



SAPPORO

Three Months ended March 31, 2011
Consolidated First Quarter Earnings Report - Supplementary Information

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May 2011

SAPPORO HOLDINGS LTD.

Securities Code: 2501
URL <http://www.sapporoholdings.jp/english/>

Financial Highlights (2007- 2011)

Consolidated Financial Highlights

(billions of yen, except percentages, ratios, per-share data, and exchange rates)

| | | Three months ended March 31, 2007 | Three months ended March 31, 2008 | Three months ended March 31, 2009 | Three months ended March 31, 2010 | Three months ended March 31, 2011 |
|-------------------------------|---|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| Net sales | Including liquor tax | 90.1 | 91.6 | 81.6 | 77.1 | 72.9 |
| Net sales | Excluding liquor tax | 62.7 | 62.5 | 56.8 | 54.9 | 52.6 |
| Overseas net sales to total | Excluding liquor tax | 8.1% | 7.9% | 7.5% | 9.6% | 10.4% |
| Operating income | Before goodwill amortization | (4.5) | (1.0) | (3.1) | (3.3) | (3.0) |
| | After goodwill amortization | (4.7) | (1.3) | (3.3) | (3.5) | (3.3) |
| Operating margin | Including liquor tax / after goodwill amortization | - | - | - | - | - |
| | Excluding liquor tax / before goodwill amortization | - | - | - | - | - |
| | Excluding liquor tax / after goodwill amortization | - | - | - | - | - |
| Ordinary income | | (5.8) | (2.5) | (3.8) | (4.1) | (4.0) |
| Net income | | (3.9) | (3.3) | (3.2) | (2.9) | (6.2) |
| Total assets | | 569.3 | 545.2 | 501.1 | 498.8 | 532.9 |
| Net assets | | 116.8 | 113.6 | 108.5 | 115.6 | 119.7 |
| Balance of debt *1 | Gross | 232.1 | 227.8 | 193.7 | 210.9 | 221.3 |
| | Net | 224.1 | 219.3 | 174.9 | 196.4 | 206.8 |
| Debt-to-equity ratio (times) | Gross | 2.0 | 2.0 | 1.8 | 1.8 | 1.8 |
| | Net | 1.9 | 1.9 | 1.6 | 1.7 | 1.7 |
| Capital expenditures | Cash basis | 5.6 | 7.9 | 3.4 | 2.9 | 4.1 |
| Depreciation and amortization | | 5.7 | 5.6 | 5.6 | 5.6 | 4.9 |
| Amortization of goodwill | | 0.2 | 0.2 | 0.2 | 0.2 | 0.3 |
| EBITDA | Operating income + Depreciation and amortization + Amortization of goodwill | 1.2 | 4.5 | 2.4 | 2.3 | 1.9 |
| Exchange rates *2 | Yen / US\$ | 118.09 | 100.20 | 93.77 | 90.70 | 82.32 |
| | Yen / CAN\$ | 101.85 | 97.88 | 75.26 | 87.18 | 83.52 |

| | | Year ended December 31, 2007 | Years ended December 31, 2008 | Year ended December 31, 2009 | Year ended December 31, 2010 | Year ending December 31, 2011 (forecast) *4 |
|-------------------------------|---|------------------------------|-------------------------------|------------------------------|------------------------------|---|
| Net sales | Including liquor tax | 449.0 | 414.5 | 387.5 | 389.2 | - |
| Net sales | Excluding liquor tax | 309.7 | 284.4 | 264.6 | 269.8 | - |
| Overseas net sales to total | Excluding liquor tax | 9.0% | 8.8% | 8.5% | 9.4% | - |
| Operating income | Before goodwill amortization | 13.2 | 15.5 | 13.9 | 16.5 | - |
| | After goodwill amortization | 12.3 | 14.6 | 12.8 | 15.4 | - |
| Operating margin | Including liquor tax / after goodwill amortization | 2.8% | 3.5% | 3.3% | 4.0% | - |
| | Excluding liquor tax / before goodwill amortization | 4.3% | 5.5% | 5.3% | 6.1% | - |
| | Excluding liquor tax / after goodwill amortization | 4.0% | 5.2% | 4.9% | 5.7% | - |
| Ordinary income | | 8.1 | 10.5 | 10.7 | 14.3 | - |
| Net income | | 5.5 | 7.6 | 4.5 | 10.7 | - |
| Total assets | | 561.8 | 527.2 | 506.8 | 494.7 | - |
| Net assets | | 125.1 | 116.8 | 118.5 | 126.6 | - |
| Balance of debt *1 | Gross | 212.4 | 189.2 | 196.7 | 181.3 | - |
| | Net | 205.9 | 166.7 | 190.4 | 167.9 | - |
| Debt-to-equity ratio (times) | Gross | 1.7 | 1.6 | 1.7 | 1.4 | - |
| | Net | 1.6 | 1.4 | 1.6 | 1.3 | - |
| Capital expenditures | cash basis | 19.8 | 27.3 | 21.8 | 19.8 | - |
| Depreciation and amortization | | 24.5 | 21.6 | 22.5 | 22.5 | - |
| Amortization of goodwill | | 0.8 | 0.8 | 1.0 | 1.1 | - |
| EBITDA *2 | Operating income + Depreciation and amortization + Amortization of goodwill | 37.6 | 37.0 | 36.4 | 39.0 | - |
| ROE (%) | | 4.6% | 6.3% | 3.9% | 8.9% | - |
| EPS (Yen) | before goodwill amortization | 16.32 | 21.70 | 14.19 | 30.50 | - |
| | after goodwill amortization | 14.10 | 19.49 | 11.57 | 27.50 | - |
| Exchange rates *3 | Yen / US\$ | 114.15 | 103.49 | 93.65 | 87.79 | - |
| | Yen / CAN\$ | 116.34 | 97.97 | 82.30 | 85.18 | - |

*1: The balance of debt includes commercial paper but excludes the balance of lease obligations.

*2: Exchange rates for fiscal 2008 and before are year-end rates; for fiscal 2009 and after are annual average rates.

*3: Exchange rates for fiscal 2007 and before are year-end rates; for fiscal 2008 and after are annual average rates.

*4: We are currently unable to provide reasonable estimates of financial results due to effects of the Great East Japan Earthquake.

Consolidated Results (Three Months ended March 31, 2011)

Condensed Consolidated Statements of Income (billions of yen)

| | Three months ended March 31, 2010 | Three months ended March 31, 2011 | Change | Change (%) |
|---|-----------------------------------|-----------------------------------|--------|------------|
| Japanese Alcoholic Beverages | 53.9 | 49.2 | (4.6) | (8.6) |
| International Alcoholic Beverages | 5.2 | 5.4 | 0.1 | 3.8 |
| Soft Drinks | 6.1 | 7.5 | 1.4 | 22.9 |
| Restaurants | 5.9 | 4.7 | (1.1) | (20.0) |
| Real Estate | 5.7 | 5.7 | (0.0) | (0.6) |
| Other | 0.1 | 0.2 | 0.0 | 87.1 |
| Net sales | 77.1 | 72.9 | (4.1) | (5.4) |
| Japanese Alcoholic Beverages | (3.8) | (4.0) | (0.1) | - |
| International Alcoholic Beverages | (0.3) | (0.1) | 0.1 | - |
| Soft Drinks | (0.0) | 0.0 | 0.1 | - |
| Restaurants | (0.3) | (0.7) | (0.3) | - |
| Real Estate | 1.8 | 2.2 | 0.3 | 18.4 |
| Other | (0.2) | (0.1) | 0.0 | - |
| General corporate and intercompany eliminations | (0.7) | (0.6) | 0.1 | - |
| Operating income | (3.5) | (3.3) | 0.2 | - |
| Non-operating income | 0.6 | 0.4 | (0.2) | (33.7) |
| Non-operating expenses | 1.1 | 1.1 | (0.0) | (1.4) |
| Ordinary income | (4.1) | (4.0) | 0.0 | - |
| Extraordinary gains | 0.5 | 0.2 | (0.2) | (50.8) |
| Extraordinary losses | 0.2 | 4.1 | 3.8 | ***** |
| Income before income taxes and minority interests | (3.8) | (7.9) | (4.0) | - |
| Income taxes | (0.8) | (1.6) | (0.7) | - |
| Minority interests (loss) | 0.0 | (0.0) | (0.0) | - |
| Net income | (2.9) | (6.2) | (3.3) | - |

*1: Due to the adoption of the *Revised Accounting Standard for Disclosures about Segments of an Enterprise and Related Information* and its associated guidance from the first quarter of fiscal 2011, we switched to segmentation methods based on our management approach. Financial results for the fiscal 2010 were also presented with segmentation based on the management approach. For reference, an overview of segmentation changes appears on the last page.

*2: Consolidated statements of income that include results of the POKKA Group will be available after the second quarter of fiscal 2011.

Sales Breakdown for Japanese Alcoholic Beverages

Sales (including liquor tax) (billions of yen)

| | Three months ended March 31, 2010 | Three months ended March 31, 2011 | Change | Change (%) |
|-----------|-----------------------------------|-----------------------------------|--------|------------|
| Beer | 31.1 | 27.2 | (3.8) | (12.4) |
| Happoshu | 2.3 | 1.7 | (0.6) | (26.6) |
| New genre | 14.0 | 13.0 | (1.0) | (7.5) |
| Total | 47.6 | 42.0 | (5.5) | (11.7) |

Sales (excluding liquor tax) (billions of yen)

| | Three months ended March 31, 2010 | Three months ended March 31, 2011 | Change | Change (%) |
|-----------|-----------------------------------|-----------------------------------|--------|------------|
| Beer | 14.9 | 13.0 | (1.8) | (12.7) |
| Happoshu | 1.4 | 1.0 | (0.3) | (26.8) |
| New genre | 9.7 | 9.0 | (0.7) | (7.6) |
| Total | 26.0 | 23.0 | (3.0) | (11.6) |

Consolidated Results (Three Months ended March 31, 2011)

**Consolidated Statements of Income
Breakdown of Key Changes**

(billions of yen)

| | Details | Three months ended March 31, 2010 | Three months ended March 31, 2011 | Change | |
|--|---|-----------------------------------|-----------------------------------|--------------|--|
| Beer and related products | | (3.8) | (4.5) | (0.6) | |
| Marginal profit | Subtotal | | | (2.2) | |
| | Increase (decrease) in volume / Product mix | | | (2.0) | Beer -1.3 Happoshu -0.2 New genre -0.4 Product mix -0.0 Increase in transport costs, other factors |
| | Other | | | (0.2) | |
| Fixed and other costs | Subtotal | | | 1.6 | |
| | Sales promotion costs | | | 0.2 | |
| | Equipment costs | | | 0.5 | Depreciation +0.2, repair costs +0.3 |
| | Transfer to disaster losses under extraordinary losses | | | 0.7 | Fixed costs incurred during suspension or operations/business due to disaster, other factors |
| | Other | | | 0.2 | |
| Wine and spirits | | 0.1 | 0.1 | 0.0 | |
| Other | | 0.0 | 0.4 | 0.4 | |
| Japanese Alcoholic Beverages | | (3.8) | (4.0) | (0.1) | |
| North America and other | | (0.3) | 0.0 | 0.3 | |
| | Increase (decrease) in volume / Product mix | | | 0.1 | Increase in volume +0.2, product mix -0.1 |
| | Marketing costs | | | 0.2 | |
| Business in Vietnam | | 0.0 | (0.2) | (0.2) | |
| International Alcoholic Beverages | | (0.3) | (0.1) | 0.1 | |
| | Increase (decrease) in volume / Product mi: | | | 0.0 | Increase in volume +0.1, product mix -0.1 |
| | Production costs | | | (0.0) | Increase in cost of raw ingredients, other factors |
| | Other cost | | | 0.1 | Decrease in vending machine expenses, other factors |
| Soft Drinks | | (0.0) | 0.0 | 0.1 | |
| | Existing stores | | | (0.3) | |
| | New stores / Refurbished stores | | | (0.0) | |
| Restaurants | | (0.3) | (0.7) | (0.3) | |
| | Rent | | | 0.0 | |
| | Sales | | | 0.3 | Sales of real estate for sales, other factors |
| Real Estate | | 1.8 | 2.2 | 0.3 | |
| | Food business | | | 0.0 | |
| | Other | | | 0.0 | |
| Other | | (0.2) | (0.1) | 0.0 | |
| General corporate and intercompany eliminations | | (0.7) | (0.6) | 0.1 | |
| Change in operating income | | (3.5) | (3.3) | 0.2 | |
| | Financial income (expense) | (0.7) | (0.7) | 0.0 | |
| | Equity in income (losses) of affiliates | (0.3) | (0.3) | (0.0) | |
| | Other | 0.4 | 0.2 | (0.2) | |
| Non-operating income and expenses | | (0.6) | (0.8) | (0.2) | |
| Change in ordinary income | | (4.1) | (4.0) | 0.0 | |
| | Reversal of removal costs | 0.6 | - | (0.6) | |
| | Other extraordinary gains | 0.0 | 0.3 | 0.3 | |
| | Loss on sales/disposal of property, plant and equipment | (0.2) | (0.1) | 0.1 | |
| | Loss on phased acquisition | - | (0.6) | (0.6) | Additional Acquisition of POKKA CORPORATION shares |
| | Effects of asset retirement obligations | - | (1.0) | (1.0) | |
| | Disaster losses | - | (1.9) | (1.9) | Losses resulting from the Great East Japan Earthquake |
| | Other extraordinary losses | (0.1) | (0.5) | (0.4) | Devaluation of investment securities |
| Extraordinary gains and losses | | 0.3 | (3.8) | (4.1) | |
| Change in income before income taxes and minority interests | | (3.8) | (7.9) | (4.0) | |
| [Change in income taxes and minority interests (loss) | | 0.8 | 1.6 | 0.8 | |
| Change in net income | | (2.9) | (6.2) | (3.3) | |

| | Three months ended March 31, 2010 | Three months ended March 31, 2011 |
|-------------|-----------------------------------|-----------------------------------|
| Yen / US\$ | 90.70 | 82.32 |
| Yen / CAN\$ | 87.18 | 83.52 |

Consolidated Results (Three Months ended March 31, 2011)

Segment Information

(billions of yen)

| Three months ended March 31, 2010 *1 | Japanese Alcoholic Beverages | International Alcoholic Beverages | Soft Drinks | Restaurants | Real Estate | Other | Corporate and eliminations | Consolidated total |
|---|------------------------------|-----------------------------------|-------------|-------------|-------------|-------|----------------------------|--------------------|
| Net sales | 53.9 | 5.2 | 6.1 | 5.9 | 5.7 | 0.1 | — | 77.1 |
| Operating income | (3.8) | (0.3) | (0.0) | (0.3) | 1.8 | (0.2) | (0.7) | (3.5) |
| Operating income before goodwill amortization | (3.8) | (0.0) | (0.0) | (0.3) | 1.8 | (0.2) | (0.7) | (3.3) |
| Sales promotion costs | | | | | | | | |
| Sales incentives and commissions | 3.1 | 0.0 | 0.9 | 0.0 | 0.0 | 0.0 | (0.0) | 4.1 |
| Advertising and promotion expenses | 4.9 | 0.1 | 0.0 | 0.2 | 0.0 | 0.0 | (0.0) | 5.5 |
| Promotional items | 1.3 | 0.3 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 1.7 |
| Depreciation and amortization | 3.6 | 0.2 | 0.0 | 0.1 | 1.5 | 0.0 | 0.0 | 5.6 |
| Amortization of goodwill | 0.0 | 0.2 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.2 |
| EBITDA *2 | (0.2) | 0.2 | 0.0 | (0.1) | 3.4 | (0.1) | (0.7) | 2.3 |
| Capital expenditures (cash basis) | 1.4 | 0.0 | 0.0 | 0.1 | 1.1 | 0.0 | 0.0 | 2.9 |

| Three months ended March 31, 2011 | Japanese Alcoholic Beverages | International Alcoholic Beverages | Soft Drinks | Restaurants | Real Estate | Other | Corporate and eliminations | Consolidated total |
|---|------------------------------|-----------------------------------|-------------|-------------|-------------|-------|----------------------------|--------------------|
| Net sales | 49.2 | 5.4 | 7.5 | 4.7 | 5.7 | 0.2 | — | 72.9 |
| Operating income | (4.0) | (0.1) | 0.0 | (0.7) | 2.2 | (0.1) | (0.6) | (3.3) |
| Operating income before goodwill amortization | (4.0) | 0.1 | 0.1 | (0.7) | 2.2 | (0.1) | (0.6) | (3.0) |
| Sales promotion cost | | | | | | | | |
| Sales incentives and commissions | 2.8 | 0.0 | 1.5 | 0.0 | 0.0 | 0.0 | (0.0) | 4.5 |
| Advertising and promotion expenses | 4.3 | 0.0 | 0.0 | 0.2 | 0.0 | 0.0 | (0.0) | 4.7 |
| Promotional items | 1.2 | 0.2 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 1.4 |
| Depreciation and amortization | 3.2 | 0.2 | 0.1 | 0.1 | 1.0 | 0.0 | 0.0 | 4.9 |
| Amortization of goodwill | 0.0 | 0.2 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.3 |
| EBITDA *2 | (0.7) | 0.3 | 0.3 | (0.5) | 3.3 | (0.1) | (0.6) | 1.9 |
| Capital expenditures (cash basis) | 1.2 | 0.4 | 0.0 | 0.0 | 2.3 | 0.0 | 0.0 | 4.1 |

| Change | Japanese Alcoholic Beverages | International Alcoholic Beverages | Soft Drinks | Restaurants | Real Estate | Other | Corporate and eliminations | Consolidated total |
|---|------------------------------|-----------------------------------|-------------|-------------|-------------|-------|----------------------------|--------------------|
| Net sales | (4.6) | 0.1 | 1.4 | (1.1) | (0.0) | 0.0 | — | (4.1) |
| Operating income | (0.1) | 0.1 | 0.1 | (0.3) | 0.3 | 0.0 | 0.1 | 0.2 |
| Operating income before goodwill amortization | (0.1) | 0.1 | 0.1 | (0.3) | 0.3 | 0.0 | 0.1 | 0.2 |
| Sales promotion cost | | | | | | | | |
| Sales incentives and commissions | (0.2) | 0.0 | 0.6 | 0.0 | 0.0 | 0.0 | (0.0) | 0.3 |
| Advertising and promotion expenses | (0.5) | (0.1) | (0.0) | (0.0) | 0.0 | (0.0) | 0.0 | (0.7) |
| Promotional items | (0.1) | (0.0) | 0.0 | 0.0 | 0.0 | 0.0 | (0.0) | (0.2) |
| Depreciation and amortization | (0.3) | (0.0) | 0.0 | (0.0) | (0.4) | 0.0 | 0.0 | (0.7) |
| Amortization of goodwill | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| EBITDA *2 | (0.4) | 0.1 | 0.2 | (0.4) | (0.0) | 0.0 | 0.1 | (0.4) |
| Capital expenditures (cash basis) | (0.2) | 0.4 | 0.0 | (0.1) | 1.1 | (0.0) | 0.0 | 1.2 |

*1In accord with the adoption of the *Revised Accounting Standard for Disclosures about Segments of an Enterprise and Related Information* and its associated guidance from the first quarter of fiscal 2011, we switched to segmentation methods based on our management approach. Financial results for fiscal 2010 were also presented with segmentation based on the management approach. For reference, an overview of segmentation changes appears on the last page.

*2: EBITDA = Operating income + Depreciation and amortization + Amortization of goodwill

*3Consolidated statements of income that include results of the POKKA Group will be available after the second quarter of fiscal 2011.

Consolidated Results (Three Months ended March 31, 2011)

Condensed Consolidated Balance Sheets

(billions of yen)

| | As of December 31, 2010 | As of March 31, 2011 | Change | |
|---------------------------------------|-------------------------|----------------------|--------|--|
| Current assets | 109.7 | 108.9 | (0.8) | |
| Cash and cash equivalents | 13.3 | 14.4 | 1.0 | |
| Notes and accounts receivable - trade | 61.3 | 53.2 | (8.0) | |
| Inventories | 22.1 | 27.0 | 4.8 | |
| Other | 12.8 | 14.1 | 1.2 | |
| Fixed assets | 385.0 | 423.9 | 38.9 | |
| Property, plant and equipment | 306.9 | 332.4 | 25.4 | Increase due to consolidation of the POKKA Group |
| Goodwill | 14.1 | 32.5 | 18.3 | Increase due to consolidation of the POKKA Group *Goodwill arising at acquisition of POKKA shares +16.6 *Goodwill held by the POKKA Group +1.8 |
| Investments and other assets | 63.9 | 59.0 | (4.9) | |
| Total assets | 494.7 | 532.9 | 38.1 | |
| | | | | |
| Current liabilities | 167.0 | 201.1 | 34.1 | |
| Notes and accounts payable - trade | 24.3 | 27.2 | 2.8 | |
| Short-term debt | 48.0 | 87.1 | 39.0 | Increase due to drop in liquid funds at end of the previous fiscal year |
| Deposits received | 19.2 | 17.8 | (1.3) | |
| Other | 75.3 | 68.9 | (6.4) | |
| Long-term liabilities | 201.1 | 211.9 | 10.8 | |
| Long-term debt | 133.2 | 134.2 | 1.0 | |
| Employees' retirement benefits | 7.1 | 7.6 | 0.4 | |
| Other | 60.6 | 70.1 | 9.4 | Increase due to consolidation of the POKKA Group |
| Total liabilities | 368.1 | 413.1 | 45.0 | |
| Shareholders' equity | 127.3 | 118.2 | (9.0) | |
| Valuation and translation adjustments | (2.2) | (2.0) | 0.2 | |
| Minority interests | 1.5 | 3.5 | 1.9 | |
| Total net assets | 126.6 | 119.7 | (6.9) | |
| Total liabilities and net assets | 494.7 | 532.9 | 38.1 | |

The POKKA Group - Condensed Consolidated Balance Sheets

(As of March 31, 2011)

(billions of yen)

| Assets | | Liabilities / Net Assets | |
|---------------------------------|--------|----------------------------------|--------|
| | Amount | | Amount |
| Current assets | 24.6 | Current liabilities | 30.7 |
| Cash and cash equivalents | 3.8 | Notes and accounts payable - | 9.2 |
| Notes and accounts receivable - | 14.0 | Short-term debt | 9.9 |
| Inventories | 4.7 | Other | 11.4 |
| Other | 2.0 | Long-term liabilities | 11.0 |
| Fixed assets | 32.0 | Long-term debt | 2.1 |
| Property, plant and equipment | 24.7 | Employees' retirement benefits | 0.4 |
| Goodwill | 1.8 | Other | 8.4 |
| Investments and other assets | 5.4 | Total liabilities | 41.7 |
| Total assets | 56.6 | Total net assets | 14.8 |
| | | Total liabilities and net assets | 56.6 |

Major Sales and Sales Volume

Beer (Japan)

(10,000 cases)

| | | Jan. 1 - Mar. 31, 2010 | Jan. 1 - Mar. 31, 2011 | Year on year (%) |
|--|--------------------------------|---------------------------|---------------------------|------------------|
| | Sapporo Draft Beer Black Label | 365 | 331 | 91% |
| | Yebisu (total) | 186 | 149 | 80% |
| 1. Beer (total) | | 583 | 512 | 88% |
| 2. Happoshu (total) | | 56 | 41 | 74% |
| 3. New genre beverages | | 428 | 397 | 93% |
| Beer, happoshu, and new genre (total: 1 + 2 + 3) | | 1,067 | 950 | 89% |

Beer (International)

(10,000 cases)

| | | Jan. 1 - Mar. 31, 2010 | Jan. 1 - Mar. 31, 2011 | Year on year (%) |
|--|---------------------------|---------------------------|---------------------------|------------------|
| | SLEEMAN BREWERIES LTD. *1 | 226 | 234 | 104% |
| | Sapporo brand | 57 | 69 | 121% |

*1 Excludes contracted manufacturing for the Sapporo brand

Wine and Spirits

(billions of yen)

| | | Jan. 1 - Mar. 31, 2010 | Jan. 1 - Mar. 31, 2011 | Year on year (%) |
|-----------------|----------------|---------------------------|---------------------------|------------------|
| | Domestic wines | 1.0 | 1.0 | 105% |
| | Imported wines | 1.4 | 1.2 | 90% |
| Wine (total) | | 2.4 | 2.3 | 97% |
| Spirits (total) | | 0.2 | 0.2 | 96% |

Shochu

(billions of yen)

| | | Jan. 1 - Mar. 31, 2010 | Jan. 1 - Mar. 31, 2011 | Year on year (%) |
|--|--------|---------------------------|---------------------------|------------------|
| | Shochu | 2.0 | 1.7 | 87% |

Soft Drinks (Sapporo Beverage Co.,Ltd.)

(10,000 cases)

| | | Jan. 1 - Mar. 31, 2010 | Jan. 1 - Mar. 31, 2011 | Year on year (%) |
|--|-------------|---------------------------|---------------------------|------------------|
| | Soft Drinks | 389 | 427 | 110% |

Overview of Segmentation Changes

Reportable segment income refers to operating income. Equity-method affiliates are therefore omitted below.

| Old segmentation | | | New segmentation | | |
|---------------------------|-------------------------------------|--|-----------------------------------|-------------------------------------|--|
| Segment | Consolidated subsidiaries | Business | Segment | Consolidated subsidiaries | |
| Alcoholic Beverages | SAPPORO BREWERIES LTD. | Beer production and sales | Japanese Alcoholic Beverages | SAPPORO BREWERIES LTD. | |
| | SAPPORO WINES LIMITED | Wine production and sales | | SAPPORO WINES LIMITED | |
| | YEBISU WINEMART CO., LTD. | Sales of wine, spirits, etc. | | YEBISU WINEMART CO., LTD. | |
| | SAPPORO LOGISTICS SYSTEMS CO., LTD. | Transport and handling of products etc. | | SAPPORO LOGISTICS SYSTEMS CO., LTD. | |
| | TANOSHIMARU SHUZO CO., LTD. | Production and sales of shochu | | TANOSHIMARU SHUZO CO., LTD. | |
| | SAPPORO ENGINEERING LIMITED | Facilities design and management | | SAPPORO ENGINEERING LIMITED | |
| | STARINET CO., LTD. | Sale promotion | | STARINET CO., LTD. | |
| | SAPPORO INTERNATIONAL INC. | Supervision of overseas subsidiaries | | NEW SANKO INC. | |
| | SAPPORO U.S.A., INC. | Beer sales | | SAPPORO INTERNATIONAL INC. | |
| | SAPPORO CANADA INC. | Supervision of Canadian subsidiaries | | SAPPORO U.S.A., INC. | |
| | SLEEMAN BREWERIES LTD. | Beer production and sales | | SAPPORO CANADA INC. | |
| | SAPPORO ASIA PRIVATE LIMITED | Supervision of Asian subsidiaries | | SLEEMAN BREWERIES LTD. | |
| | SAPPORO VIETNAM LIMITED | Beer production and sales | | SAPPORO ASIA PRIVATE LIMITED | |
| Soft Drinks | SAPPORO BEVERAGE CO., LTD. | Soft drink production and sales | International Alcoholic Beverages | SAPPORO VIETNAM LIMITED | |
| | STELLA BEVERAGE SERVICES CO., LTD. | Soft drink sales | | SAPPORO BEVERAGE CO., LTD. | |
| | STAR BEVERAGE SERVICE CO., LTD. | Soft drink sales | | STELLA BEVERAGE SERVICES CO., LTD. | |
| | SAPPORO FOODS NET CO., LTD. | Supervision of food companies | | STAR BEVERAGE SERVICE CO., LTD. | |
| | SAPPORO FINE FOODS CO., LTD. | Production and sales of confectionary etc. | | POKKA CORPORATION | |
| Restaurant s | SAPPORO LION LIMITED | Management of restaurants | POKKA Group | SUNPOKKA CO., LTD | |
| | NEW SANKO INC. | Management of restaurants | | POKKA CREATE CO., LTD. | |
| Real Estate | YEBISU GARDEN PLACE CO., LTD. | Real estate leasing | Restaurants | And another 22 companies | |
| | YGP REAL ESTATE CO., LTD. | Real estate leasing | | SAPPORO LION LIMITED | |
| | SAPPORO URBAN DEVELOPMENT CO., LTD. | Real estate leasing | | YEBISU GARDEN PLACE CO., LTD. | |
| | TOKYO ENERGY SERVICE CO., LTD. | Energy supply | | YGP REAL ESTATE CO., LTD. | |
| | SAPPORO SPORTS PLAZA CO., LTD. | Management of sports facilities | | SAPPORO URBAN DEVELOPMENT CO., LTD. | |
| | YOKOHAMA KEIWA BUILDING CO., LTD. | Real estate leasing | | TOKYO ENERGY SERVICE CO., LTD. | |
| Corporate and elimination | SAPPORO HOLDINGS LTD. | Holding company | Real Estate | SAPPORO SPORTS PLAZA CO., LTD. | |
| | | | | YOKOHAMA KEIWA BUILDING CO., LTD. | |
| | | | | SAPPORO FOODS NET CO., LTD. | |
| | | | Other | SAPPORO FINE FOODS CO., LTD. | |
| | | | | SAPPORO GROUP MANAGEMENT LTD. *3, 4 | |
| | | | | SAPPORO HOLDINGS LTD. | |

*1: Sapporo Pro Assist Ltd., a functional services company, served all segments under the old segmentation.

*2: Effective March 29, 2011, POKKA Group companies became subsidiaries of Sapporo Holdings Ltd. through the additional acquisition of shares.

*3: Sapporo Group Management Ltd. is a functional services company, which changed its name from Sapporo Pro Assist Ltd. as of March 2011. It provides group companies with some holding-company functions transferred from Sapporo Holdings Ltd. as of March 2011 and offers administrative services to affiliated companies.

*4: Sapporo Group Management Ltd. was categorized into the "Other" segment under the new segmentation because it also conducts insurance businesses.