

**Financial Results**  
**for the six months ended June 30, 2024 — Consolidated**  
**(Based on IFRS)**

August 13, 2024

Company name	<b>Sapporo Holdings Limited</b>	
Security code	2501	
Listed on	Tokyo Stock Exchange (Prime Market); Sapporo Securities Exchange	
URL	<a href="https://www.sapporoholdings.jp/en/">https://www.sapporoholdings.jp/en/</a>	
Representative	Masaki Oga, President and Representative Director	
Contact	Yosuke Nakamura, Director of the Corporate Planning Department	
Telephone	+81-3-5423-7407	
Scheduled dates:		
Filing of quarterly financial report	August 14, 2024	
Commencement of dividend payments	-	
Supplementary information to the quarterly earnings results	Available	
Quarterly earnings results briefing held	Yes (mainly targeted at institutional investors and analysts)	

**1. Consolidated Financial Results for the six months ended June 30, 2024**  
**(January 1 – June 30, 2024)**

(Amounts in million yen rounded to the nearest million yen)

**(1) Operating Results**

(Percentage figures represent year-over-year changes)

	Revenue		Core operating profit		Operating profit		Profit	
	million yen	%	million yen	%	million yen	%	million yen	%
Six months ended June 30, 2024	247,658	3.8	3,544	1.1	7,630	—	6,086	—
Six months ended June 30, 2023	238,527	11.6	3,505	—	(2,810)	—	(5,105)	—

	Profit attributable to owners of parent		Total comprehensive income		Basic earnings per share	Diluted earnings per share
	million yen	%	million yen	%	Yen	Yen
Six months ended June 30, 2024	6,080	—	24,810	223.8	78.04	77.99
Six months ended June 30, 2023	(5,104)	—	7,663	20.9	(65.52)	(65.52)

Note: Profit before tax

Six months ended June 30, 2024 9,059 million yen

Six months ended June 30, 2023 (3,341) million yen

\*Core operating profit is a proprietary profit indicator that measures the performance consistency of our business.

Core operating profit is calculated as Revenue – Cost of sales – SG&A expenses.

## (2) Financial Position

	Total assets	Total equity	Equity attributable to owners of parent	Ratio of equity attributable to owners of parent to total assets
	million yen	million yen	million yen	%
Six months ended June 30, 2024	689,041	204,399	203,366	29.5
Year ended December 31, 2023	663,573	183,248	182,315	27.5

## 2. Dividends

Record date or period	Dividend per share				
	End Q1	End Q2	End Q3	Year-end	Full year
	yen	yen	yen	yen	yen
Year ended December 31, 2023	—	0.00	—	47.00	47.00
Year ended December 31, 2024	—	0.00			
Year ending December 31, 2024 (forecast)			—	52.00	52.00

Note: Changes to the latest dividend forecast announced: None

## 3. Forecast of Consolidated Earnings for the Year Ending December 31, 2024 (January 1 – December 31, 2024)

(Percentage figures represent year-over-year changes)

	Revenue		Core operating profit		Operating profit		Profit		Profit attributable to owners of parent		Basic earnings per share
	million yen	%	million yen	%	million yen	%	million yen	%	million yen	%	yen
Year ending December 31, 2024	523,500	0.9	19,000	21.5	17,600	48.9	10,030	14.5	10,000	14.6	128.37

Note: Changes to the latest consolidated results forecast announced: None

#### **4. Other**

- (1) Significant changes in the scope of consolidation during the period: None  
Newly included: None  
Excluded: None
- (2) Changes in accounting policy, changes in accounting estimates, and retrospective restatement
- 1) Changes in accounting policies required by IFRS: None
  - 2) Changes other than 1) above: None
  - 3) Changes in accounting estimates: None
- (3) Number of shares issued and outstanding (common stock)
- 1) Number of shares issued at end of period (treasury stock included):  
June 30, 2024: 78,794,298 shares  
December 31, 2023: 78,794,298 shares
  - 2) Number of shares held in treasury at end of period:  
June 30, 2024: 871,464 shares  
December 31, 2023: 895,451 shares
  - 3) Average number of outstanding shares during the period:  
Six months ended June 30, 2024: 77,910,839 shares  
Six months ended June 30, 2023: 77,898,687 shares

#### **Audit Status**

The quarterly financial results are outside the scope of audit procedures based on the Financial Instruments and Exchange Act.

#### **Appropriate Use of Earnings Forecasts and Other Important Information**

This document contains projections and other forward-looking statements based on information available to the Company as of the date of this document. Actual results may differ from those expressed or implied by forward-looking statements due to various factors. For the assumptions underlying the forecasts herein and other information on the use of earnings forecasts, refer to "1. Analysis of Operating Results and Financial Condition (4) Consolidated Earnings Forecast" on page 8.

#### **Seasonal factors**

The Group's operating results are affected by substantial seasonal variations in demand in the Alcoholic Beverages and Food & Soft Drinks businesses. Revenues consequently tend to be lower in the first quarter than in the other three quarters.

# 1. Analysis of Operating Results and Financial Condition

## (1) Operating Results

In this interim consolidated accounting period (January 1 - June 30, 2024), the uncertain outlook continues, with consumers becoming more cautious with their spending due to the impact of rising geopolitical risks, the depreciation of the yen, inflation from surging prices of raw materials and energy, and Japan's "2024 logistics problem" (an issue arising from strengthened regulations on driver overtime work).

Under these circumstances, the Sapporo Group will decisively implement structural reforms and accelerate growth with the aim of realizing our growth strategy in the second year of our "Medium-Term Management Plan (2023-2026)."

Consolidated revenue increased year-on-year, mainly due to strong beer sales in the Japan market driven by the impact of the liquor tax revision, favorable sales of "Sapporo Premium Beer" in the US and Asian markets, and the effect of the weak yen.

Consolidated core operating profit increased year-on-year due to increased revenues in the Alcoholic Beverages business and Real Estate business, despite the impact of increased IT investment.

Consolidated operating profit and interim profit attributable to owners of parent increased year-on-year in the second quarter partly due to the absence of impairment losses following the resolution to dissolve overseas subsidiaries in 2023.

### Summary in key figures

Millions of yen, except percentages

	Revenue	Core operating profit	Operating profit	Profit attributable to owners of parent
Six months ended June 30, 2024	247,658	3,544	7,630	6,080
Six months ended June 30, 2023	238,527	3,505	(2,810)	(5,104)
Change (%)	3.8	1.1	—	—

\*Core operating profit is the Sapporo Group's unique profit benchmark for measuring the performance of its regular business and is calculated by deducting cost of sales, and selling, general and administrative expenses, from revenue.

Results by segment are outlined below.

### Alcoholic Beverages

Revenue increased year-on-year due to factors including strong beer sales due to the effect of the alcohol tax revisions in the Japan market, strong sales of "Sapporo Premium Beer" in the US and Asia, and the effect of a weak yen.

Core operating profit increased year-on-year due to the increase in revenue in the Japan Alcoholic Beverages business, despite the impact of surging raw materials and personnel costs.

Operating profit increased year-on-year due to an increase in core operating profit, as well as the reaction of the absence of an impairment loss following the resolution to dissolve an overseas subsidiary in 2023.

■ Revenue: ¥181.0 billion (up ¥8.5 billion, or 4.9% year on year)

■ Core operating profit: ¥5.4 billion (up ¥0.4 billion, or 8.0% year on year)

■ Operating profit: ¥6.5 billion (compared with a loss of ¥1.2 billion a year earlier)

Details of Alcoholic Beverages (Japan and Overseas) and Restaurants in the Alcoholic Beverages business were as follows.

## Japan

While the on-trade products market is on par with the previous year as the impact from COVID-19 lessens, the off-trade market softened due to the shrinkage of the happoshu market following alcohol tax revisions. Total domestic demand for beer beverages (beer, happoshu (including happoshu (2))) was estimated to have been about 97% year-on-year.

In this fiscal year, we are focusing more on strengthening beer and RTD\* considering the liquor tax revision made in October 2023.

In this context, the Sapporo Draft Beer Black Label cans continued to perform strongly with sales volume at 119% year-on-year, and the Group's total domestic sales volume of beer-type beverages was 101% of the previous year's level. In addition, sales volume of canned RTDs grew 103% year-on-year.

\*: RTD, or ready-to-drink beverages, are pre-mixed, low-alcohol cocktail-like beverages that can be consumed as is immediately after opening.

## Overseas

In Canada, total beer demand is expected to be lower year-on-year. In the US market, overall beer demand remains on par with last year, but the craft beer market is slowing. As a result, the sales volume of overseas beer brands fell year-on-year.

The sales volume of Sapporo-brand beer in North America increased 107% year-on-year, primarily due to the strengthening of the sales network mainly through sales synergies.

## Restaurants

There is a continuing recovery trend in restaurant demand following the COVID-19 pandemic. Amid this, due to price revisions, a recovery in the number of customers, and attracting inbound tourists and senior customers, the Sapporo Group's Restaurants business recorded existing store sales for the period at 110% year-on-year.

## Food & Soft Drinks

Revenue decreased year-on-year due to the impact of product lineup changes in the Japanese market and a decline in export sales of overseas beverages among other factors.

Despite the positive effects of price revisions and structural reforms, and the Japanese market performing on par with last year as a result of surging raw material costs, core operating profit for the Food & Soft Drinks business as a whole decreased year-on-year due to the decline in export sales of overseas beverages.

Operating profit increased year-on-year due to gain from the reversal of impairment losses on fixed assets and gain from the sale of land in the Japan Food & Soft Drinks business.

■ Revenue: ¥55.3 billion (down ¥0.1 billion, or 0.2% year on year)

■ Core operating profit: ¥0.2 billion (down ¥0.3 billion, or 55.2% year on year)

■ Operating profit: ¥2.1 billion (up ¥1.7 billion, or 393.0% year on year)

Details of Food & Soft Drinks (Japan) and Overseas Beverage in the Food & Soft Drinks business were as follows.

### Food & Soft Drinks (Japan)

Total domestic demand for beverages in Japan is estimated to be around 100% year-on-year. Meanwhile, the Group's domestic beverage sales saw Kireto Lemon, the main brand in the lemon business, perform at 112% year-on-year, and the Tochi and Craft series of tea beverages, centered on corn tea, perform well at 109% year-on-year. However, due to product lineup changes and other factors, overall beverage sales amounted to 95% of the previous year's level.

### Overseas Beverage

In Singapore, sales in the off-trade channel remained firm, while overall market demand slightly

declined due to continued inflation, resulting in sales amounting to 99% of the previous year's period (calculated in local currency).

Additionally, in Malaysia, a key focus area, sales amounted to 127% of the previous year's level (calculated in local currency) due to targeted sales activities, focusing on specific products categories and areas, as well as continuous improvements in our sales structure.

As for the export business excluding the aforementioned areas, we faced challenges with customers in the Middle East due to their deteriorated financial conditions, leading to a suspension of sales last year. However, we have now signed contracts with new business partners and are in the preparation stage for resuming sales in the second half of the current fiscal year.

## **Real Estate**

Revenue increased year-on-year due to an improvement in the office occupancy rate of Yebisu Garden Place, increased demand for outdoor brands at Sapporo Factory, and favorable performance of special events.

Core operating profit and operating profit increased, due to the effect of increased revenue despite the recording of costs associated with the opening of Hotel Sosei Sapporo MGallery, which opened in January 2024, and increased administrative expenses due to surging personnel costs.

- Revenue: ¥11.3 billion (up ¥0.8 billion, or 7.2% year on year)
- Core operating profit: ¥2.4 billion (up ¥0.5 billion, or 25.6% year on year)
- Operating profit: ¥2.3 billion (up ¥0.5 billion, or 28.9% year on year)

## (2) Consolidated Financial Condition

As of the end of this interim consolidated accounting period, the following were the operative factors in the condition of assets, liabilities and equity.

(Millions of yen)

	As of December 31, 2023	As of June 30, 2024	Change
Current assets	176,353	170,887	(5,465)
Non-current assets	487,220	518,154	30,934
Total assets	663,573	689,041	25,468
Current Liabilities	191,204	198,580	7,376
Non-current liabilities	289,121	286,062	(3,059)
Total liabilities	480,325	484,642	4,317
Total equity	183,248	204,399	21,151
Total liabilities and equity	663,573	689,041	25,468

At the end of the interim consolidated accounting period, total assets increased by ¥25.5 billion to ¥689.0 billion compared to the end of the previous fiscal year. This increase was primarily due to an increase in investment properties and property, plant and equipment, which offset the decline in trade and other receivables resulting from seasonal factors.

Consolidated total liabilities came to ¥484.6 billion, which was an increase of ¥4.3 billion as compared to the end of the previous fiscal year. This increase was mainly due to an increase in current bonds and borrowings, despite a decrease in non-current bonds and borrowings, and other financial liabilities related to the acquisition of property, plant and equipment.

On the same comparative basis, total equity increased by ¥21.2 billion to ¥204.4 billion. Although there was a decrease in retained earnings stemming from the payment of end-period dividends, this was offset by an increase in profit attributable to owners of the parent and increase in other components of equity due to changes in fair value of financial assets measured through other comprehensive income, and exchange differences on translation of foreign operations.

### (3) Consolidated Cash Flows

At the end of interim consolidated accounting period, cash and cash equivalents (collectively “cash”) increased by ¥3.0 billion (17.0%) to ¥20.2 billion, relative to the previous consolidated fiscal year-end.

The components of interim consolidated accounting period’s cash flow categories were as follows.

(Millions of yen)

Category	As of June 30, 2023	As of June 30, 2024	Change
Cash flows from operating activities	24,568	11,051	(13,517)
Cash flows from investing activities	(8,946)	(10,901)	(1,955)
Free cash flow	15,622	150	(15,471)
Cash flows from financial activities	(15,663)	288	15,951
Effect of exchange rate change on cash and cash equivalents	2,047	2,522	475
Net increase (decrease) in cash and cash equivalents	2,006	2,961	955
Cash and cash equivalents at beginning of period	15,380	17,204	1,824
Cash and cash equivalents at end of period	17,386	20,165	2,778

#### (Cash flows from operating activities)

Cash provided by operating activities was ¥11.1 billion (compared to ¥24.6 billion provided in the previous fiscal year). This was mainly due to increased factors, which were a decrease in depreciation and amortization expenses of ¥10.7 billion, and a decrease in trade and other payables of ¥10.2 billion, which offset decreased factors, such as an increase in inventories of ¥2.1 billion, a ¥1.9 billion payment for income taxes, a gain on sale of property, plant, and equipment and intangible assets of ¥1.9 billion.

#### (Cash flows from investing activities)

Cash used in investing activities was ¥10.9 billion (compared to ¥8.9 billion used in the previous fiscal year). Although there was income of ¥9.5 billion from the sale of investment securities and ¥5.2 billion from the sale of property, plant and equipment, expenses related to the purchase of investment property of ¥13.2 billion, the purchase of property, plant and equipment of ¥12.4 billion contributed to this result.

#### (Cash flows from financing activities)

Cash provided by financing activities was ¥0.3 billion (compared to ¥15.7 billion used in the previous fiscal year). Although there was an outflow of ¥4.5 billion in repayment of long-term borrowings, ¥3.7 billion for dividend paid, and ¥2.2 billion for repayments of lease liabilities, there were inflows from a net increase in commercial papers of ¥9.0 billion and a net increase in short-term borrowings of ¥1.5 billion.

### (4) Consolidated Earnings Forecast

The consolidated earnings forecast for the full fiscal year to December 31, 2024, is unchanged from the forecast announced by the Company on February 14, 2024.



## 2. Consolidated Financial Statements

### (1) Consolidated Statement of Financial Position

(Millions of yen)

	As of December 31, 2023	As of June 30, 2024
<b>Assets</b>		
Current assets		
Cash and cash equivalents	17,204	20,165
Trade and other receivables	98,023	88,312
Inventories	47,575	51,210
Other financial assets	4,393	4,888
Other current assets	7,589	6,312
Subtotal	174,785	170,887
Assets held for sale	1,568	—
Total current assets	176,353	170,887
Non-current assets		
Property, plant and equipment	145,687	156,347
Investment property	211,164	222,445
Goodwill	35,124	37,488
Intangible assets	6,993	7,261
Investments accounted for using equity method	1,359	1,325
Other financial assets	79,400	82,403
Retirement benefit asset	1,266	4,810
Other non-current assets	3,366	3,211
Deferred tax assets	2,863	2,863
Total non-current assets	487,220	518,154
Total assets	663,573	689,041

(Millions of yen)

	As of December 31, 2023	As of June 30, 2024
Liabilities and equity		
Liabilities		
Current liabilities		
Trade and other payables	38,717	38,267
Bonds and borrowings	39,672	58,172
Lease liabilities	3,645	3,634
Income taxes payable	5,919	5,173
Other financial liabilities	37,158	32,619
Provisions	8,504	7,565
Other current liabilities	57,589	53,149
Total current liabilities	191,204	198,580
Non-current liabilities		
Bonds and borrowings	182,930	170,555
Lease liabilities	19,377	21,543
Other financial liabilities	58,252	62,150
Retirement benefit liability	3,412	3,271
Provisions	2,422	2,228
Other non-current liabilities	897	843
Deferred tax liabilities	21,831	25,471
Total non-current liabilities	289,121	286,062
Total liabilities	480,325	484,642
Equity		
Share capital	53,887	53,887
Capital surplus	40,754	40,703
Treasury shares	(1,783)	(1,717)
Retained earnings	50,828	61,195
Other components of equity	38,630	49,299
Total equity attributable to owners of parent	182,315	203,366
Non-controlling interests	933	1,033
Total equity	183,248	204,399
Total liabilities and equity	663,573	689,041

**(2) Consolidated Statement of Profit or Loss**

(Millions of yen)

	Six months ended June 30, 2023	Six months ended June 30, 2024
Revenue	238,527	247,658
Cost of sales	168,173	172,039
Gross profit	70,354	75,619
Selling, general and administrative expenses	66,849	72,075
Other operating income	358	5,417
Other operating expenses	6,672	1,330
Operating profit (loss)	(2,810)	7,630
Finance income	1,051	2,893
Finance costs	1,616	1,503
Share of profit of investments accounted for using equity method	34	40
Profit (loss) before tax	(3,341)	9,059
Income tax expense	1,764	2,973
Profit (loss)	(5,105)	6,086
Profit (loss) attributable to		
Owners of parent	(5,104)	6,080
Non-controlling interests	(1)	6
Profit (loss)	(5,105)	6,086
Basic earnings (loss) per share	(65.52)	78.04
Diluted earnings (loss) per share	(65.52)	77.99

### (3) Consolidated Statement of Comprehensive Income

(Millions of yen)

	Six months ended June 30, 2023	Six months ended June 30, 2024
Profit (loss)	(5,105)	6,086
Other comprehensive income		
Items that will not be reclassified to profit or loss		
Net change in fair value of equity instruments designated as measured at fair value through other comprehensive income	4,983	8,781
Remeasurements of defined benefit plans	2,318	2,521
Total of items that will not be reclassified to profit or loss	7,301	11,302
Items that may be reclassified to profit or loss		
Exchange differences on translation of foreign operations	5,435	7,424
Effective portion of cash flow hedges	32	(3)
Total of items that may be reclassified to profit or loss	5,467	7,421
Total other comprehensive income, net of tax	12,768	18,724
Comprehensive income	7,663	24,810
Comprehensive income attributable to		
Owners of parent	7,639	24,703
Non-controlling interests	24	106
Comprehensive income	7,663	24,810

#### (4) Consolidated Statement of Changes in Equity

(Millions of yen)

	Share capital	Capital surplus	Treasury shares	Retained earnings	Other components of equity				
					Exchange differences on translation of foreign operations	Effective portion of cash flow hedges	Financial assets measured at fair value through other comprehensive income	Remeasurements of defined benefit plans	Total other components of equity
Balance as of January 1, 2023	53,887	40,645	(1,785)	43,392	4,714	10	25,446	-	30,171
Loss				(5,104)					-
Other comprehensive income					5,410	32	4,983	2,318	12,742
Comprehensive income	-	-	-	(5,104)	5,410	32	4,983	2,318	12,742
Purchase of treasury shares			(2)						-
Disposal of treasury shares		0	8						-
Dividends				(3,277)					-
Share-based payment transactions		(6)							-
Transfer to retained earnings				2,679			(361)	(2,318)	(2,679)
Total transactions with owners	-	(6)	6	(598)	-	-	(361)	(2,318)	(2,679)
Balance as of June 30, 2023	53,887	40,639	(1,779)	37,690	10,124	42	30,068	-	40,234

	Total equity attributable to owners of parent	Non-controlling interests	Total equity
Balance as of January 1, 2023	166,310	891	167,201
Loss	(5,104)	(1)	(5,105)
Other comprehensive income	12,742	26	12,768
Comprehensive income	7,639	24	7,663
Purchase of treasury shares	(2)	-	(2)
Disposal of treasury shares	8	-	8
Dividends	(3,277)	(14)	(3,292)
Share-based payment transactions	(6)	-	(6)
Transfer to retained earnings	-	-	-
Total transactions with owners	(3,277)	(14)	(3,292)
Balance as of June 30, 2023	170,671	901	171,572

(Millions of yen)

	Share capital	Capital surplus	Treasury shares	Retained earnings	Other components of equity				
					Exchange differences on translation of foreign operations	Effective portion of cash flow hedges	Financial assets measured at fair value through other comprehensive income	Remeasurements of defined benefit plans	Total other components of equity
Balance as of January 1, 2024	53,887	40,754	(1,783)	50,828	8,886	3	29,740	-	38,630
Profit				6,080					-
Other comprehensive income					7,324	(3)	8,781	2,521	18,623
Comprehensive income	-	-	-	6,080	7,324	(3)	8,781	2,521	18,623
Purchase of treasury shares			(9)						-
Disposal of treasury shares			75						-
Dividends				(3,667)					-
Share-based payment transactions		(51)							-
Transfer to retained earnings				7,954			(5,433)	(2,521)	(7,954)
Total transactions with owners	-	(51)	66	4,287	-	-	(5,433)	(2,521)	(7,954)
Balance as of June 30, 2024	53,887	40,703	(1,717)	61,195	16,210	-	33,089	-	49,299

	Total equity attributable to owners of parent	Non-controlling interests	Total equity
Balance as of January 1, 2024	182,315	933	183,248
Profit	6,080	6	6,086
Other comprehensive income	18,623	101	18,724
Comprehensive income	24,703	106	24,810
Purchase of treasury shares	(9)	-	(9)
Disposal of treasury shares	75	-	75
Dividends	(3,667)	(7)	(3,674)
Share-based payment transactions	(51)	-	(51)
Transfer to retained earnings	-	-	-
Total transactions with owners	(3,652)	(7)	(3,658)
Balance as of June 30, 2024	203,366	1,033	204,399

## (5) Consolidated Statement of Cash Flows

(Millions of yen)

	Six months ended June 30, 2023	Six months ended June 30, 2024
<b>Cash flows from operating activities</b>		
Profit (loss) before tax	(3,341)	9,059
Depreciation and amortization	10,227	10,714
Impairment losses (reversal of impairment losses)	5,585	(1,661)
Interest and dividend income	(581)	(668)
Interest expenses	1,098	1,489
Foreign exchange loss (gain)	(235)	(1,608)
Share of loss (profit) of investments accounted for using equity method	(34)	(40)
Loss (gain) on sale and retirement of property, plant and equipment, and intangible assets	564	(1,872)
Decrease (increase) in trade and other receivables	15,417	10,191
Decrease (increase) in inventories	(1,871)	(2,063)
Increase (decrease) in trade and other payables	(522)	(1,547)
Increase (decrease) in accrued alcohol tax	(7,867)	(1,819)
Increase or decrease in retirement benefit asset or liability	(596)	(645)
Other	6,125	(5,830)
Subtotal	23,971	13,702
Interest and dividends received	640	843
Interest paid	(1,051)	(1,571)
Income taxes refund (paid)	1,008	(1,923)
Net cash provided by (used in) operating activities	24,568	11,051
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(5,972)	(12,415)
Proceeds from sale of property, plant and equipment	71	5,221
Purchase of investment property	(3,508)	(14,956)
Purchase of intangible assets	(1,031)	(995)
Purchase of investment securities	(5,433)	(777)
Proceeds from sale of investment securities	940	9,513
Proceeds from redemption of investment securities	5,725	921
Proceeds from sale of businesses	—	1,088
Payments for loans receivable	(20)	(27)
Collection of loans receivable	11	13
Proceeds from sale of shares of subsidiaries resulting in change in scope of consolidation	—	86
Other	270	(301)
Net cash provided by (used in) investing activities	(8,946)	(10,901)

(Millions of yen)

	Six months ended June 30, 2023	Six months ended June 30, 2024
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	(5,958)	1,500
Net increase (decrease) in commercial papers	(32,000)	9,000
Proceeds from long-term borrowings	13,000	71
Repayments of long-term borrowings	(5,020)	(4,502)
Proceeds from issuance of bonds	20,000	—
Dividends paid	(3,272)	(3,662)
Repayments of lease liabilities	(2,382)	(2,177)
Other	(31)	59
Net cash provided by (used in) financing activities	(15,663)	288
Effect of exchange rate changes on cash and cash equivalents	2,047	2,522
Net increase (decrease) in cash and cash equivalents	2,006	2,961
Cash and cash equivalents at beginning of period	15,380	17,204
Cash and cash equivalents at end of period	17,386	20,165



**(6) Notes on the Going-concern Assumption**

Not applicable



## **Six Months ended June 30, 2024**

### **Consolidated First Half Earnings Report - Supplementary Information**

#### **Consolidated Results (Six Months ended June 30, 2024)**

1. Consolidated Financial Highlights
2. Major Sales and Sales Volume Data
3. Condensed Consolidated Results
  - Consolidated Statements of Income
  - Consolidated Statements of Cash Flows
4. Consolidated Statements of Income : Breakdown of Key Changes
5. Segment Information
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**August 2024**

**SAPPORO HOLDINGS LTD.**

**Securities Code: 2501**

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

## 1. Financial Highlights

### Consolidated Financial Highlights

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

	Six Months ended June 30, 2023	Six Months ended June 30, 2024	Change	Change(%)	
Revenue	238.5	247.7	9.1	3.8%	
(ref.) Excluding liquor tax	184.6	193.4	8.9	4.8%	
Revenue growth rate	11.6%	3.8%	—	—	
(ref.) Excluding liquor tax	13.6%	4.8%	—	—	
Overseas revenue	57.4	61.4	4.0	7.0%	
Overseas revenue growth rate	33.0%	7.0%	—	—	
Core operating profit (*1)	3.5	3.5	0.0	1.1%	
Core operating margin	1.5%	1.4%	—	—	
Operating profit	(2.8)	7.6	10.4	—	
Profit attributable to owners of parent	(5.1)	6.1	11.2	—	
Total assets	644.5	689.0	44.5	6.9%	
Total equity	171.6	204.4	32.8	19.1%	
Balance of debt :Net (*2)	215.6	208.6	(7.1)	(3.3%)	
Debt-to-equity ratio (times) :Net (*3)	1.3	1.0	—	—	
Depreciation and amortization	10.0	10.4	0.5	4.9%	
EBITDA (*4)	13.5	14.0	0.5	3.9%	
Exchange rates (Yen) (*9)	US\$	134.99	152.36	—	—
	CAN\$	100.22	112.12	—	—
	SG\$	101.02	113.09	—	—

	Year ended December 31, 2023	Year ending December 31, 2024 (Forecast)	Change	Change(%)	
Revenue	518.6	523.5	4.9	0.9%	
(ref.) Excluding liquor tax	400.8	407.6	6.8	1.7%	
Revenue growth rate	8.4%	0.9%	—	—	
(ref.) Excluding liquor tax	10.0%	1.7%	—	—	
Overseas revenue	119.6	124.4	4.8	4.0%	
Overseas revenue growth rate	17.0%	4.0%	—	—	
Core operating profit (*1)	15.6	19.0	3.4	21.5%	
Core operating margin	3.0%	3.6%	—	—	
Operating profit	11.8	17.6	5.8	48.9%	
Profit attributable to owners of parent	8.7	10.0	1.3	14.6%	
Total assets	663.6				
Total equity	183.2				
Balance of debt :Net (*2)	205.4	211.6	6.2	3.0%	
Debt-to-equity ratio (times) :Net (*3)	1.1	1.1	—	—	
Depreciation and amortization	20.4	21.7	1.3	6.3%	
EBITDA (*4)	36.0	40.7	4.7	13.0%	
EBITDA interest-bearing debt ratio(times) (*5)	5.7	5.2	—	—	
Capital expenditure	Cash basis	28.9	38.0	9.1	31.4%
R O E (%) (*6)	5.0%	5.5%	—	—	
E P S (yen sen) (*7)	112.0	128.4	—	—	
D O E (%) (*8)	2.1%	2.2%	—	—	
Payout ratio (%)	42.0%	40.4%	—	—	
Exchange rates (Yen) (*9)	US\$	140.66	145.00	—	—
	CAN\$	104.25	110.00	—	—
	SG\$	104.70	110.00	—	—

\*1: Core operating profit is calculated as Revenue – Cost of sales – SG&A expenses.

\*2: The balance of debt includes commercial paper but excludes the balance of lease obligations.

\*3: Balance of debt:Net(excluding lease liabilities) / Equity attributable to owners of parent

\*4: EBITDA (IFRS)=Core operating profit + Depreciation and amortization  
(excluding depreciation expense on leased assets which is charged on the rent of restaurants)

\*5: Balance of debt:Net (excluding lease liabilities)/EBITDA

\*6: Profit attributable to owners of parent / Equity attributable to owners of parent(Average)

\*7: Profit attributable to owners of parent / Average number of shares during the period

\*8: Dividend / Equity attributable to owners of parent(Average)

\*9: Revenues and expenses are translated into Japanese yen at the average exchange rate for the fiscal year.

## 2. Major Sales and Sales Volume

### Sales Volume:Beer (Japan)

(10,000 cases)

	Jan 1 - Jun 30, 2023	Jan 1 - Jun 30, 2024	YoY Change	YoY Change(%)	Year ended December 31, 2023	Full-year estimate for fiscal 2024	YoY Change	YoY Change(%)
Sapporo Draft Beer Black Label (total)	689	782	94	13.6%	1,556	1,752	196	12.6%
YEBISU (total)	265	259	(6)	(2.2%)	634	672	38	6.1%
1 Beer (total)	1,262	1,384	122	9.6%	2,917	3,144	227	7.8%
2 Happoshu (include New Genre)	549	441	(108)	(19.7%)	1,088	825	(263)	(24.2%)
Beer-type beverages (total 1+2)	1,811	1,825	14	0.8%	4,005	3,969	(36)	(0.9%)
RTD (*1)	462	474	12	2.5%	1,008	1,117	109	10.8%
Non-alcoholic beer and low alcohol beer taste beverage	30	27	(3)	(10.6%)	63	53	(10)	(16.0%)

\*1:Only canned products, RTD 1 case = 350ml x 24 bottles

### Sales Volume:Beer (International)

(10,000 cases)

	Jan 1 - Jun 30, 2023	Jan 1 - Jun 30, 2024	YoY Change	YoY Change(%)	Year ended December 31, 2023	Full-year estimate for fiscal 2024	YoY Change	YoY Change(%)
Overseas brand (SLEEMAN, Anchor, Stone, etc.)	800	738	(62)	(7.7%)	1,585	1,577	(9)	(0.5%)
Sapporo brand	211	226	15	7.2%	433	462	28	6.5%
North America	1,011	964	(46)	(4.6%)	2,019	2,038	19	1.0%
Sapporo brand	138	193	55	40.0%	282	348	65	23.0%
Other areas	138	193	55	40.0%	282	348	65	23.0%
Sapporo Brand (total)	349	419	70	20.2%	716	809	93	13.0%
Total	1,148	1,157	9	0.8%	2,301	2,386	85	3.7%

### Sales:Beer (Japan) \*including liquor tax

(billions of yen)

	Jan 1 - Jun 30, 2023	Jan 1 - Jun 30, 2024	YoY Change	YoY Change(%)	Year ended December 31, 2023	Full-year estimate for fiscal 2024	YoY Change	YoY Change(%)
Beer	70.8	75.7	4.9	6.9%	162.7	172.8	10.1	6.2%
Happoshu(include New Genre)	21.7	18.9	(2.8)	(13.1%)	43.6	35.2	(8.4)	(19.2%)
Subtotal	92.5	94.5	2.1	2.2%	206.3	208.1	1.7	0.8%
Rebate subtracted from sales (*2)	(4.7)	(4.9)	(0.2)	—	(10.2)	—	—	—
Total	87.8	89.6	1.8	2.1%	196.1	—	—	—

\*2:Full year estimate for rebate subtracted from sales is not disclosed.

### Sales:Alcoholic Beverage (Japan)

(billions of yen)

	Jan 1 - Jun 30, 2023	Jan 1 - Jun 30, 2024	YoY Change	YoY Change(%)	Year ended December 31, 2023	Full-year estimate for fiscal 2024	YoY Change	YoY Change(%)
Domestic wines	1.6	1.1	(0.6)	(34.7%)	3.1	2.3	(0.8)	(25.4%)
Imported wines	3.0	2.8	(0.2)	(8.3%)	6.7	6.0	(0.7)	(10.5%)
Wine (total)	4.6	3.8	(0.8)	(17.6%)	9.8	8.3	(1.5)	(15.2%)
Spirits and Shochu (total)	14.4	15.1	0.7	5.2%	30.5	28.8	(1.7)	(5.5%)
RTD	12.4	12.5	0.2	1.5%	26.7	29.4	2.7	10.0%
Subtotal	31.4	31.5	0.1	0.4%	67.0	66.5	(0.5)	(0.7%)
Rebate subtracted from sales (*3)	(5.3)	(4.7)	0.5	—	(10.7)	—	—	—
Total	26.1	26.8	0.7	2.5%	56.3	—	—	—

\*3:Full year estimate for rebate subtracted from sales is not disclosed.

### Sales:Food & Soft Drinks (Japan) (\*4)

(billions of yen)

	Jan 1 - Jun 30, 2023	Jan 1 - Jun 30, 2024	YoY Change	YoY Change(%)	Year ended December 31, 2023	Full-year estimate for fiscal 2024	YoY Change	YoY Change(%)
Soft Drinks	26.5	25.4	(1.2)	(4.5%)	56.9	58.1	1.2	2.2%
Food (Lemon · Soups · Plant milk)	13.7	12.4	(1.3)	(9.4%)	30.3	28.9	(1.4)	(4.6%)

\*4:Only domestic sales(Before Rebate subtracted from sales)

### Sales:Food & Soft Drinks (Overseas) (\*5)

(millions of SGD)

	Jan 1 - Jun 30, 2023	Jan 1 - Jun 30, 2024	YoY Change	YoY Change(%)	Year ended December 31, 2023	Full-year estimate for fiscal 2024	YoY Change	YoY Change(%)
Singapore	76	76	(1)	(1.2%)	154	157	3	2.0%
Malaysia	12	15	3	27.4%	24	29	4	17.2%
International	30	17	(13)	(42.3%)	49	52	3	6.8%

\*5:Before sales deduction, exclude OEM sales

### 3. Consolidated Results (Six months ended June 30, 2024)

#### Consolidated Statements of Income

(billions of yen)

	Six Months ended June 30, 2023	Six Months ended June 30, 2024	Change	Change(%)
Alcoholic Beverages	172.5	181.0	8.5	4.9%
Japanese	121.1	125.0	3.9	3.2%
Overseas	42.2	46.1	3.9	9.3%
Restaurants	9.2	9.8	0.7	7.1%
Food & Soft Drinks	55.4	55.3	(0.1)	(0.2%)
Japanese	42.4	42.0	(0.4)	(0.9%)
Overseas	13.0	13.3	0.3	2.1%
Real Estate	10.6	11.3	0.8	7.2%
Other	0.1	0.1	(0.0)	(4.3%)
Revenue	238.5	247.7	9.1	3.8%
Alcoholic Beverages	5.0	5.4	0.4	8.0%
Japanese	4.5	5.2	0.7	16.5%
Overseas	(0.3)	(0.7)	(0.4)	—
Restaurants	0.8	0.8	0.0	0.5%
Food & Soft Drinks	0.5	0.2	(0.3)	(55.2%)
Japanese	(0.2)	(0.1)	0.1	—
Overseas	0.7	0.3	(0.3)	(49.5%)
Real Estate	1.9	2.4	0.5	25.6%
Other · General corporate and intercompany eliminations	(3.9)	(4.5)	(0.6)	—
Core operating profit (*1)	3.5	3.5	0.0	1.1%
Other operating income	0.4	5.4	5.1	1,413.0%
Other operating expense	6.7	1.3	(5.3)	(80.1%)
Operating profit	(2.8)	7.6	10.4	—
Financial income (expense)	(0.6)	1.4	2.0	—
Equity in net income of affiliates	0.0	0.0	0.0	16.5%
Profit before tax	(3.3)	9.1	12.4	—
Income taxes	1.8	3.0	1.2	68.5%
Profit	(5.1)	6.1	11.2	—
Profit (loss) attributable to non-controlling interest	(0.0)	0.0	0.0	—
Profit attributable to owners of parent	(5.1)	6.1	11.2	—
(ref.)				
E B I T D A (*2)	13.5	14.0	0.5	3.9%

\*1: Core operating profit is calculated as Revenue – Cost of sales – SG&A expenses.

\*2: EBITDA (IFRS)=Core operating profit + Depreciation and amortization  
(excluding depreciation expense on leased assets which is charged on the rent of restaurants)

#### Consolidated Statements of Cash Flows

(billions of yen)

	Six Months ended June 30, 2023	Six Months ended June 30, 2024	Change	Change(%)
Increase (decrease) in cash and cash equivalents	2.0	3.0	1.0	47.6%
Cash flows from operating activities	24.6	11.1	(13.5)	(55.0%)
Profit (loss) before tax	(3.3)	9.1	12.4	—
Depreciation and amortization	10.2	10.7	0.5	4.8%
Impairment losses (reversal of impairment losses)	5.6	(1.7)	(7.2)	—
Income tax payment (refundment)	1.0	(1.9)	(2.9)	—
Others	11.1	(5.1)	(16.2)	—
Cash flows from investing activities	(8.9)	(10.9)	(2.0)	—
Purchase(Proceeds from sales) of fixed assets	(6.9)	(8.2)	(1.3)	—
Purchase(Proceeds from sales) of investment property	(3.5)	(13.2)	(9.7)	—
Purchase(Proceeds from sales and redemption) of investment securities	1.2	9.7	8.4	683.7%
Others	0.3	0.9	0.6	233.9%
Free Cash flows	15.6	0.2	(15.5)	(99.0%)
Cash flows from financial activities	(15.7)	0.3	16.0	—
Change in financial liabilities	(10.0)	6.1	16.1	—
Others	(5.7)	(5.8)	(0.2)	—

#### 4. Consolidated Results (Six months ended June 30, 2024)

#### Breakdown of key income Changes (Year-on-year)

##### (1) Alcoholic Beverages

(billions of yen)

Change factor	Jan 1 - Jun 30, 2023	Jan 1 - Jun 30, 2024	Change	Details
Beer-type beverages increase (decrease) in volume			0.2	Including Non-alcoholic
Product mix, Price revision, Manufacturing cost			2.0	
RTD · Wine · Spirits · Shochu, other			1.1	
Advertising and promotion expenses (*1)			(1.7)	
Personnel expenses, Facilities costs ,other			(0.9)	
Domestic subsidiary,consolidation adjusting, other			0.1	
<b>Alcoholic Beverages in Japan</b>	<b>4.5</b>	<b>5.2</b>	<b>0.7</b>	
<b>Alcoholic Beverages in Overseas</b>	<b>(0.3)</b>	<b>(0.7)</b>	<b>(0.4)</b>	
Restaurants	0.8	0.8	0.0	
Segment adjustment	0.0	0.0	0.0	
<b>Alcoholic Beverages(Core operating profit)</b>	<b>5.0</b>	<b>5.4</b>	<b>0.4</b>	

(\*1) Advertising and promotion expenses(2024) 12.3 billions of yen

##### (2) Food & Soft Drinks

(billions of yen)

Change factor	Jan 1 - Jun 30, 2023	Jan 1 - Jun 30, 2024	Change	Details
Increase (decrease) in volume			(1.1)	
Product mix, Price revision, Manufacturing cost			0.5	
Advertising and promotion expenses			0.4	
Personnel expenses, Facilities costs ,other			0.1	
Domestic subsidiary,consolidation adjusting, other			0.1	
<b>Japanese Food &amp; Soft Drinks</b>			<b>0.1</b>	
<b>Overseas Soft Drinks</b>			<b>(0.3)</b>	
<b>Food &amp; Soft Drinks(Core operating profit)</b>	<b>0.5</b>	<b>0.2</b>	<b>(0.3)</b>	

##### (3) Real Estate

(billions of yen)

Change factor	Jan 1 - Jun 30, 2023	Jan 1 - Jun 30, 2024	Change	Details
Yebisu Garden Place, etc.			0.7	
Other area & other operations			(0.1)	
Sapporo			(0.2)	
Others			0.0	
<b>Real Estate(Core operating profit)</b>	<b>1.9</b>	<b>2.4</b>	<b>0.5</b>	

## 5. Consolidated Results (Six months ended June 30, 2024)

### Segment Information

(billions of yen)

		Alcoholic Beverages	Food & Soft Drinks	Real Estate	Other	Corporate and eliminations	Consolidated total
Revenue	Jan 1 - Jun 30, 2024	181.0	55.3	11.3	0.1	—	247.7
	Jan 1 - Jun 30, 2023	172.5	55.4	10.6	0.1	—	238.5
	Change	8.5	(0.1)	0.8	(0.0)	—	9.1
Core operating profit (*1)	Jan 1 - Jun 30, 2024	5.4	0.2	2.4	0.0	(4.5)	3.5
	Jan 1 - Jun 30, 2023	5.0	0.5	1.9	0.0	(3.9)	3.5
	Change	0.4	(0.3)	0.5	(0.0)	(0.6)	0.0
Operating profit	Jan 1 - Jun 30, 2024	6.5	2.1	2.3	1.1	(4.3)	7.6
	Jan 1 - Jun 30, 2023	(1.2)	0.4	1.8	0.0	(3.9)	(2.8)
	Change	7.7	1.7	0.5	1.1	(0.4)	10.4
Depreciation and amortization	Jan 1 - Jun 30, 2024	5.3	1.4	3.0	—	0.7	10.4
	Jan 1 - Jun 30, 2023	5.1	1.4	2.7	—	0.8	10.0
	Change	0.2	0.1	0.3	—	(0.1)	0.5
E B I T D A (*2)	Jan 1 - Jun 30, 2024	10.6	1.7	5.4	0.0	(3.8)	14.0
	Jan 1 - Jun 30, 2023	10.1	1.9	4.6	0.0	(3.1)	13.5
	Change	0.6	(0.2)	0.8	(0.0)	(0.6)	0.5
Capital expenditures (cash basis)	Jan 1 - Jun 30, 2024	9.1	1.6	15.1	—	0.8	26.6
	Jan 1 - Jun 30, 2023	4.6	1.1	4.1	—	0.7	10.5
	Change	4.6	0.5	11.0	—	0.1	16.1

\*1: Core operating profit is calculated as Revenue – Cost of sales – SG&A expenses.

\*2: EBITDA (IFRS)=Profit from operations before non-recurring items+ Depreciation and amortization  
(excluding depreciation expense on leased assets which is charged on the rent of restaurants)

## 6. Consolidated Results (Six months ended June 30, 2024)

### Condensed Consolidated Balance Sheets

(billions of yen)

	Year ended December 31, 2023	Six Months ended June 30, 2024	Change	Details
<b>Current assets</b>	176.4	170.9	(5.5)	
Cash and cash equivalents	17.2	20.2	3.0	
Trade and other receivables	98.0	88.3	(9.7)	
Inventories	47.6	51.2	3.6	
Other	13.6	11.2	(2.3)	
<b>Non-current assets</b>	487.2	518.2	30.9	
Fixed assets	152.7	163.6	10.9	
Investment property	211.2	222.4	11.3	
Goodwill	35.1	37.5	2.4	
Other	88.3	94.6	6.4	
<b>Total assets</b>	663.6	689.0	25.5	
<b>Current liabilities</b>	191.2	198.6	7.4	
Trade and other payables	38.7	38.3	(0.4)	
Short-term financial liabilities	39.7	58.2	18.5	
Other	112.8	102.1	(10.7)	
<b>Non-current liabilities</b>	289.1	286.1	(3.1)	
Long-term financial liabilities	182.9	170.6	(12.4)	
Retirement benefit liability	3.4	3.3	(0.1)	
Other	102.8	112.2	9.5	
<b>Total liabilities</b>	480.3	484.6	4.3	
Equity attributable to owners of parent	182.3	203.4	21.1	
Equity attributable to non-controlling interests	0.9	1.0	0.1	
<b>Total equity</b>	183.2	204.4	21.2	
<b>Total liabilities and equity</b>	663.6	689.0	25.5	



## 7. Consolidated Forecasts (Year ending December 31, 2024)

### Condensed Consolidated Statements of Income

(billions of yen)

	Year ended December 31, 2023	Year ending December 31, 2024 (Forecast)	Change	Change(%)
Alcoholic Beverages	376.9	380.0	3.1	0.8%
Japanese	268.3	270.0	1.7	0.6%
Overseas	88.6	90.0	1.4	1.6%
Restaurants	20.0	20.0	0.0	0.2%
Food & Soft Drinks	119.9	120.0	0.1	0.1%
Japanese	93.5	92.0	(1.5)	(1.6%)
Overseas	26.4	28.0	1.6	5.9%
Real Estate	21.7	23.5	1.8	8.3%
Other	0.1	0.0	(0.1)	(86.3%)
Revenue	518.6	523.5	4.9	0.9%
Alcoholic Beverages	16.0	18.3	2.3	14.3%
Japanese	14.2	15.5	1.3	9.3%
Overseas	(0.3)	1.0	1.3	—
Restaurants	2.1	1.8	(0.3)	(16.6%)
Food & Soft Drinks	1.6	3.5	1.9	114.2%
Japanese	2.2	2.2	0.0	1.7%
Overseas	(0.6)	1.3	1.9	—
Real Estate	5.8	5.8	0.0	0.3%
Other · General corporate and intercompany eliminations	(7.8)	(8.5)	(0.7)	—
Core operating profit (*1)	15.6	19.0	3.4	21.5%
Other operating income (expense)	(3.8)	(1.4)	2.4	—
Operating profit	11.8	17.6	5.8	48.9%
Financial income (expense)	0.3	(1.9)	(2.1)	—
Equity in net income (loss) of affiliates	0.1	0.1	0.0	0.0%
Profit before tax	12.1	15.8	3.7	30.5%
Income taxes	3.4	5.8	2.4	71.8%
Profit (loss)	8.8	10.0	1.3	14.5%
Profit (loss) attributable to non-controlling interest	0.0	0.0	(0.0)	(10.4%)
Profit (loss) attributable to owners of parent	8.7	10.0	1.3	14.6%

(ref.)

EBITDA (*2)	36.0	40.7	4.7	13.0%
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\*1: Core operating profit is calculated as Revenue – Cost of sales – SG&A expenses.

\*2: EBITDA=Core operating profit + Depreciation and amortization (excluding depreciation expense on leased assets which is charged on the rent of restaurants)

### Condensed Consolidated Statements of Cash Flows

(billions of yen)

	Year ended December 31, 2023	Year ending December 31, 2024 (Forecast)	Change	Change(%)
Cash flows from operating activities	45.4	35.4	(10.1)	(22.2%)
Cash flows from investing activities	(16.4)	(20.4)	(4.0)	—
Free Cash flows	29.0	14.9	(14.1)	(48.5%)

## 8. Consolidated Forecasts ( Year ending December 31, 2024)

### Breakdown of key income Changes (Year-on-year)

#### ( 1 ) Alcoholic Beverages

(billions of yen)

Change factor	Year ended December 31, 2023	Year ending December 31, 2024 (Forecast)	Change	Details
Beer-type beverages increase (decrease) in volume			(0.8)	Including Non-alcoholic
Product mix, Price revision, Manufacturing cost			3.1	
RTD · Wine · Spirits · Shochu, other			1.8	
Advertising and promotion expenses			(3.3)	
Personnel expenses, Facilities costs ,other			0.3	
Domestic subsidiary,consolidation adjusting, other			0.2	
Alcoholic Beverages in Japan	14.2	15.5	1.3	
Alcoholic Beverages in Overseas	(0.3)	1.0	1.3	
Restaurants	2.1	1.8	(0.3)	
Segment adjustment	0	0	0	
<b>Alcoholic Beverages(Core operating profit)</b>	<b>16.0</b>	<b>18.3</b>	<b>2.3</b>	

#### ( 2 ) Food & Soft Drinks

(billions of yen)

Change factor	Year ended December 31, 2023	Year ending December 31, 2024 (Forecast)	Change	Details
Increase (decrease) in volume			(0.3)	
Product mix, Price revision, Manufacturing cost			1.1	
Advertising and promotion expenses			(0.2)	
Personnel expenses, Facilities costs ,other			(0.2)	
Domestic subsidiary,consolidation adjusting, other			(0.4)	
Japanese Food & Soft Drinks	2.2	2.2	0.0	
Overseas Soft Drinks	(0.6)	1.3	1.9	
<b>Food &amp; Soft Drinks(Core operating profit)</b>	<b>1.6</b>	<b>3.5</b>	<b>1.9</b>	

#### ( 3 ) Real Estate

(billions of yen)

Change factor	Year ended December 31, 2023	Year ending December 31, 2024 (Forecast)	Change	Details
Yebisu Garden Place, etc.			0.0	
Other area & other operations			(0.0)	
Hokkaido			(0.2)	
Others			0.2	
<b>Real Estate(Core operating profit)</b>	<b>5.8</b>	<b>5.8</b>	<b>0.0</b>	

## 9. Consolidated Forecasts (Year ending December 31, 2024)

### Segment Information

(billions of yen)

		Alcoholic Beverages	Food & Soft Drinks	Real Estate	Other	Corporate and eliminations	Consolidated total
Revenue	Year ending December 31, 2024(Forecast)	380.0	120.0	23.5	0.0	—	523.5
	Year ended December 31, 2023	376.9	119.9	21.7	0.1	—	518.6
	Change	3.1	0.1	1.8	(0.1)	—	4.9
Core operating profit (*1)	Year ending December 31, 2024(Forecast)	18.3	3.5	5.8	0.0	(8.5)	19.0
	Year ended December 31, 2023	16.0	1.6	5.8	0.0	(7.8)	15.6
	Change	2.3	1.9	0.0	(0.0)	(0.7)	3.4
Operating profit	Year ending December 31, 2024(Forecast)	17.0	5.8	5.4	0.0	(10.6)	17.6
	Year ended December 31, 2023	9.0	1.7	8.9	0.0	(7.7)	11.8
	Change	8.1	4.1	(3.5)	(0.0)	(2.8)	5.8
Depreciation and amortization	Year ending December 31, 2024(Forecast)	10.3	3.0	6.1	—	2.4	21.7
	Year ended December 31, 2023	10.6	2.8	5.5	—	1.5	20.4
	Change	(0.3)	0.2	0.6	—	0.8	1.3
E B I T D A (*2)	Year ending December 31, 2024(Forecast)	28.5	6.5	11.9	0.0	(6.2)	40.7
	Year ended December 31, 2023	26.6	4.4	11.3	0.0	(6.3)	36.0
	Change	1.9	2.0	0.6	(0.0)	0.1	4.7
Capital expenditures (cash basis)	Year ending December 31, 2024(Forecast)	14.0	3.9	19.1	—	1.0	38.0
	Year ended December 31, 2023	12.2	3.4	11.9	—	1.4	28.9
	Change	1.8	0.5	7.3	—	(0.4)	9.1

\*1: Core operating profit is calculated as Revenue – Cost of sales – SG&A expenses.

\*2: EBITDA (IFRS)=Core operating profit + Depreciation and amortization

(excluding depreciation expense on leased assets which is charged on the rent of restaurants)