage
(Vietnam)

34.7 BN

-12.2%

-11.5%

Sales volume decreased due to sluggish consumption in the overall beverage market and unfavorable weather conditions.

Beverage
(Thailand)

25.5

-0.7%

-7.8%

Sales volume decreased due to deterioration of external factors such as air pollution and unfavorable weather conditions.

Health
Supplement
(*)

9.8

9.8%

2.0%

BRAND'S Essence of Chicken and *BRAND'S Bird's Nest* continued to grow sales volume due to increased marketing activities, etc.

Beverage
(Oceania)

18.3

-0.2%

3.1%

Energy category *V* and *CELSIUS* performed well with sales volume growth outpacing the market.

(*) 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.



(JPY BN)

Revenue

77.8 BN

%YoY

Incl.
currency
effect

-1.0%

Currency
neutral

-1.1%

Segment
Profit

11.7 BN

%YoY

Incl.
currency
effect

-0.1%

Currency
neutral

-0.3%

Revenue

%YoY

Incl. currency
effect

-3.6%

Currency neutral

-3.1%

France 27.7 BN

Strong sales volume in *Oasis*, but revenue decreased due to weak *Schweppes* sales and promotions postponed to Q2 or later. Sales are in line with market trends.

UK 25.6
(*1)

6.9%

5.2%

Sales volume increased as a result of an increase in marketing activities for *Lucozade*.

Spain 11.4
(*2)

-8.9%

-8.4%

Revenue decreased due to decline in the tonic market.
Growth of other products not enough to offset decline resulting in decreased revenue.



(*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.

			(JPY BN)		
Revenue	%YoY		Segment Profit	%YoY	
	Incl. currency effect	Currency neutral		Incl. currency effect	Currency neutral
41.2 BN	2.8%	0.2%	4.1 BN	-4.2%	-6.6%

- Sales volume was at the same level as last year for carbonated category (*PEPSI*). Non-carbonated category declined in sales volume due to tougher competition.
- Revenue was largely unchanged from the same period last year due to sustained sales volume and RGM activities including price revisions.
(*)
- Segment profit decreased due to the impact of rising logistics and labor costs.



(*) RGM (Revenue growth management): Pricing, pack price architecture, mix management, etc.

Organic basis: Revenue excludes revenue from transferred business.

Segment profit excludes extraordinary factors and profit/loss impact from transferred business.

■ Challenges in Vietnam and Spain* and Future Initiatives

(YoY growth rate, currency neutral)

	Revenue growth rate		Current status and challenges	Future initiatives
	Q4 2024	Q1 2025		
Vietnam	14%	-12%	• Delay in clearing inventories for the Lunar New Year. • Decline in demand due to market slowdown. • Increased competition (entry of local players). • Growth in supermarket/convenience store channel.	• Strengthen marketing activities in the carbonated, tea, and energy categories. • Build a portfolio that responds to market changes and formulate and implement channel strategies.
Spain*	-13%	-8%	• Global decline in the tonic market linked to decreased consumption of gin. • Product portfolio historically focused on tonic mixers for gin occasion.	• Strengthening and broadening marketing for tonic and fruit carbonate products. • Build a robust product portfolio with new products.

* Spain and Portugal

SUNTORY

SUNTORY BEVERAGE & FOOD

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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