

Suntory Holdings Limited

February 12, 2021

SUMMARY OF CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2020 [IFRS] (English Translation, UNAUDITED)

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(Fractions of millions have been truncated)

1. Consolidated operating results and financial positions for the fiscal year (January 1, 2020 - December 31, 2020)

(1) Operating results (% figures represent change from the same period of the previous fiscal year)

Fiscal year ended	Revenue (including excise taxes)		Revenue (excluding excise taxes)		Operating income		Profit before income taxes		Profit for the year		Profit attributable to owners of the Company	
	¥million	%	¥million	%	¥million	%	¥million	%	¥million	%	¥million	%
December 31, 2020	2,367,632	(7.8)	2,108,316	(8.1)	217,032	(16.4)	201,042	(16.8)	129,670	(28.9)	100,408	(28.8)
December 31, 2019	2,569,230	2.1	2,294,704	2.0	259,646	3.5	241,505	3.9	182,435	0.6	140,940	0.6

Reference: Adjusted operating income for the fiscal year ending December 31, 2020 217,987¥million (15.7) %

Adjusted operating income for the fiscal year ending December 31, 2019 258,519¥million 3.0 %

Adjusted operating income was calculated as operating income excluding non-recurring items.

Fiscal year ended	Basic earnings per share	Diluted earnings per share	Profit ratio to equity attributable to owners of the Company	Profit before income taxes ratio to total assets	Operating income ratio to revenue (excluding excise taxes)
	¥	¥	%	%	%
December 31, 2020	146 .42	-	7.1	4.4	10.3
December 31, 2019	205 .53	-	10.6	5.4	11.3

(2) Financial positions

Fiscal year ended	Total assets	Total equity	Equity attributable to owners of the Company	Equity attributable to owners of the Company ratio	Equity per share attributable to owners of the Company
	¥million	¥million	¥million	%	¥
December 31, 2020	4,521,286	1,814,347	1,416,157	31.3	2,065.10
December 31, 2019	4,516,779	1,793,887	1,398,534	31.0	2,039.41

(3) Cash flows

Fiscal year ended	Operating activities	Investing activities	Financing activities	Cash and cash equivalents at the end of the year
	¥million	¥million	¥million	¥million
December 31, 2020	231,397	(133,948)	(10,612)	338,259
December 31, 2019	321,613	(120,525)	(218,969)	255,302

2. Dividends

Fiscal year ended	Dividends per share (Annual)	Total cash dividends (Annual)	Dividend payout ratio (Consolidated)	Ratio of dividends to equity attributable to owner of the Company
	Yen	Millions of yen	%	%
December 31, 2020	13 .00	8,914	8.9	0.6
December 31, 2019	13 .00	8,914	6.3	0.7

**3. Consolidated earnings forecast for the fiscal year ending December 31, 2021
(January 1, 2021 - December 31, 2021)**

	Revenue (including excise taxes)		Revenue (excluding excise taxes)		Operating income		Profit before income taxes		Profit attributable to owners of the Company		Basic earnings per share
	¥million	%	¥million	%	¥million	%	¥million	%	¥million	%	¥
Fiscal year ended December 31, 2021	2,538,000	7.2	2,258,000	7.1	221,000	1.8	206,000	2.5	104,000	3.6	151 .66

Reference: Adjusted operating income for the fiscal year ending December 31, 2021 224,000¥million 2.8%

Operating Results

1. Overview of the Twelve-Month Period Ended December 31, 2020

The Suntory Group has actively expanded business in each of three segments, “Non-Alcoholic Beverages and Foods,” “Alcoholic Beverages,” and “Others,” both in Japan and overseas. The fiscal year under review was affected by factors such as self-restraint in going out following the spread of novel coronavirus infectious disease (COVID-19). Revenue (excluding excise taxes) fell by 8.1% year on year to 2.1083 trillion yen, while revenue (including excise taxes) came to 2.3676 trillion yen, a decrease of 7.8% year on year. Operating income fell by 16.4% to 217 billion yen, and profit attributable to owners of the Company was 100.4 billion yen, down 28.8% year on year.

<Non-Alcoholic Beverages and Foods Segment>

Suntory Beverage & Food Limited focused on strengthening brands and creating new demand with the aim of proposing unique, high-quality products that capture the customer's tastes and needs to further enrich customer lifestyles, as well as on improving product quality. The company also took steps to enhance profitability in each area. However, the business environment in major countries has been changed significantly by the impact of the COVID-19 pandemic, and this has had a considerable effect on the business both in Japan and overseas.

In Japan, the company focused on strengthening core brands, mainly in the categories of water, coffee, and sugar-free tea, but although sales volume outperformed the soft drinks market as a whole, it fell compared to the previous year. In the *Suntory Tennensui* brand, due to factors such as an increase in demand for large volumes and the renewal of *Suntory Tennensui Sparkling Lemon*, sales volume for the brand as a whole was flat year on year. In the *BOSS* brand, it launched the new *BOSS Cafe Base* and *Craft BOSS Lemon Tea* products with the aim of stimulating the market, but sales volume for the brand as a whole recorded a year-on-year decline. In the *Iyemon* brand, the company carried out the most significant renewal since its launch, with the aim of creating a bottled green tea beverage that allows customers to enjoy “a green tea that tastes freshly brewed.” As a result, sales volume for the brand as a whole increased considerably year on year. In the *GREEN DAKARA* brand, *GREEN DAKARA Yasashii Mugicha* maintained its favorable performance, and sales volume for the brand as a whole was the same as the previous year.

In Europe, sales volumes for core brands *Orangina* and *Oasis* fell below the previous year in France. In the United Kingdom, sales volume for the *Lucozade* brand declined year on year. Although the *Lucozade Energy* brand recorded a strong performance, self-restraint in

respect to sporting events had a significant impact on the *Lucozade Sport* brand. In Spain, the sales volume for the core *Schweppes* brand recorded a year-on-year decline.

In Asia, activities focused on core brands in Vietnam and the launch of new low-sugar products in Thailand contributed to sales in its soft drinks business. In the health supplement business, the company promoted initiatives to support the mainstay *BRAND'S Essence of Chicken* in Thailand, but sales of *BRAND'S Bird's Nest* continued to struggle due to the decline in tourists from China, and sales declined year on year.

In Oceania, energy drinks such as *V* performed well in the soft drinks business, and the company worked on strengthening core brands in the fresh coffee business.

In the Americas, in addition to further strengthening sales of core carbonated beverage brands, the company also focused on the growing category of non-carbonated drinks, such as water and coffee beverages.

As a result of the above, revenue for the Non-Alcoholic Beverages and Foods Segment decreased 9.2% year on year to 1.1729 trillion yen, while operating income fell by 13.8% to 117 billion yen.

<Alcoholic Beverages Segment> The revenue figures for the Alcoholic Beverages Segment exclude excise taxes.

Comparable revenue for the spirits business, excluding the impact of currency, was the same level compared to the previous year. Strong sales growth in the off-premise channel was offset by lower sales in the on-premise channel. Sales trends improved in the second half of the year. *Jim Beam* bourbon whiskey grew to more than 11 million 9-liter equivalent cases globally, and Basil Hayden's bourbon, Japanese craft gin *ROKU*, and *Hornitos* all grew volumes at double-digit rates. Full-year sales in the United States recorded strong performance.

In Japan, the spirits business sales were the same level compared to the previous year. In the whisky category, sales volume for the whisky business grew 1% year on year with major brands *Torlys* and *Maker's Mark* delivering strong growth. Sales volume for RTD products grew by 9% year on year due to the favorable performance of *Kodawari Sakaba no Lemon Sour* and canned highball products, recording the highest sales for the sixteenth consecutive year. The Japanese gin *SUI*, which the company launched to create new demand, performed well with sales significantly exceeding initial expectations, as consumers responded favorably to the new value offered by *SUI Gin Soda*, which goes well with meals.

With the overall beer-type beverage market*¹ in Japan estimated to have fallen by around 9% year on year, the sales volume of the company's beer business was 64.75 million cases*²,

also down 9% year on year. The company's beer category drinks, excluding alcohol-free beer-type beverages, fell 11% year on year to 56.75 million cases.

Sales volume for core brand *The Premium Malt's* decreased by 27% year on year to 12.60 million cases. In addition to simultaneously revamping *The Premium Malt's* and *The Premium Malt's Kaoru Ale* in pursuit of further improving flavor and foam quality, the company continued promotions for "KAMIWA" that focus on foam, a unique characteristic of beer.

Sales volume for the *Kin-Mugi* brand fell 2% year on year to 37.61 million cases. The company implemented a promotion for *Shiki no Kinmugi*, which offers products tailored to the four seasons of Japan. As a result of heightened health awareness among consumers, sales of *Kin-Mugi 75% Less Carbohydrate* grew 16% year on year.

Sales volume for the *All-Free* brand rose 8% year on year to 7.93 million cases. *KARADA-WO-OMOU All-Free*, a product with functional claims for visceral fat, performed well and sold 2.53 million cases, exceeding the annual sales volume plan.

*1 Beer, including alcohol-free beer-type beverages, on a volume basis

*2 Converted to large bottles (1 case = 633ml × 20 bottles)

Wine business's revenue fell 16% year on year. Japanese wine performed well, but imported wine fell below previous-year levels.

In Japanese wine, products such as *Delica Maison*, and *Sankaboshizai Mutenka no Oishii Wine*, which holds the No.1 position for sales volume in the Japanese wine market*³, performed strongly, leading to a 12% year-on-year increase in sales volume.

In imported wine, new organic wine products launched from core European brands such as *Tavernello Organico*, and *Les Ormes de Cambres*, grew significantly.

*³ According to Intage SRI: Sales volume of wine in the Japanese market from December 2019 to November 2020 (the total of all Japanese SM/ CVS/ liquor DS/ home centers/ drugstores/ liquor stores/ commercial liquor stores)

As a result of the above, revenue (excluding excise taxes) for the Alcoholic Beverages Segment was 728.1 billion yen, down 4.2% year on year, while revenue (including excise taxes) was 987.1 trillion yen, down 4.6% year on year, and operating income was 130.4 billion yen, down 9.2% year on year.

<Others Segment>

Revenue for health and wellness products business grew 5% year on year with products such as the *Sesamin* series performing well. Revenue for the restaurant business decreased year on year.

Revenue (excluding excise taxes) for the Others Segment was 207.3 billion yen, down 14.7% year on year, and operating income was 14.8 billion yen, down 43.9% year on year.

Additionally, the breakdown between revenues in Japan and overseas was as follows.

Revenue (excluding excise taxes)

Japan: 1.204 trillion yen (down 9.5% year on year) Overseas: 904.3 billion yen (down 6.3% year on year)

Overseas ratio: 42.9%

Revenue (including excise taxes)

Japan: 1.3875 trillion yen (down 9.2% year on year) Overseas: 980.2 billion yen (down 5.8% year on year)

Overseas ratio: 41.4%

Ever since its founding, Suntory has aggressively expanded its business while also contributing to the society such as through cultural activities, community work, and environmental efforts, based on Suntory's founding spirit of "Giving Back to the Society." In addition, Suntory conducts various activities aiming to coexist with society and nature based on its promise to stakeholders, "Mizu To Ikiru" (literally meaning living with water), and its corporate mission "To Create Harmony with People and Nature."

In terms of the environment, Suntory places plastics as an important issue. In order to provide strong leadership for the transformation to a circular and zero-carbon society, Suntory aims to switch all the PET bottles used globally in its products to be made of 100% recycled or plant-based material by 2030, achieving zero use of virgin petroleum-based materials. Through initiatives such as the use of lighter packaging materials as well as the use of FtoP Direct Recycle Technology⁴, the first of its kind in the Japanese beverage industry, Suntory will continue its activities to reduce the burden on the environment. In addition, Suntory and 11 other companies forming a plastic value chain established a joint venture called R Plus Japan Ltd. in June 2020 to develop a recycling technology for used plastics. It will take up the challenge of developing an efficient plastic recycling technology with low environmental impact.

Based on the Suntory Group's Sustainable Water Philosophy, the Suntory Natural Water Sanctuaries are now present at 21 locations in 15 prefectures nationwide in Japan, with a total area of approximately 12,000 hectares, cultivating more than double the amount of groundwater used in its plants in Japan. The Suntory Group also conducts water-related activities tailored to the situation of each region. Such activities include the "Mizuiku"

education program on water for the next generation which is conducted not only in Japan but also in Vietnam, Thailand and Indonesia, as well as water conservation activities in the United States and France.

In order to promote a decarbonized society and to address climate change, Suntory is reducing carbon emissions through active instalments of additional energy-saving technologies and the use of renewable energy in its facilities, both in its operations and throughout the entire value chain. Suntory aims to achieve net zero greenhouse gas emissions across the whole value chain by 2050.

Suntory is also actively supporting disaster relief efforts. The company disbursed donations to Kumamoto, which suffered significant damage from the 2020 Kyushu floods. Suntory's support for the Great East Japan Earthquake disaster relief efforts have now reached a cumulative total of around 10.8 billion yen, and activities for the Kumamoto Earthquake have reached a cumulative total of 400 million yen, which are both still ongoing.

*4. A technology in which "flake" created by pulverizing and washing recovered PET bottles is treated at high temperature in a vacuum for a fixed period and which, after being melted and filtered, can be used to manufacture the preform directly.

2. Forecast for the Next Period

The Suntory Group will strive to respond swiftly to changes in the market environment to create yet unknown value and work to further enhance growth and profitability as a global "multifaceted beverage and liquor company group", while continuing to aim to create harmony with society and nature.

<Non-Alcoholic Beverages and Foods Segment>

Suntory Beverage & Food Limited will aim to achieve growth in revenue and income by engaging in efforts to strengthen its foundations and implement structural reforms in each of its reporting segments.

In Japan, it will continue to strengthen its core brands, while also working on further structural reform to improve profitability. In Europe, the company will work on stimulating core brands, as well as on structural reforms such as enhancement of on-premise sales. In Asia, it will further strengthen efforts to improve profitability in both the soft drinks business and the health supplement businesses. In Oceania, it will continue to strengthen its core brands in both the soft drinks and fresh coffee businesses. In the Americas, the company will proceed to strengthen the flagship carbonated beverage category while at the same time working to achieve further expansion in the growing non-carbonated beverage category.

<Alcoholic Beverages Segment>

In the spirits business, the company aims to outperform its global market by leveraging its extensive routes to market and building its premium brands as the world's third largest premium spirits company. In Japan, it will conduct promotional activities for highball products that emphasize quality at the point of consumption, centered on core whisky brands such as *Kakubin*, *Jim Beam*, and *Torlys*, while also proposing ways to further enjoy at-home drinking occasions with premium brands such as *Maker's Mark*, *Ao* and *Chita*. In RTD, the company will aim to expand business by further developing and strengthening core brands such as *-196°C*, *Kodawari Sakaba no Lemon Sour*, and *Horoyoi*. In White Spirits/Liqueurs, through the *Kodawari Sakaba no Lemon Sour no Moto* and *SUI* brands, the company will work to expand the number of contact points with customers and create new demand. Furthermore, in order to increase consumer enjoyment of delicious spirits, the company will focus on quality from product development to consumption, and conduct active marketing activities such as launching new products and proposing new styles of drinking, that provide new value.

In the beer business, the company will work to create new drinking demand and revitalize the overall beer-type beverage market by increasing the value of each of its core brands, *The Premium Malt's*, *Kin-Mugi* and *All-Free*, as well as by delivering new value. In *The Premium Malt's* brand, while continuing to roll out promotions that capture changes in customer's behaviors, it will seek to become embedded more deeply in their lives by positioning the brand as a little bit of luxury in everyday life. Furthermore, it will leverage the "KAMIWA" brand, focusing on the foam that is a unique characteristic of beer, in order to create inspirational taste experiences that stay in the memory. In the *Kin-Mugi* brand, the company will continue to roll out *Shiki no Kin-Mugi*, changing the taste in accordance with each of the four seasons of Japan, and strengthen its affinity with seasonal ingredients and food. The company will propose *Kin-Mugi 75% Less Carbohydrate* as an option for those who would like to drink but are concerned about their health, and strengthen its appeal by leveraging its unique value as a product that offers a balance of taste and function. In addition, in response to demand for satisfying beer as well as satisfying food, it will launch a new product, *Kin-Mugi The Lager*, characterized by its "rewarding flavor and pleasant aftertaste." In the *All-Free* brand, in addition to renewing the packaging and contents of *All-Free*, it will launch multiple promotions focused on times of heightened health awareness for the *KARADA-WO-OMOU All-Free*, a product with functional claims.

In the wine business, in order to be able to respond to changes in the customer's consumer behaviors, the company will strengthen its brands and strive to create new demand. In Japanese casual wine, it will carry out a renewal of and launch new products under the *Sankaboshizai Mutenka no Oishii Wine* and *Delica Maison* brands. In imported wine, it will

launch *Prinz Bear*, an easy-drinking German wine with a hint of sweetness, while also strengthening the development of organic wines. In order to create new demand, it will launch *Suntory Wine Sour 350 mL* can, seeking to penetrate the new “wine sour” category, consisting of wine mixed with carbonated water.

<Others Segment>

In the health and wellness business, the company will continue to focus on products such as the *Sesamin* series and *Locomore*. In the restaurant business, it will provide products and services that capture customer needs, while also seeking to improve profitability.

As a result of these activities, the forecast for revenue by segment is 1.254 trillion yen in the Non-Alcoholic Beverages and Foods Segment (up 6.9% year on year), 759 billion yen excluding excise taxes in the Alcoholic Beverages Segment (up 5.6% year on year), 1.038 trillion yen including excise taxes in the Alcoholic Beverages Segment (up 6.2% year on year), and 245 billion yen excluding excise taxes in the Others Segment (up 13.0% year on year).

All these things considered, in the fiscal year ending December 31, 2021, the forecast for revenue excluding excise taxes is 2.258 trillion yen (up 7.1% year on year), revenue including excise taxes is 2.538 trillion yen (up 7.2% year on year), operating income is 221 billion yen (up 1.8% year on year), and profit attributable to owners of the Company is 104 billion yen (up 3.6% year on year).

End

Consolidated statement of financial position

(Millions of yen)

	As at December 31, 2019	As at December 31, 2020
Assets		
Current assets:		
Cash and cash equivalents	255,302	338,259
Trade and other receivables	408,893	401,158
Other financial assets	12,344	7,591
Inventories	435,501	457,726
Other current assets	63,797	59,350
Sub-total	1,175,840	1,264,087
Assets held for sale	187	-
Total current assets	1,176,028	1,264,087
Non-current assets:		
Property, plant and equipment	708,663	696,825
Right-of-use assets	97,359	101,240
Goodwill	857,328	834,555
Intangible assets	1,405,341	1,348,485
Investments accounted for using the equity method	46,217	52,064
Other financial assets	122,950	133,269
Deferred tax assets	73,729	58,990
Other non-current assets	29,161	31,768
Total non-current assets	3,340,751	3,257,199
Total assets	4,516,779	4,521,286

(Millions of yen)

	As at December 31, 2019	As at December 31, 2020
Liabilities and equity		
Liabilities		
Current liabilities:		
Bonds and borrowings	148,861	161,564
Trade and other payables	564,412	545,648
Other financial liabilities	121,775	110,442
Accrued income taxes	27,432	20,131
Provisions	13,985	10,261
Other current liabilities	86,327	81,712
Total current liabilities	962,794	929,760
Non-current liabilities:		
Bonds and borrowings	1,278,013	1,280,428
Other financial liabilities	126,683	143,017
Post-employment benefit liabilities	43,618	43,051
Provisions	6,882	8,074
Deferred tax liabilities	289,537	287,222
Other non-current liabilities	15,362	15,383
Total non-current liabilities	1,760,098	1,777,178
Total liabilities	2,722,892	2,706,938
Equity		
Share capital	70,000	70,000
Share premium	133,909	133,948
Retained earnings	1,329,315	1,420,484
Treasury shares	(938)	(938)
Other components of equity	(133,752)	(207,337)
Total equity attributable to owners of the Company	1,398,534	1,416,157
Non-controlling interests	395,352	398,189
Total equity	1,793,887	1,814,347
Total liabilities and equity	4,516,779	4,521,286

Consolidated statement of profit or loss

(Millions of yen)

	Year ended December 31, 2019	Year ended December 31, 2020
Revenue (including excise taxes)	2,569,230	2,367,632
Less: excise taxes	(274,525)	(259,316)
Revenue (excluding excise taxes)	2,294,704	2,108,316
Cost of sales	(1,199,321)	(1,109,334)
Gross profit	1,095,383	998,981
Selling, general and administrative expenses	(840,306)	(788,038)
Gain on investments accounted for using the equity method	8,703	9,121
Other income	15,825	13,549
Other expenses	(19,959)	(16,580)
Operating income	259,646	217,032
Finance income	4,008	2,033
Finance costs	(22,148)	(18,023)
Profit before income taxes	241,505	201,042
Income tax expenses	(59,070)	(71,371)
Profit for the year	182,435	129,670
Attributable to:		
Owners of the Company	140,940	100,408
Non-controlling interests	41,494	29,261
Profit for the year	182,435	129,670
Earnings per share (Yen)	205.53	146.42

Reconciliation from operating income to adjusted operating income

(Millions of yen)

	Year ended December 31, 2019	Year ended December 31, 2020
Operating income	259,646	217,032
Gain on sale of businesses	-	(3,439)
Losses from natural disaster	2,587	-
Insurance income	(9,795)	(1,067)
Restructuring charges	4,214	2,814
Impairment losses and reversal of impairment losses	1,036	1,317
Other	830	1,329
Total	(1,126)	954
Adjusted operating income	258,519	217,987

Consolidated statement of cash flows

	Year ended December 31, 2019	Year ended December 31, 2020
Cash flows from operating activities		
Profit before income taxes	241,505	201,042
Depreciation and amortization	121,506	123,823
Impairment losses (reversal of impairment losses)	2,623	4,153
Interest and dividend income	(2,771)	(1,694)
Interest expense	21,547	17,397
Gain on investments accounted for using the equity method	(8,703)	(9,121)
Increase in inventories	(20,516)	(23,385)
(Increase) decrease in trade and other receivables	(3,968)	14,844
(Decrease) increase in trade and other payables	20,033	(14,281)
Other	23,777	(6,561)
Subtotal	395,032	306,216
Interest and dividends received	6,932	5,227
Interest paid	(23,785)	(18,925)
Income taxes paid	(56,565)	(61,120)
Net cash inflow from operating activities	321,613	231,397
Cash flows from investing activities		
Purchases of property, plant and equipment and intangible assets	(120,814)	(118,760)
Proceeds from sales of property, plant and equipment and intangible assets	3,075	5,640
Payments for acquisition of investment securities	(2,016)	(21,639)
Payments for acquisition of shares in subsidiaries involving changes in the scope of consolidation	(925)	(6,194)
Proceeds from sale of businesses	-	8,305
Other	156	(1,299)
Net cash outflow from investing activities	(120,525)	(133,948)
Cash flows from financing activities		
(Decrease) increase in short-term borrowings	(7,826)	31,985
Proceeds from long-term borrowings	195,754	227,890
Repayment of long-term borrowings	(343,072)	(209,527)
Payments of finance lease liabilities	(31,444)	(30,455)
Dividends paid to owners of the Company	(8,914)	(8,914)
Dividends paid to non-controlling interests	(23,605)	(21,575)
Other	141	(16)
Net cash outflow from financing activities	(218,969)	(10,612)
Net (decrease) increase in cash and cash equivalents	(17,881)	86,836
Cash and cash equivalents at the beginning of the year	272,425	255,302
Effects of exchange rate changes on cash and cash equivalents	758	(3,879)
Cash and cash equivalents at the end of the year	255,302	338,259

Segment Information

(1) Overview of reportable segments

The reportable segments are components of the Group for which separate financial information is available and regularly reviewed by management to make decisions about the allocation of resources and to assess segment performance.

The Group applies a holding company structure and operating companies have been established by product or service. The management of each operating company focuses on the type of products and services delivered or provided when establishing its own strategy for domestic and international operations. Therefore, the Group determined and identified “Beverages and foods” and “Alcoholic beverages” as a reportable segment based on the types of products and services delivered or provided. The classification of the Group’s primary products and services have been defined as below.

Reportable segment	Primary products
Beverages and foods	Non-alcoholic beverages, healthy drinks, processed foods, other products
Alcoholic beverages	Spirits, beer, wine and other alcoholic beverages
Others	Healthy foods, ice cream, restaurants, flowers, operations in China and other operations

(Changes of reportable segments)

Due to the reorganization carried out on January 1, 2020, an Italian wine and food trading company previously included in Alcoholic beverages segment has been transferred to Others segment.

The amounts of the previous fiscal year in the segment disclosure have been restated to conform to the current fiscal year's presentation

(2) Profit or loss for each reportable segment

Profit or loss for each reportable segment of the Group was as follows.

Year ended December 31, 2019

	Reportable segment			Segment total	Reconciliations *2	Consolidated *1
	Beverages and foods	Alcoholic beverages	Others			
Revenue (including excise taxes)	1,291,732	1,034,154	243,342	2,569,230	-	2,569,230
Revenue (excluding excise taxes)						
External customers	1,291,732	760,080	242,891	2,294,704	-	2,294,704
Intersegment	7,653	5,037	11,666	24,356	(24,356)	-
Total revenue	1,299,385	765,117	254,558	2,319,061	(24,356)	2,294,704
Segment profit	135,726	143,679	26,431	305,836	(46,190)	259,646

(Note) *1. Segment profit agrees with operating income presented in the consolidated statement of profit or loss.

*2. “Reconciliations” to segment profit or loss represent overhead costs incurred by the Company to manage the Group's operations and are not allocated to the reportable segments.

Year ended December 31, 2020

(Millions of yen)

	Reportable segment			Segment total	Reconciliations *2	Consolidated *1
	Beverages and foods	Alcoholic beverages	Others			
Revenue (including excise taxes)	1,172,913	987,067	207,652	2,367,632	-	2,367,632
Revenue (excluding excise taxes)						
External customers	1,172,913	728,095	207,307	2,108,316	-	2,108,316
Intersegment	5,224	3,566	11,574	20,365	(20,365)	-
Total revenue	1,178,137	731,661	218,881	2,128,681	(20,365)	2,108,316
Segment profit	117,004	130,415	14,818	262,238	(45,206)	217,032

(Note) *1. Segment profit agrees with operating income presented in the consolidated statement of profit or loss.

*2. "Reconciliations" to segment profit or loss represent overhead costs incurred by the Company to manage the Group's operations and are not allocated to the reportable segments.

(3) Information about geographical areas

Geographical areas other than Japan are comprised of the following countries:

Americas: United States of America and others

Europe: France, UK, Spain, and others

Asia and Oceania: Vietnam, Thailand, Australia and others

1. Revenue (including excise taxes) from external customers was as follows:

(Millions of yen)

	Japan	Americas	Europe	Asia and Oceania	Total
Fiscal year ended December 31, 2019	1,528,825	371,023	297,744	371,635	2,569,230
Fiscal year ended December 31, 2020	1,387,459	374,524	260,120	345,527	2,367,632

(Note) Revenue (including excise taxes) is allocated into countries or areas based on the customers' locations for the analysis above.

2. Revenue (excluding excise taxes) from external customers was as follows:

(Millions of yen)

	Japan	Americas	Europe	Asia and Oceania	Total
Fiscal year ended December 31, 2019	1,329,703	312,674	288,808	363,517	2,294,704
Fiscal year ended December 31, 2020	1,204,008	316,865	250,331	337,111	2,108,316

(Note) Revenue (excluding excise taxes) is allocated into countries or areas based on the customers' locations for the analysis above.