



SAPPORO

Sapporo Group Business Results Presentation for the Nine Months Ended September 30, 2022

*In this document, the following company name abbreviations are used:

SH: Sapporo Holdings Limited SB: Sapporo Breweries Ltd. SLN: Sapporo Lion Limited.

PS: Pokka Sapporo Food & Beverage Ltd. SRE: Sapporo Real Estate Co., Ltd.

November 9th 2022

URL <https://www.sapporoholdings.jp/en/>

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Summary

➤ FY2022 Q3 Results

- Increased revenue and profit achieved in Q3
- The initial annual plan is expected to be achieved.

➤ Medium-Term Management Plan (2023-2026)

- Basic policy : “Beyond150 - New Growth Through Business Structure Transformation -”
- Management with a strong awareness of capital efficiency : Achieve ROE of 8% in 2026
- A plan with high probability of achievement with various measures
- Transformation of real estate business : Improve profitability and asset efficiency by diversifying the earnings structure
- Sustainability management : Aiming to enhance corporate value by realizing economic value and social value

Business Results

Financial Highlights for Q3 in FY2022



(billions of yen)	2021 Q3 Result	2022 Q3 Result	YoY changes (amount)	YoY changes (%)
Revenue	309.1	345.8	36.8	11.9%
Revenue (Excluding liquor tax)	234.5	261.6	27.2	11.6%
Overseas revenue	54.7	72.5	17.9	32.7%
EBITDA	16.9	20.9	3.9	23.3%
Core operating profit	1.5	5.7	4.2	272.4%
Core operating profit margin	0.5%	1.7%	1.2%	—
Operating profit	23.9	7.5	(16.4)	(68.5%)
Profit attributable to owners of parent	15.7	5.3	(10.4)	(66.3%)
D/E ratio (times) ※Net	1.1	1.2	0.1	—

The balance of debt excludes the balance of lease obligations.

Financial Summary for Q3 in FY2022

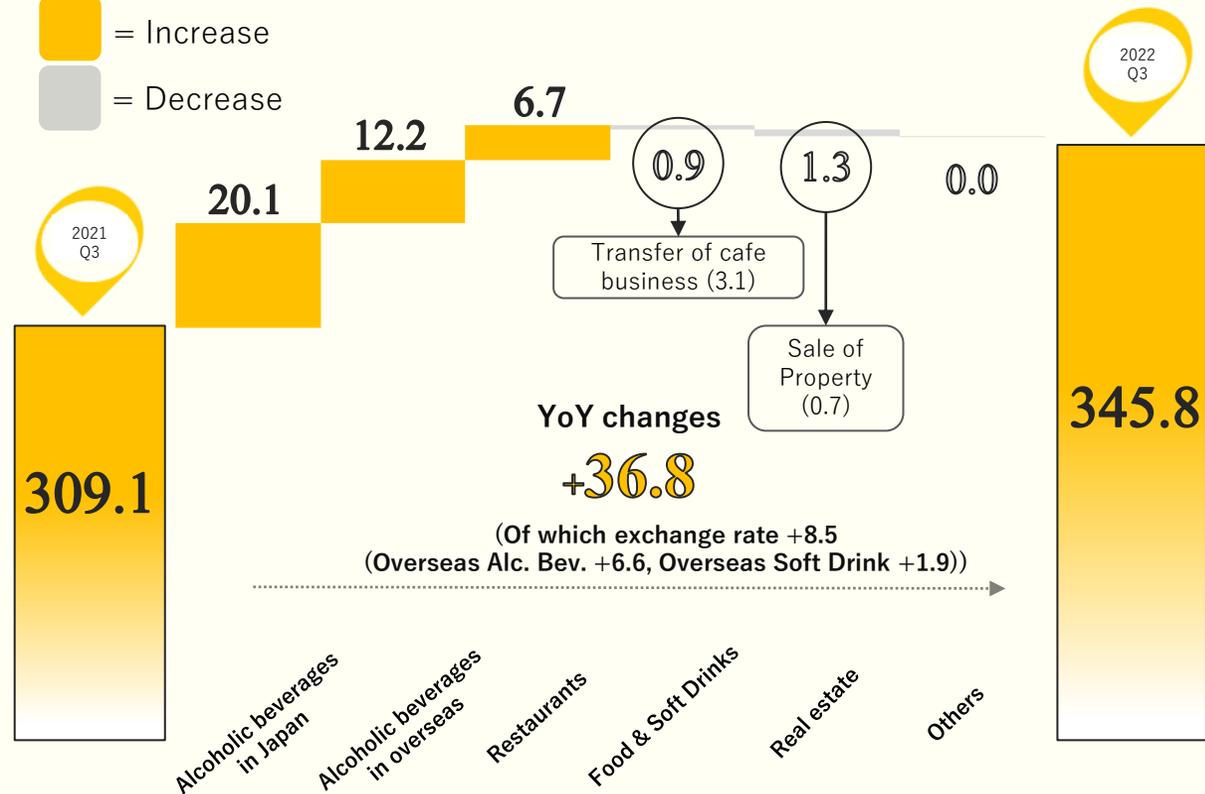


Continuous growth of overseas alcoholic beverages in North America, **increased revenue** due to the recovery in demand for the restaurant market
 Despite the impact of rising input costs continue, **increased core operating profit** thanks to revenue increase and cost structure reforms in the restaurant business and in food and soft drinks.

Reasons for changes in sales revenue

(billions of yen)

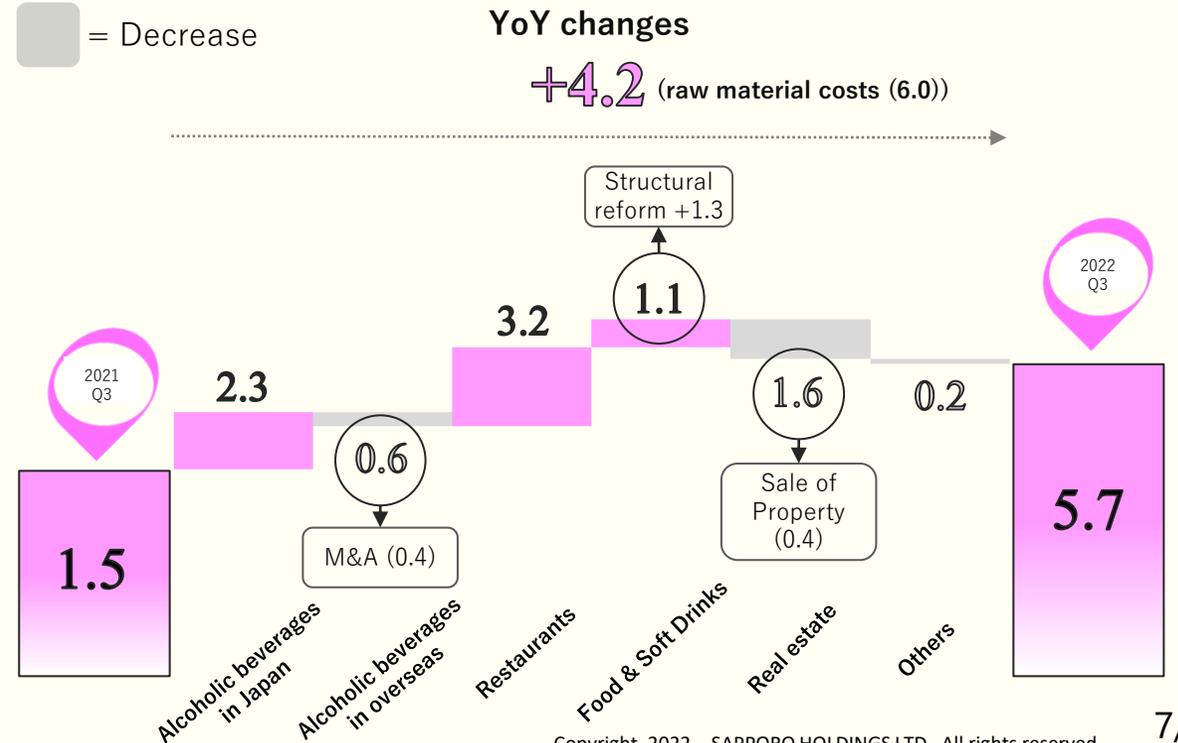
- = Increase
- = Decrease



Reasons for changes in core operating profit

(billions of yen)

- = Increase
- = Decrease



Material, Transportation, and Energy Cost Increases



Forecast for FY2022

Costs are expected to increase 8.5 billion yen on an annual basis (1.5 billion yen higher than forecast in Q2).

Jan.-Sep. Results

- Rising raw material costs ¥(4.1) billion
- Other cost increases ¥(1.9) billion
(Domestic ¥(3.5) billion, overseas ¥(2.5) billion)

Oct.-Dec. Outlook

- Rising raw material costs ¥(1.8) billion
- Other cost increases ¥(0.7) billion
(Domestic ¥(1.4) billion, overseas ¥(1.1) billion)



Respond with price revisions, cost controls, etc.

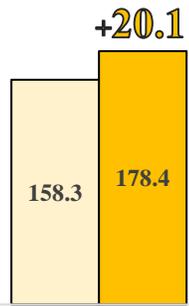
Alcoholic beverages in Japan



Increase in revenue and profit attributed to the recovery in demand for restaurant business and transient demand ahead of price revisions despite upfront brand investment and more variable costs due to soaring raw material prices and fixed costs from Sendai Brewery depreciation, etc.

< Revenue > (billions of yen)

□ 2021 ■ 2022



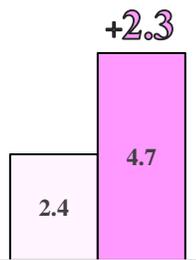
Jan-Sep

Primary change factors

- Beer and beer-type +¥14.9 billion
- RTD +¥0.5 billion, Japanese liquor, wine and spirits, etc. +¥3.3 billion
- Export +¥0.8 billion
- Other +¥0.6 billion

< Core operating profit > (billions of yen)

□ 2021 ■ 2022



Jan-Sep

Primary change factors

- Beer and beer-type: Increase in volume +¥6.0 billion, container composition ¥(1.0) billion
- RTD, wine and spirits, etc., Japanese liquor: Increase in volume +¥0.9 billion
- Raw material costs ¥(1.8) billion
- Fixed costs ¥(2.8) billion (Of which advertising costs ¥(0.7) billion, accelerated depreciation ¥(0.8) billion)
- Other (rebate reduction, subsidiaries, etc.) +¥1.0 billion

Recovery from COVID-19

- change in commercial-use product sales (comparison to FY2019)



COVID-19 countermeasures



Growth strategy

Continue to increase canned beer sales

- Beer sales increased by 20% in total
- Canned beer sales increased by 2% in total

Structural Reforms

Institute in-house production of RTD at Sendai Brewery and increase productivity at breweries

Growth strategy

RTD growths



- RTD achieved growth by 1% (sales volume)
- Koime no Lemon Sour gained 38% increase (sales volume)
- Good sales record for the new product Mitsuboshi Grape Fruit Sour

Koime no Lemon Sour (sales volumes) again exceed previous year



Preparation to start RTD manufacturing facility operation in 2023 is currently underway
 From 2023: Improvement in productivity is expected to increase core operating profit of 1.0 billion yen
 From 2024: In-house production could generate core operating profit of several hundred million yen

Alcoholic beverages in Japan - Future Strategy for the Yebisu Brand -



As the pioneer of the premium beer category, Yebisu has enhanced and expanded the appeal of beer. Starting in 2021, we launched the “Color Your Time!” campaign, which strengthens proposals that color customers’ times.



We are strengthening actions that highlight our real and digital contact points with customers.

▶ New contact point for real experiences

Urban beer brewing in Ebisu (scheduled to open end of 2023)



New station shopping connects the station with the city

YEBISU BAR at YGP* entrance

▶ Digital platform

YEBISU BEER TOWN

This members-only online community is a city where Yebisu-lovers can connect. Interactive communication functions were implemented in September, and the site began full-scale operations.



▶ Launch of new high added-value products

Yebisu Hop Terroir
100% fine aroma hops from Žatec



* YGP: Yebisu Garden Place

Alcoholic beverages in overseas

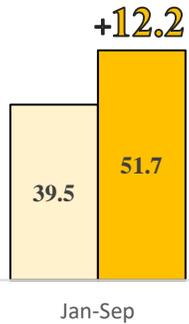


*SPB: SAPPORO PREMIUM BEER

The demand recovery for restaurant business and steady sales with the expansion of SPB* home-use products led to an increase in revenue. Due to rising raw material costs, transportation costs, and cost for acquiring of Stone Brewing Co. LLC, core operating profit remained declined

< Revenue > (billions of yen)

□ 2021 ■ 2022

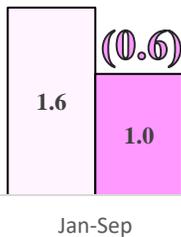


Primary change factors

- Foreign currency +¥5.6 billion, exchange rate +¥6.6 billion
 - Canada +¥8.1 billion (Of which exchange rate +¥4.9 billion)
 - United States +¥3.9 billion (Of which exchange rate +¥1.6 billion)
 - Vietnam +¥0.2 billion (Of which exchange rate +¥0.1 billion)

< Core operating profit > (billions of yen)

□ 2021 ■ 2022

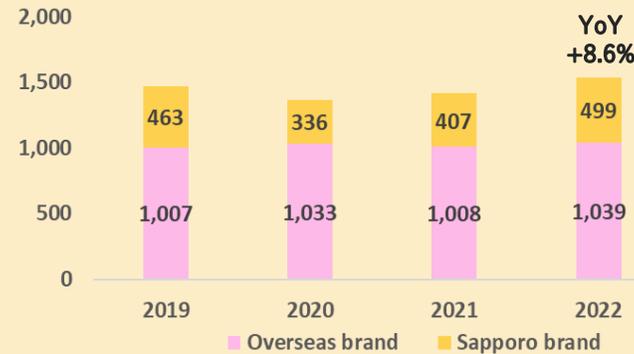


Primary change factors

- Canada +¥0.3 billion
- United States ¥(1.2) billion (Of which M&A expenses ¥(0.4) billion, Stone ¥(0.3) billion)
- Vietnam +¥0.4 billion

Overseas sales volume by brand (Jan-Sep)

(10,000 cases)



Overseas sales volume by Area (Jan-Sep)

(10,000 cases)



Growth strategy

Canada: Promote premium beers and strengthen RTD business

- Compared to the previous fiscal year, promotion for the premium beers has increased and more growth in RTD business
- While total demand was down 4%, our performance was up 1%



Growth strategy

United States: Strengthening SAPPORO brand

- Driving sales of SAPPORO brand significantly higher year-over-year (recovery of commercial-use products and expansion of retail stores for home-use products)
 - While total demand was down 2%, the SAPPORO brand was up a massive 18%
 - Early creation of synergy with Stone
- 【Stone】 A business loss is expected in FY2022. We will achieve an early return to profitability through the creation of synergies through M&A.



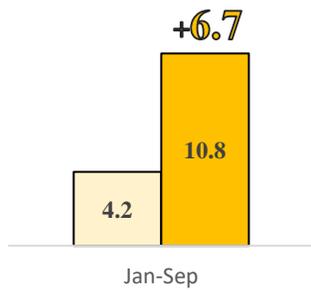
Alcoholic beverages in restaurants



The demand recovery for restaurant business and decrease in fixed costs from structural reforms led to an increase in core operating profit.

< Revenue > (billions of yen)

□ 2021 ■ 2022

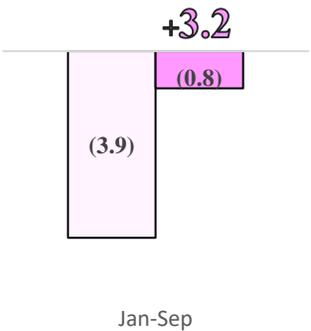


Primary change factors

- Recovery in demand for restaurant business
- Sales at current stores of Sapporo Lion Limited (comparison to FY2019): 69%
- FY2021: 295%

< Core operating profit > (billions of yen)

□ 2021 ■ 2022

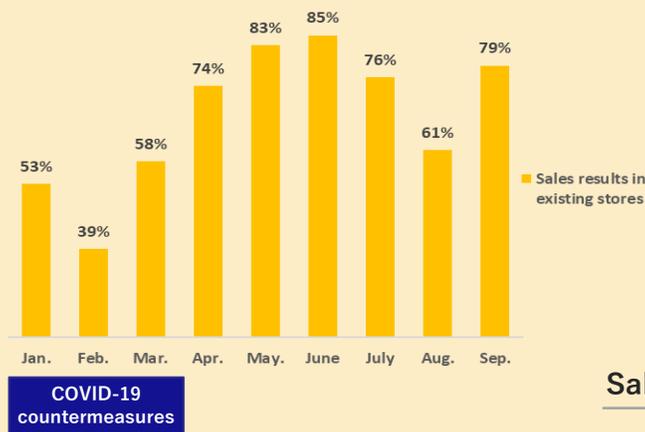


Primary change factors

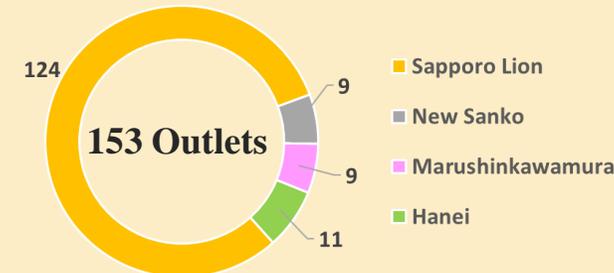
- Effects of structural reforms
- Reduction of retail stores (FY2021: down 22%)

Recovery from COVID-19

- Restaurant business: change in sales at current stores of Sapporo Lion Limited (comparison to FY2019)



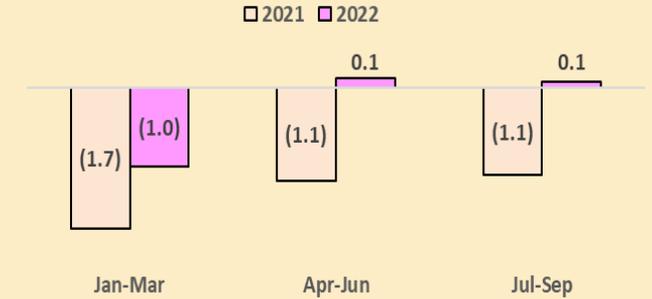
Total number of outlets



Structural Reforms

Status of recovery in profitability through structural reforms

- Profitability achieved in Q2, Q3



Sales revenue and number of Sapporo Lion Outlets



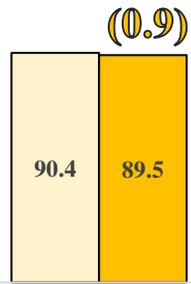
Food & Soft Drinks



Revenue was down due to sale of café business and reorganization of vending machine operator subsidiaries while revenue increased the overseas
 Core operating profit increased thanks to contribution of structural reforms

< Revenue > (billions of yen)

□ 2021 ■ 2022

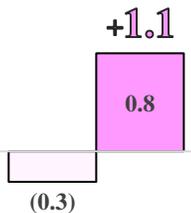


Primary change factors

- Vending machines ¥(3.4) billion
- Transfer of CAFÉ de CRIÉ business ¥(3.1) billion
- Overseas +¥4.7 billion
(Of which exchange rate +¥1.9 billion)
- Other +¥0.9 billion

< Core operating profit > (billions of yen)

□ 2021 ■ 2022



Primary change factors

- Japan +¥0.9 billion
- Structural reforms +¥1.3 billion,
rise of raw material costs ¥(1.5) billion
rebate reduction, product mix +¥0.6 billion
- Other +¥0.5 billion
- Overseas +¥0.2 billion
- Net sales increases +0.4 billion, rise of raw material costs ¥(0.2) billion

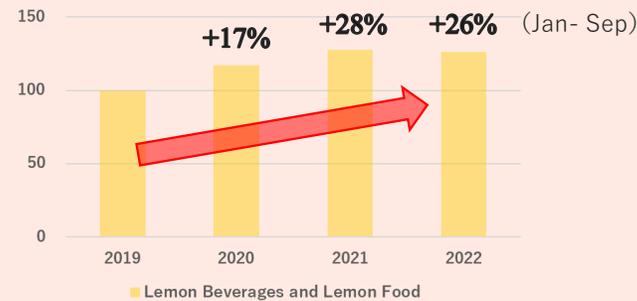
Growth strategy



Expansion of sales for all lemon*-based products

- Net sales of lemon beverages remained strong and same level as the previous year, despite a rebound from stay-at-home demand
- Changes in sales volume for lemon beverages and lemon Food

* the growth rate when standardized as 100 for 2019



Structural Reforms

Reorganization of vending machine operator subsidiaries

- Planning liquidation by 2022
- From 2023: Likely to generate operating profit of 700 million yen (comparison to FY2020)

Transfer of cafe business

- Business sold in April, 2022
- From 2022: Likely to generate core operating profit of 800 million yen (comparison to FY2020)

Reorganize business locations of Shinsyu-ichi Miso

- Production site sold in February, 2022
- From 2022: Likely to generate an core operating profit of 400 million yen (comparison to FY2020)

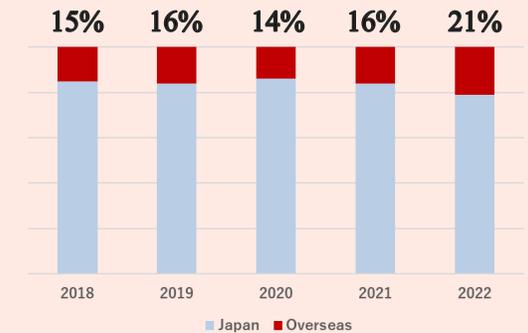
Growth strategy

Accelerated growth in overseas business

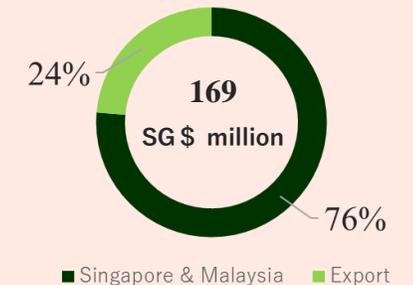
- Contribution made by sales in Singapore and more than 60 nations worldwide
- Increase by 8 % in Singapore, 28% growth for export (sales amount)

Overseas changes in composition ratio of food & soft drinks revenue

*Excludes consolidation adjustments.

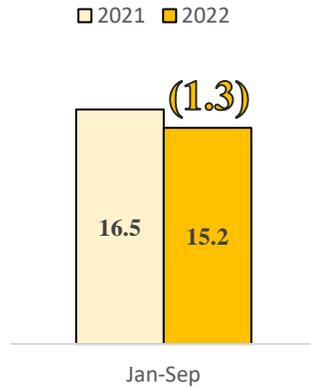


Singapore sales composition (Jan- Sep)



The sales of properties last year and decrease of rent over the renovation for YGP commercial complex* led to decrease in revenue and profit

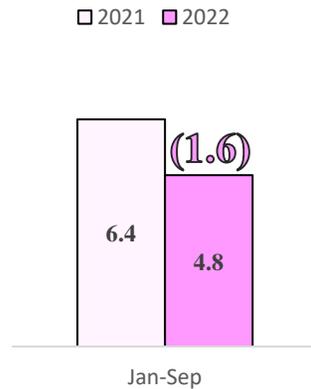
< Revenue > (billions of yen)



Primary change factors

- Property sale last year (0.7) billion
- YGP* commercial area renovations ¥(0.3) billion
- Other (YGP* office buildings, etc.) ¥(0.3) billion

< Core operating profit > (billions of yen)



Primary change factors

- Property sale last year (0.4) billion
- YGP* commercial area renovations ¥(0.6) billion
- Utilities costs ¥(0.2) billion
- Other (YGP* office buildings, etc.) ¥(0.3) billion

Growth strategy

Strategic leasing through YGP* property value enhancement and rebranding

- Foodies Garden opens in April
- Grand opening of commercial area* In November
- Seismic damping work completed, making the building a state-of-the-art seismically-damped building for greater safety and peace of mind

YGP* grand opening

- All floors from B1 to 2F open November 8 (Tuesday)
- The building will have a total of 25 tenants, including new business models such as GOLDWIN and DCM. It will have the largest sales floor area in the Kanto area. The office area, which proposes a new way of working, will loosely gather tenants with a comfortable sense of distance.



Growth strategy

Grow profits of new businesses using equity investments, etc.

- One equity investment (Q1), two equity investments (Q2), one equity investment (Q3)

*YGP: Yebisu Garden Place, commercial complex: center plaza

Profit attributable to owners of parent



(billions of yen)	2021 Q3 Result	Details	2022 Q3 Result	Details
Core operating Profit	1.5		5.7	
Other operating income	25.5	Gain on sales of fixed assets, etc. ¥(23.2) billion	3.7	Gain on sales of fixed assets, etc. ¥(1.6) billion
Other operating expenses	3.1		1.9	
Operating Profit	23.9		7.5	
Profit before tax	23.9		9.0	
Income taxes	8.2		3.7	
Profit	15.7		5.3	
Profit (loss) attributable to non-controlling interest	(0.1)		0.0	
Profit attributable to owners of parent	15.7		5.3	

Harmony with the environment

Biodegradable plant-derived bioplastic cups introduced at RISING SUN ROCK FESTIVAL 2022 in EZO

We developed bioplastic cups to provide a new opportunity to experience participating in environmental activities while enjoying draft beer.

As the first of these opportunities, we started a new initiative to use the cups at music festivals. This is the first example of bioplastic cups being used at a large music festival in Japan.

The used cups are biodegraded together with food scraps and other biomatter, generating compost that can improve the quality of soil in fields, realizing the recycling of resources.



Co-prosperity with society

Made donation to Hokkaido Marine Resource Restoration Project through shareholder benefit program and Supported Nature Conservation Activities in Hokkaido where the Company was founded

We donated 2,638,000 yen to a marine resource restoration project in Hokkaido on top of matching a donation of 1,319,000 yen by shareholders through the shareholder benefit program in FY2021.



Positive impact finance agreement signed

- (1) Signed an agreement with Sumitomo Mitsui Trust Bank, Limited on positive impact finance, a business financing scheme offered by SMTB that does not specify the uses of funds
- (2) Signed syndicated positive impact finance agreement with Mizuho Bank, Ltd. as the arranger

Appendix

Appendix: Quarterly results for FY2022



(billions of yen)	2021 Q1	2022 Q1	YoY changes	YoY changes	2021 Q2	2022 Q2	YoY changes	YoY changes	2021 Q3	2022 Q3	YoY changes	YoY changes
	Result	Result	(amount)	(%)	Result	Result	(amount)	(%)	Result	Result	(amount)	(%)
Revenue by Segment	89.9	93.2	3.4	3.7%	109.8	120.5	10.7	9.8%	109.4	132.0	22.7	20.7%
Alcoholic Beverages	56.6	60.6	3.9	6.9%	73.9	85.6	11.7	15.8%	71.5	94.8	23.3	32.6%
Japanese	44.7	46.1	1.5	3.3%	58.0	63.6	5.6	9.6%	55.7	68.7	13.0	23.4%
Overseas	10.2	12.1	1.9	18.8%	14.6	17.9	3.3	22.4%	14.7	21.7	7.0	47.6%
Restaurants	1.8	2.3	0.5	29.9%	1.3	4.1	2.8	221.2%	1.1	4.4	3.3	304.6%
Food & Soft Drinks	27.6	27.7	0.1	0.4%	30.4	29.8	(0.6)	(1.9%)	32.4	32.0	(0.4)	(1.3%)
Real Estate	5.6	5.0	(0.7)	(11.8%)	5.5	5.1	(0.4)	(7.0%)	5.4	5.1	(0.2)	(4.6%)
Other	0.0	0.0	(0.0)	(27.0%)	0.0	0.0	(0.0)	(15.4%)	0.0	0.0	(0.0)	(9.4%)
Core Operating Profit by Segment	(6.9)	(6.4)	0.5	-	3.4	4.2	0.9	25.2%	5.0	7.9	2.9	58.0%
Alcoholic Beverages	(5.0)	(3.9)	1.1	-	2.1	3.4	1.3	64.8%	3.0	5.4	2.4	80.7%
Japanese	(3.0)	(2.8)	0.2	-	2.7	3.0	0.3	9.9%	2.7	4.5	1.8	68.0%
Overseas	(0.3)	(0.1)	0.2	-	0.5	0.3	(0.2)	(33.0%)	1.4	0.8	(0.6)	(40.5%)
Restaurants	(1.7)	(1.0)	0.8	-	(1.1)	0.1	1.2	-	(1.1)	0.1	1.1	-
Food & Soft Drinks	(1.1)	(1.0)	0.1	-	(0.0)	0.2	0.3	-	0.9	1.6	0.7	85.7%
Real Estate	0.7	0.1	(0.6)	(87.4%)	3.1	2.5	(0.6)	(19.2%)	2.6	2.3	(0.4)	(13.6%)
Other • General corporate and intercompany eliminations	(1.5)	(1.6)	(0.1)	-	(1.7)	(1.9)	(0.2)	-	(1.5)	(1.3)	0.1	-

Appendix : Changes in Balance Sheets



(billions of yen)

Total assets	End of 2021	2022Q3	change
Cash and cash equivalents	17.4	19.5	2.1
Trade receivables	91.5	82.0	(9.6)
Inventories	39.2	47.2	8.0
Other current assets	19.7	17.6	(2.1)
Fixed assets and intangible assets	128.5	145.1	16.6
Investment property	203.2	207.6	4.4
Goodwill	19.2	37.5	18.3
Other non-current assets	75.8	83.5	7.6
Total assets	594.6	640.0	45.5

Total liabilities and equity	End of 2021	2022Q3	change
Trade payables	33.2	33.7	0.4
Short-term financial liabilities	61.2	90.6	29.4
Other current liabilities	116.1	94.2	(21.9)
Long-term financial liabilities	136.9	145.4	8.4
Net defined benefit liabilities	0.3	4.1	3.8
Other non-current liabilities	83.4	98.0	14.5
Total liabilities	431.2	465.9	34.6
Equity attributable to owners of parent	162.6	173.2	10.7
Non-controlling interests	0.8	0.9	0.1
Total equity	163.3	174.1	10.8
Total liabilities and equity	594.6	640.0	45.5

Investment on a cash basis was **¥48.7 billion**

< Consolidated cash flow (CF) statement >

(billions of yen)	2021 Q3 Result	2022 Q3 Result	Change	Change (%)
CF from operating activities	26.9	13.5	(13.5)	(50.0%)
CF from investing activities	17.7	(41.9)	(59.6)	—
Free CF	44.6	(28.5)	(73.1)	—
CF from financing activities	(51.5)	30.8	82.3	—

< Changes in amount of investment (cash basis) >



< Investment total (① + ② + ③) > **¥48.7 billion**

① **Capital expenditure** (cash basis): **¥19.0 billion**

(Property, plant and equipment, intangible assets, investment property)

< Major items >

- Alcoholic Beverages: **¥4.8 billion**

SB: ¥2.3 billion Sleeman ¥1.7 billion

- Food & Soft Drinks: **¥1.8 billion**

PS : ¥1.0 billion POKKA PTE. LTD. : ¥0.2 billion

- Real Estate: **¥11.6 billion**

Acquisition of investment property

- Group-wide: **¥0.7 billion**

② **Lease fees: ¥2.6 billion**

(excluding lease fees for renting restaurant premises)

③ **Other investments: ¥27.2 billion**

(Acquisition of stock in Stone Brewing Co., LLC : ¥22.6 billion
Invest in property's equity etc.)

Appendix : Major sales volume & sale



(Beer and beer-type beverages and non-alcoholic beer calculations based on large bottles, RTDs are calculated by 250 ml × 24 bottles.)

Sales Volume: Beer (Japan) ※1

(10,000 cases)

	Jan. 1 - Sep.30, 2021	Jan. 1 - Sep.30, 2022	YoY Change(%)
Sapporo Draft Beer Black Label (total)	—	—	24.6%
YEBISU (total)	—	—	1.2%
1 Beer (total)	—	—	20.3%
2 Happoshu (total)	—	—	(4.0%)
3 New genre beer products (total)	—	—	(3.8%)
Beer, happoshu, and new genre (total 1+2+3)	—	—	10.7%
RTD	930	935	0.5%
Non-alcoholic beer and low alcohol beer taste beverage	53	53	(0.4%)

Sales Volume: Beer (International)

(10,000 cases)

	Jan. 1 - Sep.30, 2021	Jan. 1 - Sep.30, 2022	YoY Change(%)
Overseas brand (SLEEMAN, Anchor, Stone, etc.)	1,008	1,039	3.0%
Sapporo brand	275	319	16.0%
North America	1,283	1,358	5.8%
Sapporo brand	132	180	35.7%
Other areas	132	180	35.7%
Total	1,416	1,538	8.6%

Sales: Beer (Japan) *including liquor tax

(billions of yen)

	Jan. 1 - Sep.30, 2021	Jan. 1 - Sep.30, 2022	YoY Change(%)
Beer	86.9	104.0	19.7%
Happoshu	4.7	4.5	(3.7%)
New genre	34.4	32.4	(6.0%)
Subtotal	126.0	140.9	11.8%
Rebate subtracted from sales	(7.8)	(7.5)	—
Total	118.2	133.4	12.8%

Sales: Alcoholic Beverage (Japan)

(billions of yen)

	Jan. 1 - Sep.30, 2021	Jan. 1 - Sep.30, 2022	YoY Change(%)
Domestic wines	2.2	2.4	5.6%
Imported wines	3.9	4.6	18.6%
Wine (total)	6.1	7.0	13.9%
Spirits and Shochu (total)	16.9	19.3	14.0%
RTD	16.3	16.8	3.3%
Subtotal	39.4	43.1	9.5%
Rebate subtracted from sales	(7.5)	(7.5)	(0.1%)
Total	31.8	35.6	11.8%

Sales: Food & Soft Drinks (Japan) ※2

(billions of yen)

	Jan. 1 - Sep.30, 2021	Jan. 1 - Sep.30, 2022	YoY Change(%)
Soft Drinks	47.2	45.7	(3.1%)
Food (Lemon · Soups · Plant milk)	21.9	21.8	(0.4%)

※1 : Following the agreement of the Brewers Association of Japan, the sales volume for the first half and end of the fiscal year shall be disclosed.

※2 : Pokka Sapporo is only domestic sales.

Appendix : Alcoholic Beverages (Japan)

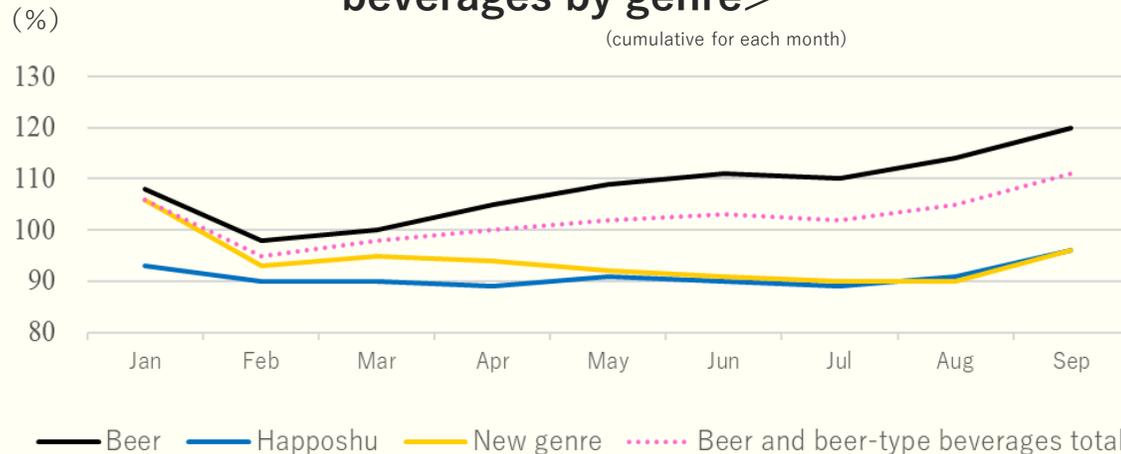


<Domestic beer and beer-type beverages:
YoY change in sales volume by genre> (Jan – Sep)

[Beer and beer-type beverages total] up **11%** YoY

- ✓ Beer: up **20%** y-o-y
- ✓ Happoshu: down **4%** y-o-y
- ✓ New genre: down **4%** y-o-y

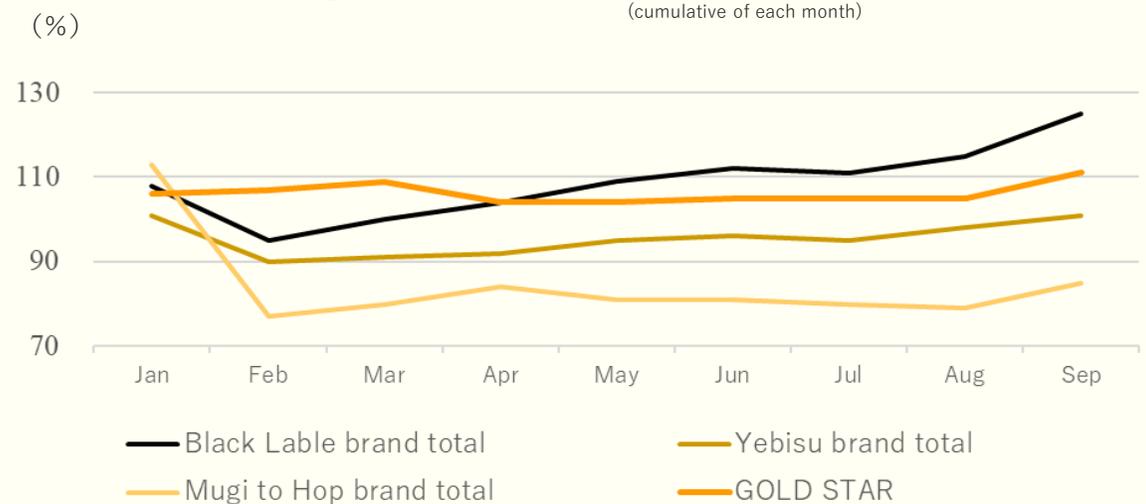
<YoY changes in sales volume of beer and beer-type beverages by genre>



<Major domestic brands: YoY change in sales volume> (Jan – Sep)

- ✓ Black Label brand up **25%** y-o-y 
- ✓ YEBISU brand up **1%** y-o-y 
- ✓ Mugu to Hop brand down **15%** y-o-y 
- ✓ GOLD STAR up **11%** y-o-y 

<YoY changes in sales volume of main brands>



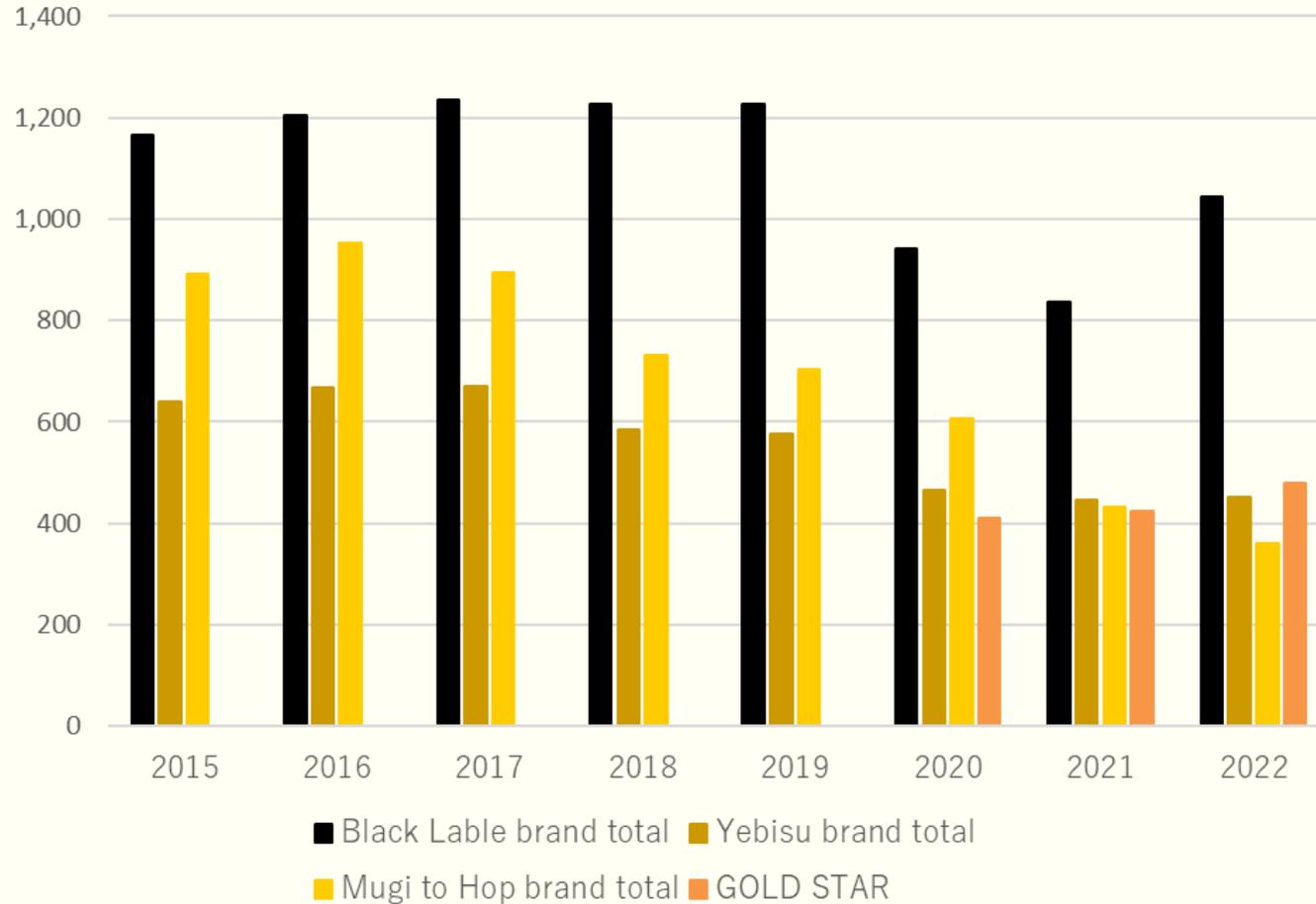
Appendix : Alcoholic Beverages (Japan)



< Main brand Jan- Sep Sales volume change >

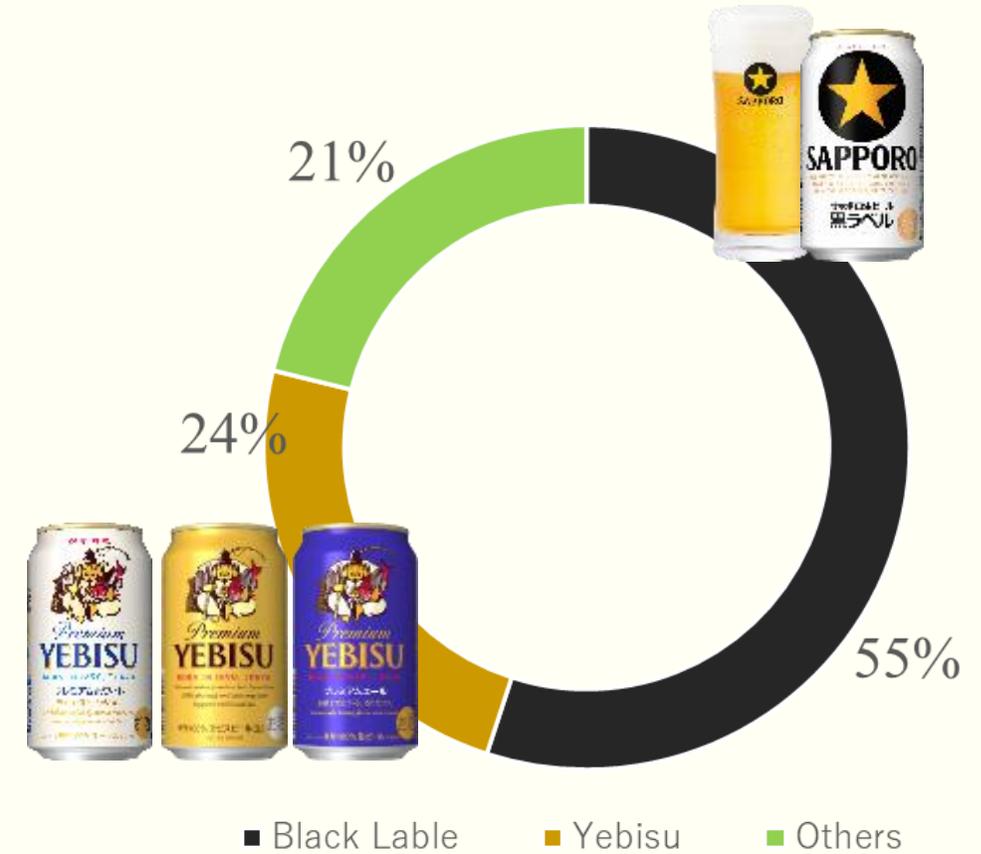
(10,000 cases)

(Jan - Sep)



< Beer lineup sales volume (Jan- Sep break down) >

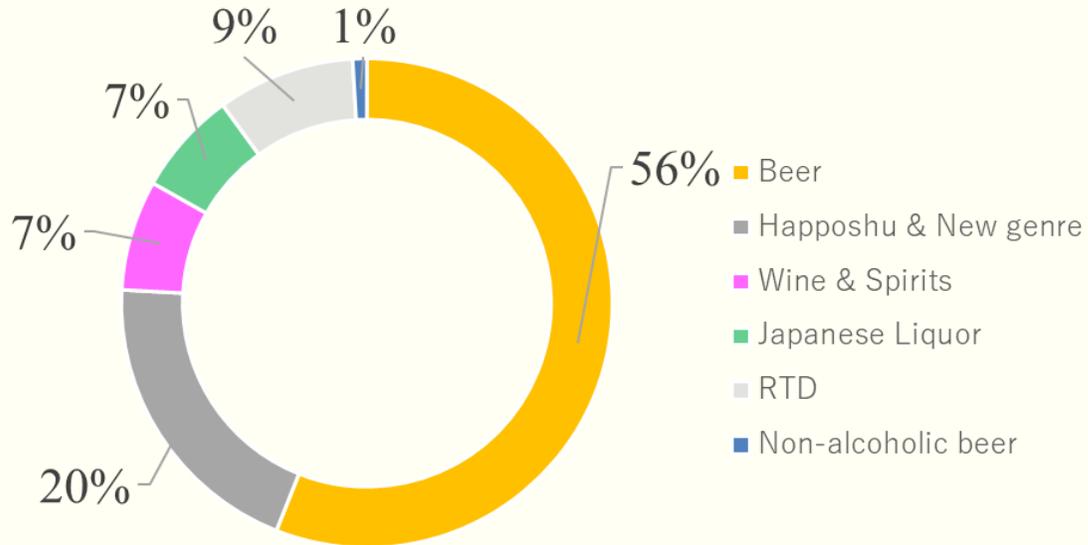
(Jan - Sep)



Appendix : Alcoholic Beverages (Japan)



< Jan- Sep sales breakdown by category >



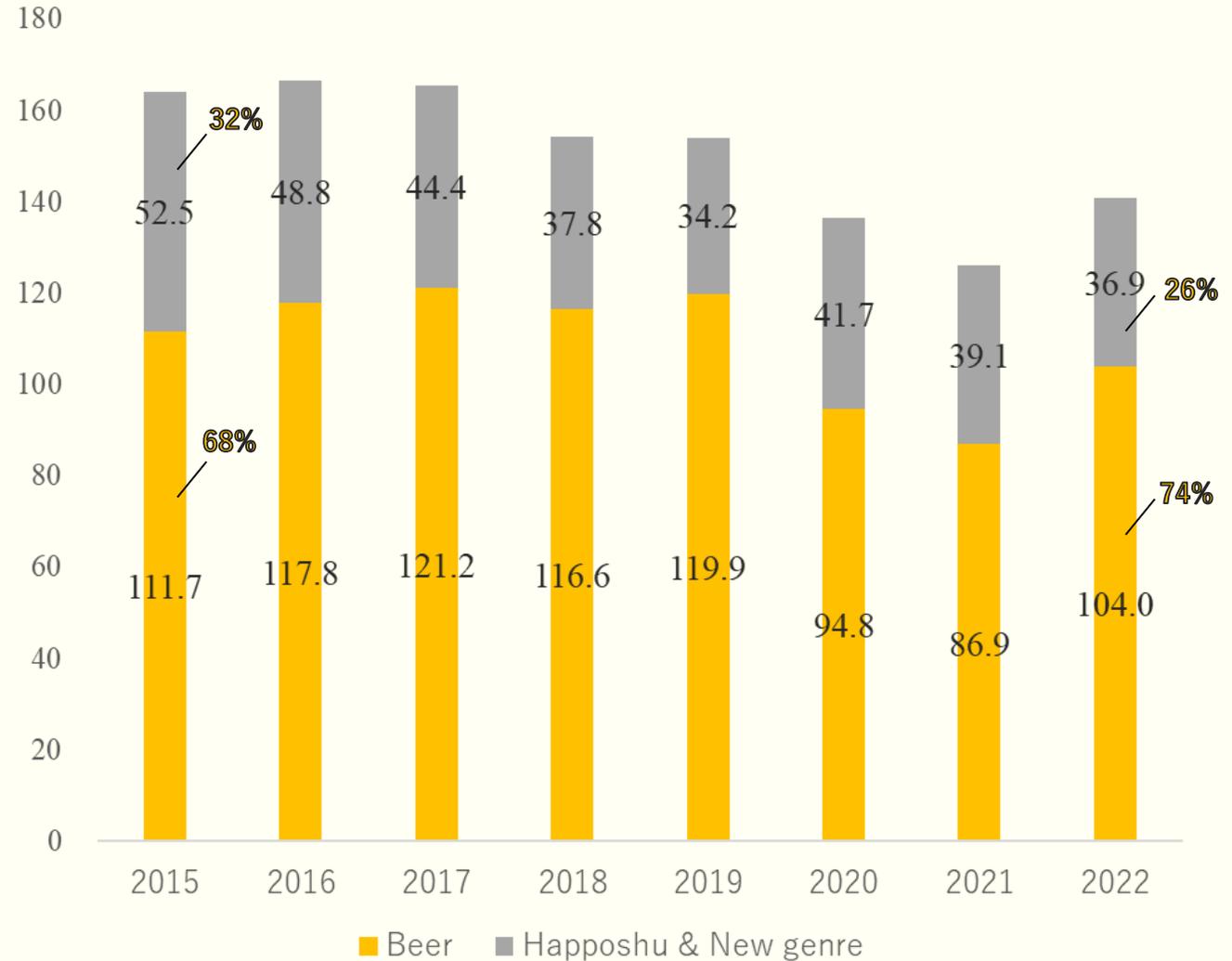
*Before subsidiary companies sales, elimination of inter- company transactions and rebate deduction

*From 2021, Hyosai Sour and 99.99 keg are reclassified from Spirits to RTD.

< Jan- Sep sales revenue >

(billions of yen)

※Incl. liquor tax

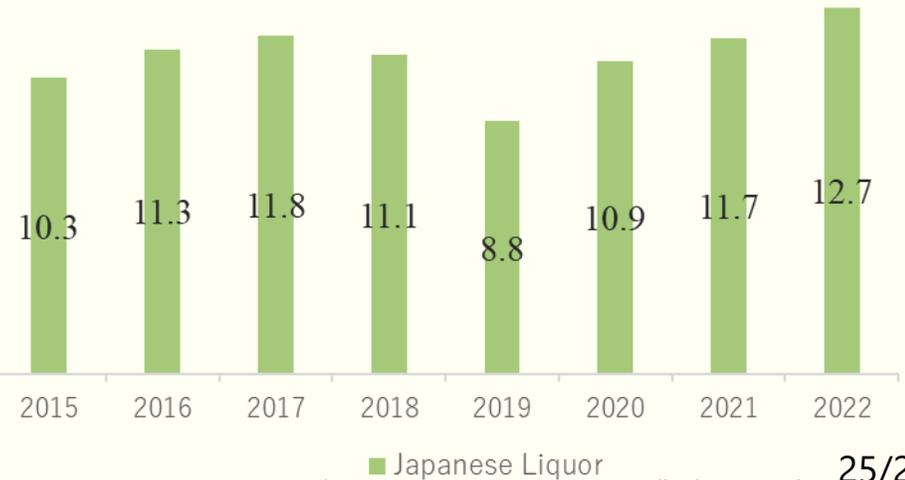
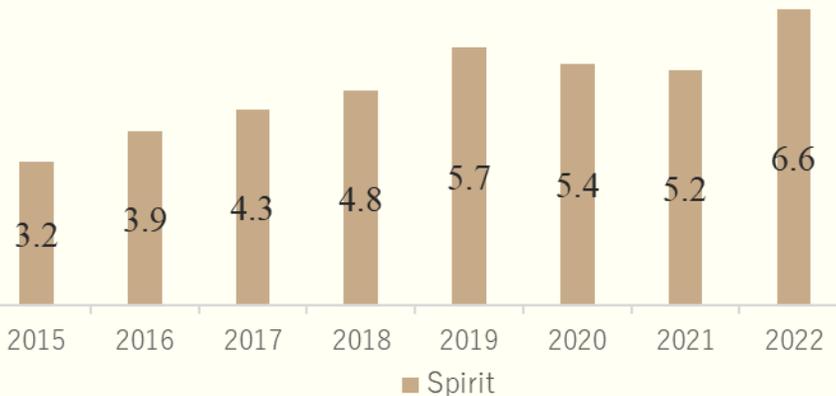
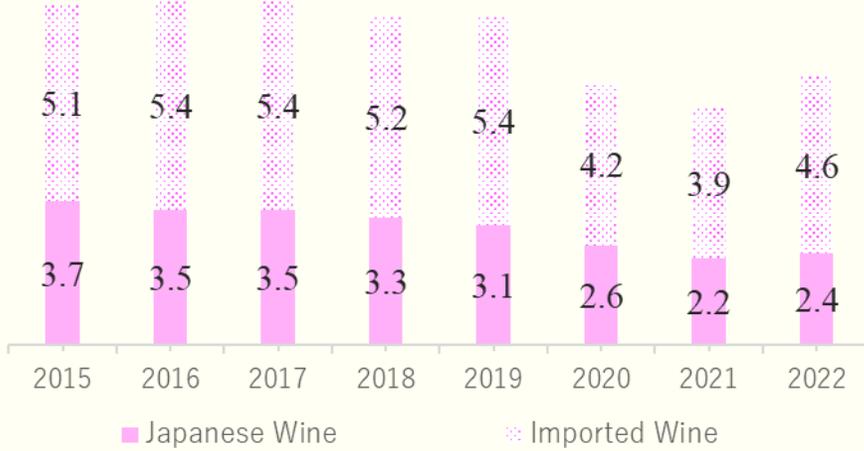


Appendix : Alcoholic Beverages (Japan)



< Jan- Sep sales revenue > (billions of yen)

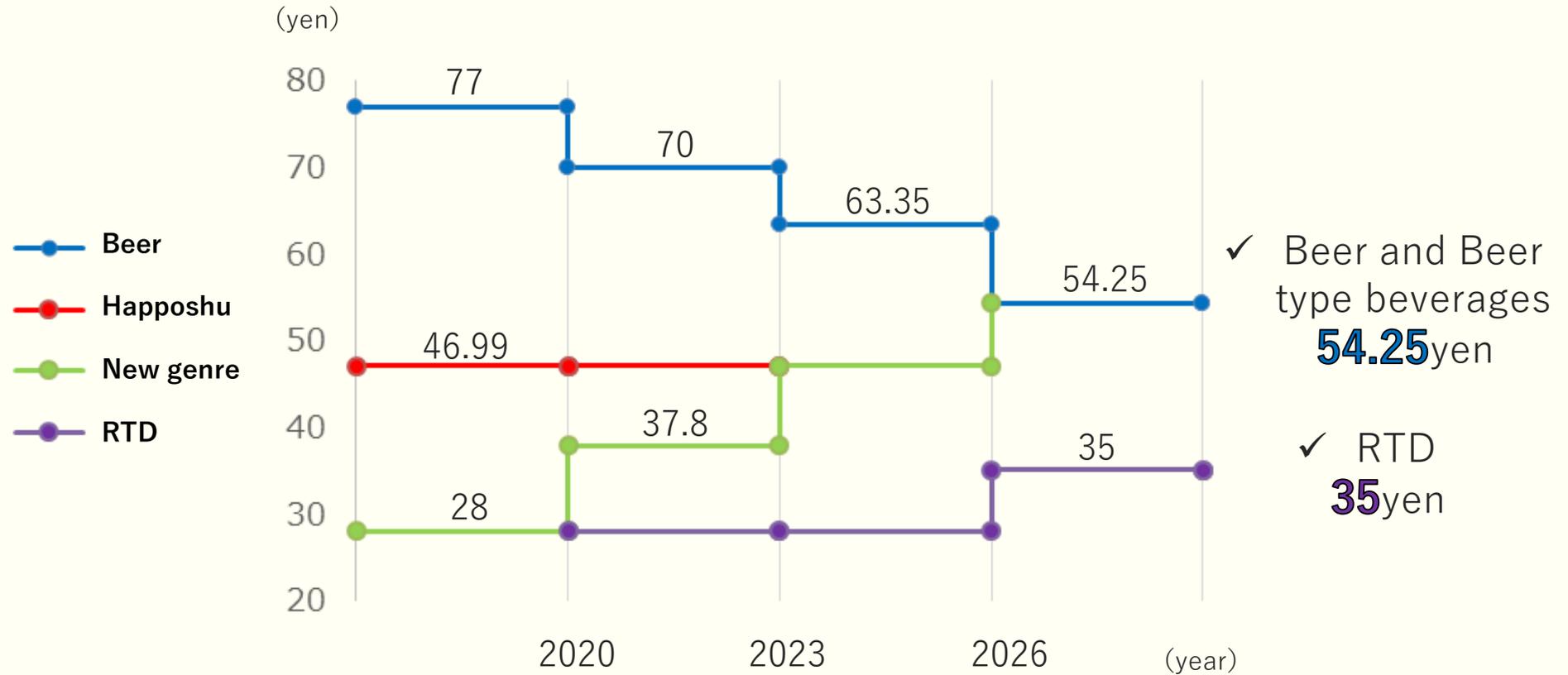
*From 2021, Hyosai Sour and 99.99 keg are reclassified from Spirits to RTD.



Appendix : Alcoholic Beverages (Japan)



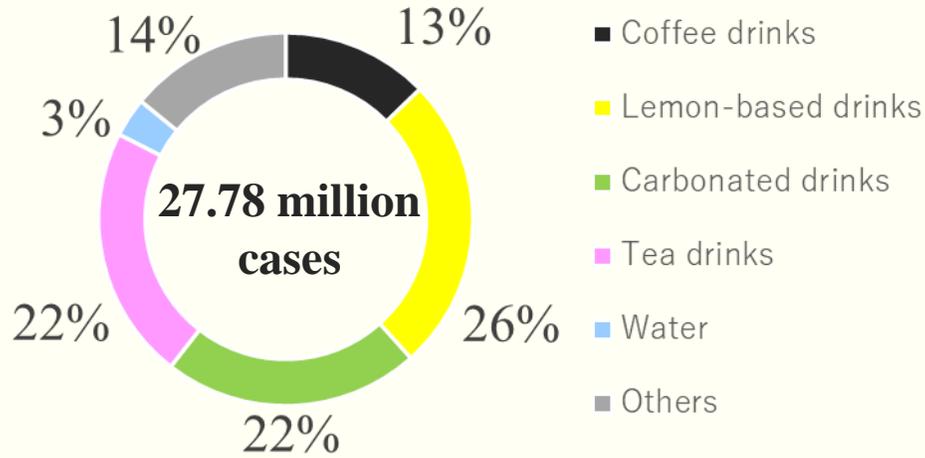
< Changes in the amount of liquor tax per 350 ml >



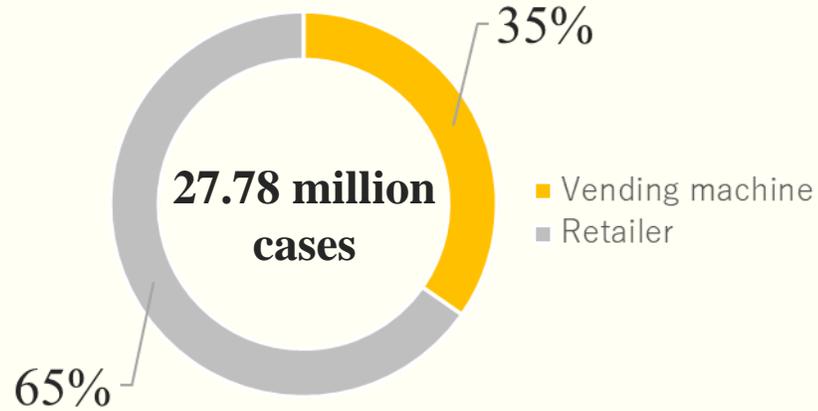
Appendix : Food & Soft Drinks



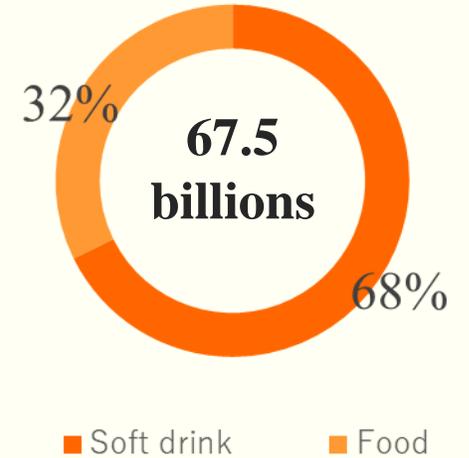
< Japanese soft drinks
Sales composition by genre (Jan- Sep)>



< Japanese soft drinks
POKKA SAPPORO Food & Beverage >
Sales composition by sales channel (Jan- Sep)



< Japanese soft drinks
POKKA SAPPORO Food & Beverage >
Sales composition (Jan- Sep)



< Japanese soft drinks POKKA SAPPORO Food & Beverage >
Sales volume & Sales by genre (Jan- Sep)

【Lemon based-drinks】

✓ **up 1% y-o-y**
(Sales volume)



【Unsweetened tea drinks】

✓ **up 2% y-o-y**
(Sales volume)



【Coffee drinks】

✓ **down 9% y-o-y**
(Sales volume)



【Lemon-based food products】

✓ **down 2% y-o-y**
(Sales)



【Soups】

✓ **up 1% y-o-y**
(Sales)



【Soy milk, chilled products】

✓ **up 2% y-o-y**
(Sales)



Appendix : Real Estate



< Major rental properties & occupancy rates : (Averages for 2022 3Q)>

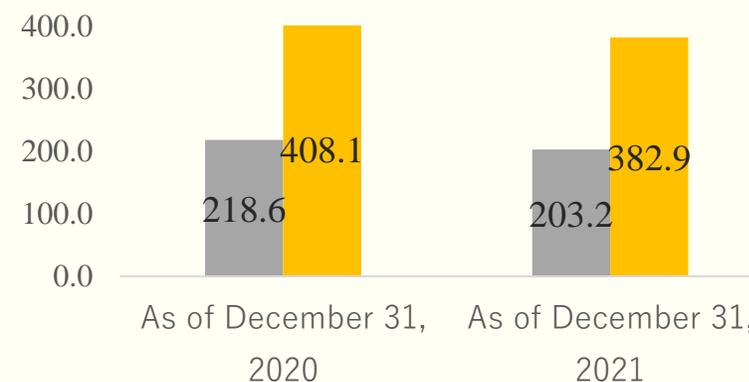
	Site area (m ²)	Floor area (m ²)	Occupancy rate (%)	No. of floors
Yebisu Garden Place ⁽¹⁾	56,943	298,007	85	40 floors above ground, 5 below
Ginza Place	645	7,350	99	11 floors above ground, 2 below
Strata Ginza ⁽²⁾	1,117	11,411	100	13 floors above ground, 1 below

*1: The number of floors is for the office block only. Occupancy rates are for office areas only.

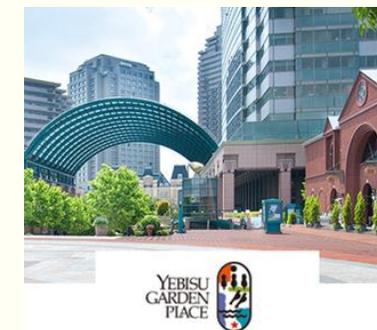
*2: Figures are for entire property. Sapporo owns 922m² of the site (sectional ownership) and 89.72% of the building (joint management)

< Information about Investment property >

(billions of yen)



■ Carrying value on the consolidated statement of financial position
 ■ Fair value



(billions of yen)

< Core Operating profit >	2021 Q3	2022 Q3	Change
Yebisu Garden Place, etc.	5.0	3.7	(1.4)
Other area & other operations	1.9	1.5	(0.4)
Hokkaido	0.5	0.5	(0.0)
General corporate	(1.0)	(0.9)	0.2
Total	6.4	4.8	(1.6)

< EBITDA >

(billions of yen)

	2021 Q3	2022 Q3	Change
Yebisu Garden Place, etc.	7.3	6.0	(1.3)
Other area & other operations	2.8	2.0	(0.8)
Hokkaido	1.0	0.9	(0.0)
General corporate	(0.6)	(0.5)	0.1
Total	10.5	8.5	(2.0)

As an intrinsic part of people's lives, Sapporo will contribute to the evolution of creative, enriching and rewarding lifestyles.



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