

Suntory Holdings Limited

May 8, 2013

SUMMARY OF CONSOLIDATED FINANCIAL RESULTS FOR THE THREE MONTHS ENDED MARCH 31, 2013 (English Translation, UNAUDITED)

Company Name: Suntory Holdings Limited
(URL: <http://www.suntory.com/>)
Representative: Nobutada Saji, Chairman of the Board
Contact: Satoshi Hamaoka, Head of Public Relations
Public Relations Office: Tel:+81(0)3 5579-1150
Tel:+81(0)6 6346-0835

1. Consolidated operating results and financial positions for the Three months of the current fiscal year (January 1, 2013 - March 31, 2013)

(1) Operating results (Fractions of millions have been truncated)

	Net sales		Operating income		Ordinary income		Net income	
Three months ended	¥ million	%	¥ million	%	¥ million	%	¥ million	%
March 31, 2013	408,179	4.7	14,101	72.1	12,599	99.0	4,801	470.1
March 31, 2012	389,843	-	8,193	-	6,332	-	842	-

	Basic net earnings per share	Diluted net earnings per share
Three months ended	¥	¥
March 31, 2013	7.04	-
March 31, 2012	1.24	1.23

(2) Financial positions

	Total assets	Net assets	Ratio of equity to total assets
As of	¥ million	¥ million	%
March 31, 2013	1,806,248	556,984	29.5
December 31, 2012	1,727,963	533,697	29.4

2. Dividends

	Annual Dividends				
	1Q End	2Q End	3Q End	Year-end dividend	Total
Fiscal year ended	¥	¥	¥	¥	¥
December 31, 2012	-	-	-	11.00	11.00
December 31, 2013	-	-	-	-	-

3. Forecast for the current fiscal year (January 1, 2013 - December 31, 2013)

	Net sales		Operating income		Ordinary income		Net income for the period		Basic net earnings per share
Fiscal year	¥ million	%	¥ million	%	¥ million	%	¥ million	%	¥
1Fiscal year	2,020,000	9.1	126,000	16.9	122,000	18.4	53,000	44.7	77.69

Note: % figures represent change from previous fiscal year.

Operating Results

1. Economic overview during the Fiscal Year 2013 First Quarter Consolidated Cumulative period

During the first quarter of fiscal 2013 consolidated cumulative period (January 1, 2013-March 31, 2013), the world economy continued moving toward a gradual recovery and showed signs of bottoming out, while there were still concerns about the risks of a downward economic swing stemming from the European sovereign debt crisis and other factors. As for the Japanese economy, while some sectors remained weak, the signs of an economic recovery are gradually being felt. For instance, we are seeing a rise in stock prices and a pickup in consumer spending backed by factors such as high hopes for the new administration and improved earnings by export-related companies in the wake of the yen's depreciation trend.

Within this context, the Suntory Group developed active efforts centering on strengthening marketing activities for its major brands such as *The Premium Malt's*, *Kin-Mugi*, *Kakubin*, *Iyemon*, and *Pepsi*. As a result, earnings in the first quarter of fiscal 2013 consolidated cumulative period included sales of ¥408.2 billion (up 4.7% year-over-year). As for profits, operating profits were ¥14.1 billion (up 72.1% year-over-year), ordinary profits were ¥12.6 billion (up 99% year-over-year), and quarterly net profit was ¥4.8 billion (up 470.1% year-over-year).

In addition, domestic sales were ¥310.3 billion (up 1.2% year-over-year), and overseas sales were ¥97.9 billion (up 17.6% year-over-year).

As for recovery assistance for the Great East Japan Earthquake, in addition to the total amount of ¥6.3 billion that we allocated to contribute up until this point, we came to a decision to contribute an additional sum of ¥2.5 billion during the first quarter of fiscal 2013 consolidated cumulative period, bringing the total amount of recovery assistance from our company to ¥8.8 billion. As an effort to make more environmentally friendly containers and packaging, we also promoted further resource conservation, including introducing a 2-liter PET bottle that the lightest* in the nation which weighs 29.8 grams into the "Suntory Natural Mineral Water" lineup.

*As of May 8th, 2013

2. Outlook for the Full Business Year

For the period ending in December 2013, we are anticipating sales of ¥2.02 trillion (up 9.1% year-over-year), operating profits of ¥126 billion (up 16.9% year-over-year), ordinary profits of ¥122 billion (up 18.4% year-over-year), and a net profit for this period of ¥53 billion (up 44.7% year-over-year). (There are no modifications to the earnings forecast announced on February 13, 2013.)

Consolidated Balance Sheet

(Millions of Yen)

	As of December 31, 2012		As of March 31, 2013		Change
		%		%	
Current assets	753,283	43.6	798,442	44.2	45,158
Cash and deposits	228,128		273,775		45,647
Notes and accounts receivable	265,659		233,002		(32,657)
Inventories	183,728		201,286		17,557
Other	76,709		91,321		14,612
Allowance for doubtful accounts	(942)		(944)		(1)
Noncurrent assets	974,084	56.4	1,007,246	55.8	33,161
Property, plant and equipment	420,228	24.3	433,041	24.0	12,813
Buildings and structures, net	129,909		131,134		1,224
Machinery, equipment and vehicles, net	118,533		123,225		4,691
Tools, furniture and fixtures, net	61,021		61,160		139
Land	85,964		87,197		1,232
Other	24,798		30,324		5,525
Intangible assets	380,531	22.0	392,138	21.7	11,607
Goodwill	354,632		365,150		10,517
Other	25,898		26,987		1,089
Investments and other assets	173,325	10.0	182,066	10.1	8,741
Investment securities	97,083		107,092		10,009
Other	78,615		77,308		(1,307)
Allowance for doubtful accounts	(2,373)		(2,333)		39
Deferred assets	594	0.0	560	0.0	(34)
TOTAL ASSETS	1,727,963	100.0	1,806,248	100.0	78,285

(Millions of Yen)

	As of		As of		Change
	December 31, 2012		March 31, 2013		
LIABILITIES		%		%	
Current liabilities	572,794	33.1	635,197	35.2	62,403
Notes and accounts payable-trade	90,891		91,533		641
Electronically recorded obligations-operating	93,001		87,913		(5,088)
Short-term loans payable	91,995		140,939		48,944
Current portion of bond	14,300		51,300		37,000
Accrued liquor, tax	44,546		34,388		(10,158)
Accrued consumption taxes	9,682		8,997		(684)
Income taxes payable	12,056		6,678		(5,378)
Accounts payable-other	100,575		89,618		(10,956)
Accrued expenses	54,450		56,946		2,495
Provision for bonuses	9,891		15,935		6,044
Other	51,403		50,946		(456)
Noncurrent liabilities	621,470	36.0	614,066	34.0	(7,404)
Bonds payable	172,529		135,863		(36,665)
Long-term loans payable	318,021		338,587		20,565
Provision for retirement benefits	11,151		11,431		280
Provision for directors' retirement benefits	351		305		(45)
Other	119,417		127,877		8,460
TOTAL LIABILITIES	1,194,265	69.1	1,249,263	69.2	54,998
NET ASSETS					
Shareholders' equity	523,894	30.3	521,398	28.9	(2,496)
Capital stock	70,000		70,000		-
Capital surplus	(20,582)		(20,582)		-
Retained earnings	477,809		475,313		(2,496)
Treasury stock	(3,332)		(3,332)		-
Accumulated Other Comprehensive Income	(16,096)	(0.9)	11,209	0.6	27,306
Valuation difference on available-for-sale securities	10,350		16,529		6,179
Deferred gains or losses on hedges	1,902		2,780		877
Foreign currency translation adjustment	(28,349)		(8,099)		20,249
Minority interests	25,900	1.5	24,376	1.3	(1,523)
TOTAL NET ASSETS	533,697	30.9	556,984	30.8	23,286
TOTAL LIABILITIES AND NET ASSETS	1,727,963	100.0	1,806,248	100.0	78,285

Consolidated Statement of Income

(Millions of Yen)

	Three months ended		Three months ended		Change
	March 31, 2012		March 31, 2013		
		%		%	
Net sales	389,843	100.0	408,179	100.0	18,336
Cost of sales	195,903	50.3	201,968	49.5	6,064
Gross profit	193,939	49.7	206,211	50.5	12,271
Selling, general and administrative expenses	185,746	47.6	192,109	47.0	6,363
Operating income	8,193	2.1	14,101	3.5	5,908
Non-operating income	762	0.2	866	0.2	103
Interest income	251		199		(51)
Dividends income	41		45		3
Equity in earnings of affiliates	167		147		(19)
Miscellaneous income	302		473		170
Non-operating expenses	2,623	0.7	2,367	0.6	(255)
Interest expenses	2,101		1,964		(137)
Miscellaneous expenses	521		403		(118)
Ordinary income	6,332	1.6	12,599	3.1	6,267
Extraordinary income	383	0.1	1,110	0.3	727
Insurance Income	-		1,053		1,053
Compensation Income	260		-		(260)
Other	122		57		(65)
Extraordinary loss	2,065	0.5	2,635	0.7	570
Loss on abandonment of noncurrent assets	788		874		85
Business restructuring expense	112		1,183		1,071
Earthquake related expenses	1,077		500		(577)
Other	87		77		(11)
Income before income taxes and minority interests	4,649	1.2	11,075	2.7	6,425
Income taxes	2,770	0.7	5,354	1.3	2,584
Income before minority interests	1,879	0.5	5,720	1.4	3,840
Minority interests in income	1,037	0.3	919	0.2	(118)
NET INCOME	842	0.2	4,801	1.2	3,958