



CORPORATE  
PROFILE  
2020

**SUNTORY**  
SUNTORY BEVERAGE & FOOD

## Aiming for New Frontiers of Value in Delivering Greater Joy to Our Customers

Our business environment continues to change ever-more rapidly.  
In response, we are executing a variety of initiatives to make a significant leap forward.

Inspired by our founding spirit of *Yatte Minahare*, we have created many new product categories, fostered new brands, and grown by providing unprecedented value to our customers.

We will continue to integrate cutting-edge innovations with Mizu (water), a resource unchanged since ancient times, moving forward without fear to take the lead in offering more natural, healthier drinking experiences.

We will accelerate advancements in products, packaging, and services through upgraded technologies and unique ideas, creating opportunities to expand our business footprint.

Our sustainability initiatives help us contribute toward the creation of a sustainable society. These initiatives include production and logistics that minimise our environmental impact through more efficient plastics recycling, reduced CO<sub>2</sub> emissions, and conservation of water resources.

We strive to give physical form to the discoveries we make at the GENBA, where we observe how customers purchase and consume our products. To this end, we will combine the collective knowledge throughout our group across race, nationality, and language, pushing our businesses forward as we aim for new frontiers of value that lead to even greater levels of customer happiness.



**Kazuhiro Saito**

President & Chief Executive Officer,  
Suntory Beverage & Food Limited

## To deliver high quality products to the consumers

Another important mission for us is the delivery of safe and reliable products to our consumers. To accomplish this, we practice thorough quality assurance not only in manufacturing and sales, but in all processes with strict individual standards for safety management that place a particular emphasis on water, ingredients, and packaging to enable multilateral evaluation at each stage based on cutting-edge testing and analytical technologies to ensure a safety system that meets and exceeds international standards.



## To continue to create products that appeal to the consumers

The driving force behind the creation of products popular with the consumers is "research & development". It is the life source of a manufacturer. This concept can be described as the starting point of the Suntory Group, dating back to its very foundation. Positioning "good tastes" backed by safety and reliability at the center of "research and development", we have established specialized sections in Japan and overseas, and work daily on the development of highly value-added products, including content development, ingredients research, and processing technologies.



Ongoing "research and development" throughout our long history has made it possible for us to produce a wide variety of food for specified health uses (FOSHU) whose high quality and lasting popularity are strong evidence of the priority we place on realizing both efficacy for health and great taste.

## A challenge to introducing our brands globally

To offer new and diverse "good tastes" around the world. The brands, technologies and know-how of our group companies across the world are being used to its full potential to develop new products that meet the needs of various countries and regions. Our challenge is to offer brand that can be trusted by the consumers around the world.

### Expanding through brand



### Expanding through technology



## Business in Japan

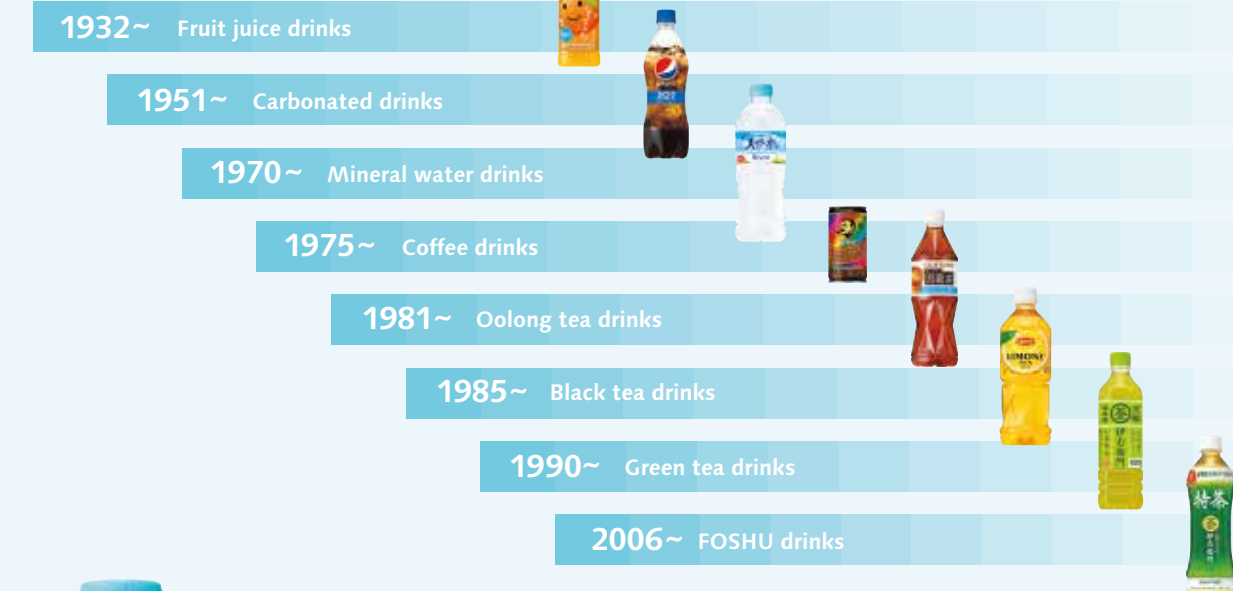
What sort of beverages are the consumers seeking? What sort of taste is sensation? Suntory Beverage & Food (SBF) has the knack of tapping into those consumer needs, striving on a daily basis to produce ever tastier products with safety and reliability.

### Our products evolve, remaining in step with consumer needs and ensuring consumer safety

Founded in 1899 as Kotobukiya, the Suntory Group steadily forged into new business fields over the years, starting with the sale of wine, adding whiskey and beer to its line-up as it developed into a multi-faceted food and beverage company. The non-alcoholic beverage business was initiated with the launch of fruit juice drinks in 1932, expanding rapidly with carbonated drinks in the 50s, mineral water drinks in the 70s, and sports drinks in the 80s. Currently, SBF provides products

in a broad variety of categories, from coffee drinks to food for specified health uses (FOSHU). We tune into consumer preferences and beverage enjoyment scenes, pursuing wide-ranging and unsurpassed "good tastes" in harmony with both. We will continue honing our technology and product development to offer the consumers high value-added products.

### The Suntory Group's history of "good tastes" in Japan



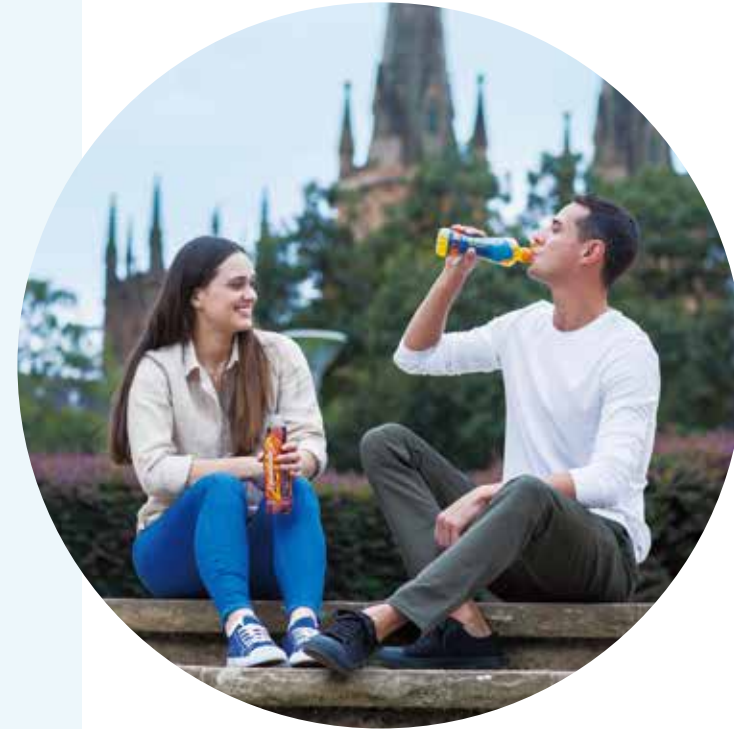
### Coexisting with the global environment, delivering safety and reliability to the consumers

Our PET bottles utilize plant-based ingredients for lightness and feature thinner labels, we employ dedicated technology for recycling PET bottles collected from households to make new PET bottles, and we take advantage of renewable energy all of these efforts contribute to a reduced environmental impact. Moreover, the Suntory Group fosters Natural Water Sanctuary Forests throughout Japan, ensuring the preservation of high-quality natural water, as used in our products, for future generations to enjoy. Also, we will further expand environmental impact-reducing activities and our water-related activities to the rest of the world.



Minimizing the environmental impact  
Fostering water resources

# Providing global consumers with tastier, evermore pleasing products



## Business in 5 regions

Suntory Beverage & Food's business reach extends through Japan, Europe including Africa, Asia, Oceania and Americas. Through answering global consumer needs with new product development, we strive to continue growing as a global company.



## Europe

- Suntory Beverage & Food Europe -

In this region, a wide range of non-alcoholic beverages are manufactured and distributed. Main brands are ORANGINA, Oasis, Schweppes, TriNa, Lucozade and Ribena. Each brand has strong presence in their categories.



## Asia

- Suntory Beverage & Food Asia -

### BRAND'S SUNTORY

Manufacturer and distributor of health enrichment products in Southeast Asia. It offers brands including Essence of Chicken and Bird's Nest sold under the flagship brand BRAND'S.

### Suntory Garuda Beverage

Manufacturer and distributor of non-alcoholic beverages in Indonesia. It offers brands including OKKY Jelly Drink, Moun tea, along with Suntory brand MYTEA Teh Poci and Good Mood.

### Suntory PepsiCo Vietnam Beverage

Manufacturer and distributor of non-alcoholic beverages in Vietnam. It offers brands including PepsiCo brand carbonated beverages Pepsi, the energy drink STING, along with Suntory brand TEA+ Oolong Tea and Good Mood flavored water.

### Suntory PepsiCo Beverage Thailand

Manufacturer and distributor of non-alcoholic beverages in Thailand. It offers brands including PepsiCo brand, Pepsi and Aquafina.



## Oceania

- Frucor Suntory -  
-Suntory Coffee International-

Frucor Suntory is a major manufacturer and distributor of non-alcoholic beverage in the Oceania region. It offers various beverages including energy drink V and fruit juices JUST JUICE. Suntory Coffee International operates fresh coffee business such as selecting, roasting and selling coffee beans to cafe and retailers in Oceania.



## Americas

- Pepsi Bottling Ventures -

Pepsi Bottling Ventures is a joint-venture with PepsiCo. The Group is the largest privately-held bottler of Pepsi-Cola products in North America, and its business area is mainly in North Carolina.



## Corporate Overview

### Suntory Beverage & Food Limited

Head office : TOKYO SQUARE GARDEN, 3-1-1 Kyobashi, Chuo-ku, Tokyo 104-0031 Japan  
 Established : January 2009  
 President & Chief Executive Officer,  
 Member of the Board, Representative Director : Kazuhiro Saito

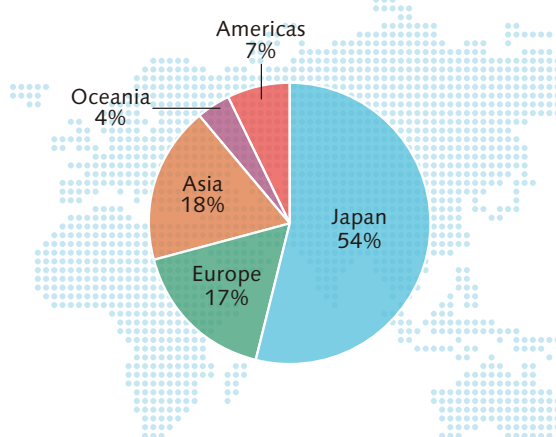
## Group Overview

•Group companies : 101 (As of December 31, 2019) •Employees : 24,213 (As of December 31, 2019) •Capital : ¥168,384 million

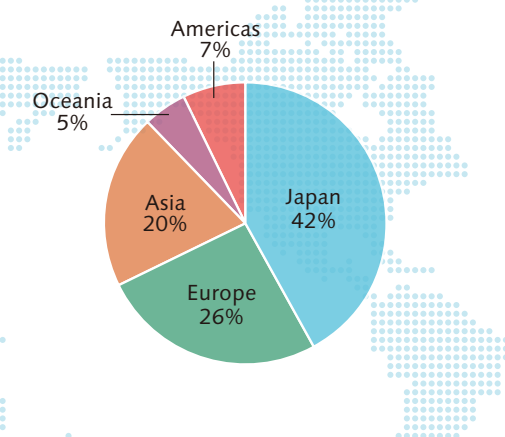
● **Financial Data** (January-December 2019) The SBF Group has applied the IFRS since FY 2017.

Consolidated Revenue : ¥1,299.4 billion Consolidated Operating income : ¥113.9 billion

Revenue breakdown by segment



Profit breakdown by segment



### ● Group companies in Japan

Suntory Foods Limited  
 Suntory Foods Okinawa Limited  
 Suntory Beverage Solution Limited  
 Suntory Beverage Service Limited  
 Japan Beverage Holdings Inc.  
 Sunvend Co., Ltd.  
 Suntory Products Limited

### ● Group companies overseas

Europe Suntory Beverage & Food Europe  
 - Suntory Beverage & Food France  
 - Suntory Beverage & Food Spain  
 - Suntory Beverage & Food Great Britain and Ireland  
 Asia Suntory Beverage & Food Asia  
 - BRAND'S SUNTORY  
 - Suntory Garuda Beverage  
 - Suntory PepsiCo Vietnam Beverage  
 - Suntory PepsiCo Beverage Thailand  
 Oceania Frucor Suntory  
 Suntory Coffee International  
 Americas Pepsi Bottling Ventures

### Suntory Group

The Suntory Group introduces pure holding-company system for the manufacturing and marketing of soft drinks and alcoholic beverages.

|   |  |
|---|--|
| Group companies : 300 (As of December 31, 2019) | Consolidated Revenue(excluding excise taxes) : ¥2,294.7 billion (January 1-December 31,2019) |
| Employees : 40,210 (As of December 31, 2019)    | Consolidated Revenue(including excise taxes) : ¥2,569.2 billion (January 1-December 31,2019) |
| Established : 1899                              | Consolidated Operating income : ¥259.6 billion (January 1-December 31,2019)                  |

## Suntory Beverage & Food Limited

<https://suntory.com/sbf/>  
 Corporate Strategy Division