



## **Three months ended March 31, 2025**

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

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**May 2025**

**SAPPORO HOLDINGS LTD.**

**Securities Code: 2501**

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

## 1. Financial Highlights

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

|                                         |                             | Three months<br>ended March 31,<br>2024 | Three months<br>ended March 31,<br>2025 | Change | Change(%) |
|-----------------------------------------|-----------------------------|-----------------------------------------|-----------------------------------------|--------|-----------|
| Revenue                                 |                             | 112.8                                   | 118.7                                   | 5.9    | 5.2%      |
|                                         | (ref.) Excluding liquor tax | 88.6                                    | 91.4                                    | 2.8    | 3.1%      |
| Revenue growth rate                     |                             | 3.7%                                    | 5.2%                                    | —      | —         |
|                                         | (ref.) Excluding liquor tax | 4.0%                                    | 3.1%                                    | —      | —         |
| Overseas revenue                        |                             | 28.5                                    | 26.6                                    | (1.9)  | (6.8%)    |
| Overseas revenue growth rate            |                             | 10.2%                                   | (6.8%)                                  | —      | —         |
| Core operating profit (*1)              |                             | (3.8)                                   | (0.9)                                   | 2.9    | —         |
| Core operating margin                   |                             | (3.4%)                                  | (0.7%)                                  | —      | —         |
| Operating profit                        |                             | (1.9)                                   | (2.2)                                   | (0.3)  | —         |
| Profit attributable to owners of parent |                             | (2.0)                                   | (4.2)                                   | (2.2)  | —         |
| Total assets                            |                             | 667.5                                   | 634.2                                   | (33.3) | (5.0%)    |
| Total equity                            |                             | 188.2                                   | 185.3                                   | (2.9)  | (1.5%)    |
| Balance of debt : Net (*2)              |                             | 218.5                                   | 185.1                                   | (33.5) | (15.3%)   |
| Debt-to-equity ratio (times) : Net (*3) |                             | 1.2                                     | 1.0                                     | —      | —         |
| Depreciation and amortization           |                             | 5.1                                     | 5.5                                     | 0.4    | 8.0%      |
| EBITDA (*4)                             |                             | 1.3                                     | 4.6                                     | 3.3    | 255.9%    |
| Exchange rates (Yen) (*9)               | US\$                        | 148.62                                  | 152.56                                  | —      | —         |
|                                         | CAN\$                       | 110.18                                  | 106.27                                  | —      | —         |
|                                         | SG\$                        | 110.86                                  | 113.18                                  | —      | —         |

|                                                 |                             | Year ended<br>December 31, 2024 | Year ending<br>December 31, 2025<br>(Forecast) | Change | Change(%) |
|-------------------------------------------------|-----------------------------|---------------------------------|------------------------------------------------|--------|-----------|
| Revenue                                         |                             | 530.8                           | 532.0                                          | 1.2    | 0.2%      |
|                                                 | (ref.) Excluding liquor tax | 413.0                           | 415.8                                          | 2.8    | 0.7%      |
| Revenue growth rate                             |                             | 2.3%                            | 0.2%                                           | —      | —         |
|                                                 | (ref.) Excluding liquor tax | 3.0%                            | 0.7%                                           | —      | —         |
| Overseas revenue                                |                             | 128.5                           | 130.3                                          | 1.8    | 1.4%      |
| Overseas revenue growth rate                    |                             | 7.4%                            | 1.4%                                           | —      | —         |
| Core operating profit (*1)                      |                             | 22.0                            | 24.5                                           | 2.5    | 11.2%     |
| Core operating margin                           |                             | 4.2%                            | 4.6%                                           | —      | —         |
| Operating profit                                |                             | 10.4                            | 20.0                                           | 9.6    | 92.0%     |
| Profit attributable to owners of parent         |                             | 7.7                             | 11.0                                           | 3.3    | 42.6%     |
| Total assets                                    |                             | 665.0                           |                                                |        |           |
| Total equity                                    |                             | 197.2                           |                                                |        |           |
| Balance of debt : Net (*2)                      |                             | 181.0                           | 176.5                                          | (4.5)  | (2.5%)    |
| Debt-to-equity ratio (times) : Net (*3)         |                             | 0.9                             | 0.9                                            | —      | —         |
| Depreciation and amortization                   |                             | 22.0                            | 22.2                                           | 0.2    | 0.8%      |
| EBITDA (*4)                                     |                             | 44.0                            | 46.7                                           | 2.6    | 6.0%      |
| EBITDA interest-bearing debt ratio (times) (*5) |                             | 4.1                             | 3.8                                            | —      | —         |
| Capital expenditure                             | Cash basis                  | 37.0                            | 35.0                                           | (2.0)  | (5.3%)    |
| R O E (%) (*6)                                  |                             | 4.1%                            | 5.5%                                           | —      | —         |
| E P S (yen sen) (*7)                            |                             | 99.00                           | 141.16                                         | —      | —         |
| D O E (%) (*8)                                  |                             | 2.1%                            | 2.4%                                           | —      | —         |
| Payout ratio (%)                                |                             | 52.5%                           | 42.5%                                          | —      | —         |
| Exchange rates (Yen) (*9)                       | US\$                        | 151.69                          | 155.00                                         | —      | —         |
|                                                 | CAN\$                       | 110.69                          | 110.00                                         | —      | —         |
|                                                 | SG\$                        | 113.47                          | 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) (\*1)

(10,000 cases)

|                                                        | Jan. 1 -<br>Mar.31, 2024 | Jan. 1 -<br>Mar.31, 2025 | YoY<br>Change | YoY<br>Change(%) | Year ended<br>December 31,<br>2024 | Full-year<br>estimate for<br>fiscal 2025 | YoY<br>Change | YoY<br>Change(%) |
|--------------------------------------------------------|--------------------------|--------------------------|---------------|------------------|------------------------------------|------------------------------------------|---------------|------------------|
| Sapporo Draft Beer Black Label (total)                 | —                        | —                        | —             | 20.7%            | 1,721                              | 1,843                                    | 122           | 7.1%             |
| YEBISU (total)                                         | —                        | —                        | —             | 18.8%            | 632                                | 642                                      | 10            | 1.5%             |
| ⑤ Beer (total)                                         | —                        | —                        | —             | 19.4%            | 3,121                              | 3,244                                    | 123           | 3.9%             |
| ⑥ Happoshu (include happoshu (2))                      | —                        | —                        | —             | 0.7%             | 884                                | 670                                      | (214)         | (24.2%)          |
| Beer-type beverages (⑤+⑥)                              | —                        | —                        | —             | 14.5%            | 4,005                              | 3,914                                    | (91)          | (2.3%)           |
| RTD (*2)                                               | 220                      | 330                      | 111           | 50.3%            | 1,080                              | 1,166                                    | 86            | 7.9%             |
| Non-alcoholic beer and low alcohol beer taste beverage | 11                       | 14                       | 3             | 29.1%            | 65                                 | 65                                       | 0             | 0.6%             |

\*1: Following the agreement of the Brewers Association of Japan, there is no disclosure of the sales volume for the first quarter.

The sales volume for the first half and end of the fiscal year shall be disclosed.

\*2: Only canned products, RTD 1 case = 350ml x 24 bottles

### Sales Volume: Beer (Overseas)

(10,000 cases)

|                                       | Jan. 1 -<br>Mar.31, 2024 | Jan. 1 -<br>Mar.31, 2025 | YoY<br>Change | YoY<br>Change(%) | Year ended<br>December 31,<br>2024 | Full-year<br>estimate for<br>fiscal 2025 | YoY<br>Change | YoY<br>Change(%) |
|---------------------------------------|--------------------------|--------------------------|---------------|------------------|------------------------------------|------------------------------------------|---------------|------------------|
| Overseas brand (SLEEMAN, Stone, etc.) | 327                      | 297                      | (30)          | (9.1%)           | 1,493                              | 1,461                                    | (32)          | (2.1%)           |
| Sapporo brand                         | 107                      | 103                      | (4)           | (4.0%)           | 479                                | 524                                      | 45            | 9.4%             |
| North America                         | 434                      | 401                      | (34)          | (7.8%)           | 1,972                              | 1,985                                    | 13            | 0.7%             |
| Sapporo brand                         | 85                       | 108                      | 23            | 27.4%            | 404                                | 433                                      | 29            | 7.2%             |
| Other areas                           | 85                       | 108                      | 23            | 27.4%            | 404                                | 433                                      | 29            | 7.2%             |
| Sapporo Brand (total)                 | 192                      | 211                      | 19            | 9.9%             | 883                                | 957                                      | 74            | 8.4%             |
| Total                                 | 519                      | 509                      | (11)          | (2.0%)           | 2,375                              | 2,418                                    | 44            | 1.8%             |

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

(billions of yen)

|                                   | Jan. 1 -<br>Mar.31, 2024 | Jan. 1 -<br>Mar.31, 2025 | YoY<br>Change | YoY<br>Change(%) | Year ended<br>December 31,<br>2024 | Full-year<br>estimate for<br>fiscal 2025 | YoY<br>Change | YoY<br>Change(%) |
|-----------------------------------|--------------------------|--------------------------|---------------|------------------|------------------------------------|------------------------------------------|---------------|------------------|
| Beer                              | 32.7                     | 39.0                     | 6.3           | 19.2%            | 170.8                              | 182.0                                    | 11.2          | 6.5%             |
| Happoshu (include happoshu (2))   | 9.0                      | 9.1                      | 0.1           | 0.8%             | 37.8                               | 29.9                                     | (7.9)         | (20.8%)          |
| Subtotal                          | 41.7                     | 48.1                     | 6.4           | 15.2%            | 208.6                              | 211.9                                    | 3.3           | 1.6%             |
| Rebate subtracted from sales (*3) | (2.4)                    | (2.7)                    | (0.4)         | —                | (11.7)                             | —                                        | —             | —                |
| Total                             | 39.4                     | 45.4                     | 6.0           | 15.3%            | 196.9                              | —                                        | —             | —                |

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

### Sales: Alcoholic Beverage (Japan)

(billions of yen)

|                                   | Jan. 1 -<br>Mar.31, 2024 | Jan. 1 -<br>Mar.31, 2025 | YoY<br>Change | YoY<br>Change(%) | Year ended<br>December 31,<br>2024 | Full-year<br>estimate for<br>fiscal 2025 | YoY<br>Change | YoY<br>Change(%) |
|-----------------------------------|--------------------------|--------------------------|---------------|------------------|------------------------------------|------------------------------------------|---------------|------------------|
| Domestic wines                    | 0.6                      | 0.2                      | (0.4)         | (62.3%)          | 1.8                                | 1.1                                      | (0.7)         | (40.9%)          |
| Imported wines                    | 1.3                      | 1.3                      | 0.0           | 2.2%             | 6.3                                | 5.7                                      | (0.6)         | (8.9%)           |
| Wine (total)                      | 1.9                      | 1.6                      | (0.3)         | (18.1%)          | 8.0                                | 6.7                                      | (1.3)         | (16.0%)          |
| Spirits and Shochu (total)        | 7.1                      | 7.3                      | 0.2           | 3.2%             | 31.8                               | 32.9                                     | 1.1           | 3.4%             |
| RTD                               | 5.9                      | 8.4                      | 2.6           | 43.7%            | 28.2                               | 31.5                                     | 3.2           | 11.4%            |
| Subtotal                          | 14.8                     | 17.3                     | 2.4           | 16.5%            | 68.1                               | 71.1                                     | 3.0           | 4.4%             |
| Rebate subtracted from sales (*4) | (2.3)                    | (2.6)                    | (0.3)         | —                | (10.6)                             | —                                        | —             | —                |
| Total                             | 12.5                     | 14.6                     | 2.1           | 16.8%            | 57.5                               | —                                        | —             | —                |

\*4: Full year estimate for rebate subtracted from sales in not disclosed.

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

(billions of yen)

|                                       | Jan. 1 -<br>Mar.31, 2024 | Jan. 1 -<br>Mar.31, 2025 | YoY<br>Change | YoY<br>Change(%) | Year ended<br>December 31,<br>2024 | Full-year<br>estimate for<br>fiscal 2025 | YoY<br>Change | YoY<br>Change(%) |
|---------------------------------------|--------------------------|--------------------------|---------------|------------------|------------------------------------|------------------------------------------|---------------|------------------|
| Lemon (Lemon Drinks・Lemon Food)       | 6.5                      | 7.1                      | 0.6           | 10.0%            | 33.5                               | 36.6                                     | 3.1           | 9.2%             |
| Drinks (excluding lemon drinks), etc. | 11.1                     | 9.2                      | (2.0)         | (17.6%)          | 49.2                               | 42.9                                     | (6.4)         | (12.9%)          |

\*5: Only domestic sales (Before Rebate subtracted from sales)

### Sales: Food & Soft Drinks (Overseas) (\*6)

(millions of SGD)

|               | Jan. 1 -<br>Mar.31, 2024 | Jan. 1 -<br>Mar.31, 2025 | YoY<br>Change | YoY<br>Change(%) | Year ended<br>December 31,<br>2024 | Full-year<br>estimate for<br>fiscal 2025 | YoY<br>Change | YoY<br>Change(%) |
|---------------|--------------------------|--------------------------|---------------|------------------|------------------------------------|------------------------------------------|---------------|------------------|
| Singapore     | 40                       | 32                       | (8)           | (20.5%)          | 146                                | 150                                      | 5             | 3.1%             |
| Malaysia      | 8                        | 7                        | (1)           | (6.8%)           | 29                                 | 36                                       | 8             | 26.8%            |
| International | 8                        | 10                       | 2             | 18.5%            | 38                                 | 49                                       | 12            | 30.8%            |

\*6: Before sales deduction, exclude OEM sales

### 3. Consolidated Results (Three months ended March 31, 2025)

#### Consolidated Statements of Income

(billions of yen)

|                                                            | Three months ended<br>March 31,<br>2024 | Three months ended<br>March 31,<br>2025 | Change | Change(%) |
|------------------------------------------------------------|-----------------------------------------|-----------------------------------------|--------|-----------|
| Alcoholic Beverages                                        | 80.6                                    | 88.0                                    | 7.4    | 9.1%      |
| Japanese                                                   | 55.7                                    | 64.4                                    | 8.7    | 15.6%     |
| Overseas                                                   | 20.3                                    | 18.7                                    | (1.6)  | (7.7%)    |
| Restaurants                                                | 4.6                                     | 4.8                                     | 0.2    | 4.5%      |
| Food & Soft Drinks                                         | 26.6                                    | 24.4                                    | (2.2)  | (8.4%)    |
| Japanese                                                   | 19.7                                    | 18.3                                    | (1.5)  | (7.5%)    |
| Overseas                                                   | 6.8                                     | 6.1                                     | (0.8)  | (11.0%)   |
| Real Estate                                                | 5.5                                     | 6.3                                     | 0.8    | 15.2%     |
| Other                                                      | 0.0                                     | —                                       | (0.0)  | —         |
| Revenue                                                    | 112.8                                   | 118.7                                   | 5.9    | 5.2%      |
| Alcoholic Beverages                                        | (0.2)                                   | 1.4                                     | 1.6    | —         |
| Japanese                                                   | 0.6                                     | 2.9                                     | 2.3    | 414.6%    |
| Overseas                                                   | (1.0)                                   | (1.6)                                   | (0.7)  | —         |
| Restaurants                                                | 0.2                                     | 0.2                                     | (0.0)  | (13.8%)   |
| Food & Soft Drinks                                         | (0.6)                                   | (0.4)                                   | 0.1    | —         |
| Japanese                                                   | (0.7)                                   | (0.7)                                   | 0.0    | —         |
| Overseas                                                   | 0.2                                     | 0.2                                     | 0.1    | 53.2%     |
| Real Estate                                                | (0.2)                                   | 0.3                                     | 0.5    | —         |
| Other * General corporate and<br>intercompany eliminations | (2.8)                                   | (2.1)                                   | 0.7    | —         |
| Core operating profit (*1)                                 | (3.8)                                   | (0.9)                                   | 2.9    | —         |
| Other operating income                                     | 2.3                                     | 1.4                                     | (0.9)  | (40.4%)   |
| Other operating expense                                    | 0.4                                     | 2.7                                     | 2.3    | 531.4%    |
| Operating profit                                           | (1.9)                                   | (2.2)                                   | (0.3)  | —         |
| Financial income (expense)                                 | 0.4                                     | (1.7)                                   | (2.1)  | —         |
| Equity in net income of affiliates                         | 0.0                                     | 0.0                                     | 0.0    | 2.1%      |
| Profit before tax                                          | (1.5)                                   | (3.9)                                   | (2.4)  | —         |
| Income taxes                                               | 0.5                                     | 0.3                                     | (0.1)  | (31.8%)   |
| Profit                                                     | (2.0)                                   | (4.2)                                   | (2.2)  | —         |
| Profit (loss) attributable to non-controlling interest     | 0.0                                     | 0.0                                     | 0.0    | 2.5%      |
| Profit attributable to owners of parent                    | (2.0)                                   | (4.2)                                   | (2.2)  | —         |
| (ref.)                                                     |                                         |                                         |        |           |
| E B I T D A (*2)                                           | 1.3                                     | 4.6                                     | 3.3    | 255.9%    |

\*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)

|                                                                           | Three months ended<br>March 31,<br>2024 | Three months ended<br>March 31,<br>2025 | Change | Change(%) |
|---------------------------------------------------------------------------|-----------------------------------------|-----------------------------------------|--------|-----------|
| Increase (decrease) in cash and cash equivalents                          | 0.1                                     | (1.7)                                   | (1.7)  | —         |
| Cash flows from operating activities                                      | 1.7                                     | 5.3                                     | 3.6    | 217.9%    |
| Profit (loss) before tax                                                  | (1.5)                                   | (3.9)                                   | (2.4)  | —         |
| Depreciation and amortization                                             | 5.2                                     | 5.7                                     | 0.5    | 10.1%     |
| Impairment losses (reversal of impairment losses)                         | (1.7)                                   | 2.5                                     | 4.2    | —         |
| Income tax payment (refundment)                                           | (5.0)                                   | (7.0)                                   | (2.0)  | —         |
| Others                                                                    | 4.7                                     | 7.9                                     | 3.3    | 69.7%     |
| Cash flows from investing activities                                      | (10.8)                                  | (3.3)                                   | 7.4    | —         |
| Purchase(Proceeds from sales ) of fixed assets                            | (3.9)                                   | (2.2)                                   | 1.6    | —         |
| Purchase(Proceeds from sales ) of<br>investment property                  | (10.8)                                  | (1.5)                                   | 9.3    | —         |
| Purchase(Proceeds from sales and redemption ) of<br>investment securities | 4.0                                     | (0.2)                                   | (4.2)  | —         |
| Others                                                                    | (0.1)                                   | 0.6                                     | 0.7    | —         |
| Free Cash flows                                                           | (9.1)                                   | 1.9                                     | 11.1   | —         |
| Cash flows from financial activities                                      | 8.5                                     | (2.4)                                   | (10.8) | —         |
| Change in financial liabilities                                           | 13.1                                    | 2.6                                     | (10.5) | (80.4%)   |
| Others                                                                    | (4.6)                                   | (4.9)                                   | (0.3)  | —         |

#### 4. Consolidated Statements of Income : Breakdown of Key (Three months ended March 31, 2025)

##### (1) Alcoholic Beverages

(billions of yen)

| Change factor                                      | Jan. 1 -<br>Mar.31, 2024 | Jan. 1 -<br>Mar.31, 2025 | Change     | Details                 |
|----------------------------------------------------|--------------------------|--------------------------|------------|-------------------------|
| Beer-type beverages increase (decrease) in volume  |                          |                          | 2.4        | Including Non-alcoholic |
| Product mix, Price revision, Manufacturing cost    |                          |                          | (1.2)      |                         |
| RTD・Wine・Spirits・Shochu, other                     |                          |                          | 1.0        |                         |
| Advertising and promotion expenses (*1)            |                          |                          | 0.0        |                         |
| Personnel expenses, Facilities costs ,other        |                          |                          | (0.2)      |                         |
| Domestic subsidiary,consolidation adjusting, other |                          |                          | 0.2        |                         |
| Japan Alcoholic Beverages                          | 0.6                      | 2.9                      | 2.3        |                         |
| Overseas Alcoholic Beverages                       | (1.0)                    | (1.6)                    | (0.7)      |                         |
| Restaurants                                        | 0.2                      | 0.2                      | (0.0)      |                         |
| Segment adjustment                                 | (0.0)                    | (0.0)                    | (0.0)      |                         |
| <b>Alcoholic Beverages(Core operating profit)</b>  | <b>(0.2)</b>             | <b>1.4</b>               | <b>1.6</b> |                         |

(\*1) Advertising and promotion expenses(2025) 6.1 billions of yen

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

(billions of yen)

| Change factor                                        | Jan. 1 -<br>Mar.31, 2024 | Jan. 1 -<br>Mar.31, 2025 | Change     | Details |
|------------------------------------------------------|--------------------------|--------------------------|------------|---------|
| Increase (decrease) in volume                        |                          |                          | (0.3)      |         |
| Product mix, Price revision, Manufacturing cost      |                          |                          | 0.1        |         |
| Advertising and promotion expenses                   |                          |                          | 0.1        |         |
| Personnel expenses, Facilities costs ,other          |                          |                          | 0.0        |         |
| Domestic subsidiary,consolidation adjusting, other   |                          |                          | 0.0        |         |
| Japan Food & Soft Drinks                             |                          |                          | 0.0        |         |
| Overseas Soft Drinks                                 |                          |                          | 0.1        |         |
| <b>Food &amp; Soft Drinks(Core operating profit)</b> | <b>(0.6)</b>             | <b>(0.4)</b>             | <b>0.1</b> |         |

##### (3) Real Estate

(billions of yen)

| Change factor                             | Jan. 1 -<br>Mar.31, 2024 | Jan. 1 -<br>Mar.31, 2025 | Change     | Details |
|-------------------------------------------|--------------------------|--------------------------|------------|---------|
| Yebisu Garden Place, etc.                 |                          |                          | 0.1        |         |
| Other area & other operations             |                          |                          | 0.2        |         |
| Sapporo                                   |                          |                          | 0.2        |         |
| Equity investment                         |                          |                          | 0.0        |         |
| Management and others                     |                          |                          | (0.0)      |         |
| <b>Real Estate(Core operating profit)</b> | <b>(0.2)</b>             | <b>0.3</b>               | <b>0.5</b> |         |

## 5. Segment Information (Three months ended March 31, 2025)

(billions of yen)

|                                   |                       | Alcoholic<br>Beverages | Food & Soft<br>Drinks | Real Estate | Other | Corporate<br>and<br>eliminations | Consolidated<br>total |
|-----------------------------------|-----------------------|------------------------|-----------------------|-------------|-------|----------------------------------|-----------------------|
| Revenue                           | Jan. 1 - Mar.31, 2025 | 88.0                   | 24.4                  | 6.3         | —     | —                                | 118.7                 |
|                                   | Jan. 1 - Mar.31, 2024 | 80.6                   | 26.6                  | 5.5         | 0.0   | —                                | 112.8                 |
|                                   | Change                | 7.4                    | (2.2)                 | 0.8         | (0.0) | —                                | 5.9                   |
| Core operating profit (*1)        | Jan. 1 - Mar.31, 2025 | 1.4                    | (0.4)                 | 0.3         | —     | (2.1)                            | (0.9)                 |
|                                   | Jan. 1 - Mar.31, 2024 | (0.2)                  | (0.6)                 | (0.2)       | 0.0   | (2.9)                            | (3.8)                 |
|                                   | Change                | 1.6                    | 0.1                   | 0.5         | (0.0) | 0.7                              | 2.9                   |
| Operating profit                  | Jan. 1 - Mar.31, 2025 | 2.6                    | (2.9)                 | 0.2         | —     | (2.2)                            | (2.2)                 |
|                                   | Jan. 1 - Mar.31, 2024 | (0.3)                  | 1.5                   | (0.3)       | 0.0   | (2.8)                            | (1.9)                 |
|                                   | Change                | 3.0                    | (4.5)                 | 0.6         | (0.0) | 0.7                              | (0.3)                 |
| Depreciation and amortization     | Jan. 1 - Mar.31, 2025 | 2.9                    | 0.7                   | 1.6         | —     | 0.3                              | 5.5                   |
|                                   | Jan. 1 - Mar.31, 2024 | 2.6                    | 0.7                   | 1.5         | —     | 0.4                              | 5.1                   |
|                                   | Change                | 0.4                    | (0.0)                 | 0.1         | —     | (0.1)                            | 0.4                   |
| E B I T D A (*2)                  | Jan. 1 - Mar.31, 2025 | 4.4                    | 0.3                   | 1.9         | —     | (1.8)                            | 4.6                   |
|                                   | Jan. 1 - Mar.31, 2024 | 2.4                    | 0.2                   | 1.3         | 0.0   | (2.5)                            | 1.3                   |
|                                   | Change                | 2.0                    | 0.1                   | 0.6         | (0.0) | 0.7                              | 3.3                   |
| Capital expenditures (cash basis) | Jan. 1 - Mar.31, 2025 | 2.7                    | 0.7                   | 1.5         | —     | 0.4                              | 5.3                   |
|                                   | Jan. 1 - Mar.31, 2024 | 4.5                    | 0.5                   | 11.0        | —     | 0.5                              | 16.6                  |
|                                   | Change                | (1.8)                  | 0.1                   | (9.5)       | —     | (0.1)                            | (11.3)                |

\*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. Condensed Consolidated Balance Sheets(Three months ended March 31, 2025)

(billions of yen)

|                                                  | Year ended<br>December 31,<br>2024 | Three months<br>ended March 31,<br>2025 | Change | Details |
|--------------------------------------------------|------------------------------------|-----------------------------------------|--------|---------|
| Current assets                                   | 193.9                              | 170.4                                   | (23.5) |         |
| Cash and cash equivalents                        | 24.1                               | 22.4                                    | (1.7)  |         |
| Trade and other receivables                      | 99.5                               | 77.1                                    | (22.3) |         |
| Inventories                                      | 58.1                               | 58.7                                    | 0.6    |         |
| Other                                            | 12.2                               | 12.1                                    | (0.0)  |         |
| Non-current assets                               | 471.0                              | 463.8                                   | (7.2)  |         |
| Fixed assets                                     | 164.1                              | 158.6                                   | (5.4)  |         |
| Investment property                              | 209.2                              | 209.2                                   | 0.0    |         |
| Goodwill                                         | 22.4                               | 22.0                                    | (0.3)  |         |
| Other                                            | 75.4                               | 74.0                                    | (1.4)  |         |
| Total assets                                     | 665.0                              | 634.2                                   | (30.7) |         |
| Current liabilities                              | 207.0                              | 201.7                                   | (5.4)  |         |
| Trade and other payables                         | 38.0                               | 33.9                                    | (4.1)  |         |
| Short-term financial liabilities                 | 57.0                               | 70.8                                    | 13.8   |         |
| Other                                            | 112.0                              | 96.9                                    | (15.1) |         |
| Non-current liabilities                          | 260.8                              | 247.3                                   | (13.5) |         |
| Long-term financial liabilities                  | 148.1                              | 136.6                                   | (11.5) |         |
| Retirement benefit liability                     | 3.3                                | 3.5                                     | 0.2    |         |
| Other                                            | 109.4                              | 107.2                                   | (2.2)  |         |
| Total liabilities                                | 467.8                              | 449.0                                   | (18.8) |         |
| Equity attributable to owners of parent          | 196.0                              | 184.2                                   | (11.8) |         |
| Equity attributable to non-controlling interests | 1.1                                | 1.1                                     | (0.0)  |         |
| Total equity                                     | 197.2                              | 185.3                                   | (11.9) |         |
| Total liabilities and equity                     | 665.0                              | 634.2                                   | (30.7) |         |

## 7. Consolidated Business Results estimate (Year ending December 31, 2025)

### Consolidated Statements of Income

(billions of yen)

|                                                            | Year ended<br>December 31,<br>2024 | Year ending<br>December 31,<br>2025 (Forecast) | Change | Change(%) |
|------------------------------------------------------------|------------------------------------|------------------------------------------------|--------|-----------|
| Alcoholic Beverages                                        | 388.2                              | 393.5                                          | 5.3    | 1.4%      |
| Japanese                                                   | 273.0                              | 277.0                                          | 4.0    | 1.5%      |
| Overseas                                                   | 94.3                               | 95.0                                           | 0.7    | 0.7%      |
| Restaurants                                                | 20.9                               | 21.5                                           | 0.6    | 3.0%      |
| Food & Soft Drinks                                         | 117.9                              | 113.0                                          | (4.9)  | (4.2%)    |
| Japanese                                                   | 90.7                               | 85.0                                           | (5.7)  | (6.3%)    |
| Overseas                                                   | 27.2                               | 28.0                                           | 0.8    | 2.9%      |
| Real Estate                                                | 24.6                               | 25.5                                           | 0.9    | 3.6%      |
| Other                                                      | 0.1                                | —                                              | (0.1)  | —         |
| Revenue                                                    | 530.8                              | 532.0                                          | 1.2    | 0.2%      |
| Alcoholic Beverages                                        | 18.8                               | 21.9                                           | 3.1    | 16.5%     |
| Japanese                                                   | 16.4                               | 19.5                                           | 3.1    | 18.9%     |
| Overseas                                                   | 0.4                                | 0.4                                            | 0.0    | 3.9%      |
| Restaurants                                                | 1.9                                | 2.0                                            | 0.0    | 0.8%      |
| Food & Soft Drinks                                         | 3.4                                | 4.2                                            | 0.8    | 22.5%     |
| Japanese                                                   | 2.2                                | 2.9                                            | 0.6    | 28.6%     |
| Overseas                                                   | 1.2                                | 1.3                                            | 0.1    | 11.5%     |
| Real Estate                                                | 7.8                                | 7.0                                            | (0.8)  | (10.8%)   |
| Other · General corporate and<br>intercompany eliminations | (8.0)                              | (8.5)                                          | (0.5)  | —         |
| Core operating profit (*1)                                 | 22.0                               | 24.5                                           | 2.5    | 11.2%     |
| Other operating income (expense)                           | (11.6)                             | (4.5)                                          | 7.1    | —         |
| Operating profit                                           | 10.4                               | 20.0                                           | 9.6    | 92.0%     |
| Financial income (expense)                                 | 1.1                                | (2.5)                                          | (3.6)  | —         |
| Equity in net income (loss) of affiliates                  | 0.1                                | 0.1                                            | 0.0    | 53.5%     |
| Profit before tax                                          | 11.6                               | 17.6                                           | 6.0    | 52.1%     |
| Income taxes                                               | 3.8                                | 6.6                                            | 2.8    | 72.8%     |
| Profit (loss)                                              | 7.8                                | 11.0                                           | 3.3    | 41.9%     |
| Profit (loss) attributable to non-controlling interest     | 0.1                                | 0.0                                            | (0.0)  | (47.2%)   |
| Profit (loss) attributable to owners of parent             | 7.7                                | 11.0                                           | 3.3    | 42.6%     |

(ref.)

|             |      |      |     |      |
|-------------|------|------|-----|------|
| EBITDA (*2) | 44.0 | 46.7 | 2.6 | 6.0% |
|-------------|------|------|-----|------|

\*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<br>December 31,<br>2024 | Year ending<br>December 31,<br>2025 (Forecast) | Change | Change(%) |
|--------------------------------------|------------------------------------|------------------------------------------------|--------|-----------|
| Cash flows from operating activities | 36.1                               | 38.9                                           | 2.7    | 7.6%      |
| Cash flows from investing activities | (5.8)                              | (25.5)                                         | (19.7) | —         |
| Free Cash flows                      | 30.3                               | 13.4                                           | (16.9) | (55.9%)   |

## 8.Consolidated Statement of Income: Breakdown of Key Changes Forecast ( Year ending December 31, 2025)

### ( 1 ) Alcoholic Beverages

(billions of yen)

| Change factor                                      | Year ended<br>December 31,<br>2024 | Year ending<br>December 31,<br>2025<br>(Forecast) | Change     | Details                 |
|----------------------------------------------------|------------------------------------|---------------------------------------------------|------------|-------------------------|
| Beer-type beverages increase (decrease) in volume  |                                    |                                                   | (1.6)      | Including Non-alcoholic |
| Product mix, Price revision, Manufacturing cost    |                                    |                                                   | 6.5        |                         |
| RTD ・ Wine ・ Spirits ・ Shochu, other               |                                    |                                                   | 3.3        |                         |
| Advertising and promotion expenses                 |                                    |                                                   | (4.4)      |                         |
| Personnel expenses, Facilities costs ,other        |                                    |                                                   | (0.5)      |                         |
| Domestic subsidiary,consolidation adjusting, other |                                    |                                                   | (0.2)      |                         |
| Alcoholic Beverages in Japan                       | 16.4                               | 19.5                                              | 3.1        |                         |
| Alcoholic Beverages in Overseas                    | 0.4                                | 0.4                                               | 0.0        |                         |
| Restaurants                                        | 1.9                                | 2.0                                               | 0.0        |                         |
| Segment adjustment                                 | 0.0                                | 0.0                                               | 0.0        |                         |
| <b>Alcoholic Beverages(Core operating profit)</b>  | <b>18.8</b>                        | <b>21.9</b>                                       | <b>3.1</b> |                         |

### ( 2 ) Food & Soft Drinks

(billions of yen)

| Change factor                                        | Year ended<br>December 31,<br>2024 | Year ending<br>December 31,<br>2025<br>(Forecast) | Change     | Details |
|------------------------------------------------------|------------------------------------|---------------------------------------------------|------------|---------|
| Increase (decrease) in volume                        |                                    |                                                   | (1.3)      |         |
| Product mix, Price revision, Manufacturing cost      |                                    |                                                   | 2.0        |         |
| Advertising and promotion expenses                   |                                    |                                                   | 0.6        |         |
| Personnel expenses, Facilities costs ,other          |                                    |                                                   | (0.5)      |         |
| Domestic subsidiary,consolidation adjusting, other   |                                    |                                                   | (0.1)      |         |
| Japanese Food & Soft Drinks                          | 2.2                                | 2.9                                               | 0.6        |         |
| Overseas Soft Drinks                                 | 1.2                                | 1.3                                               | 0.1        |         |
| <b>Food &amp; Soft Drinks(Core operating profit)</b> | <b>3.4</b>                         | <b>4.2</b>                                        | <b>0.8</b> |         |

### ( 3 ) Real Estate

(billions of yen)

| Change factor                             | Year ended<br>December 31,<br>2024 | Year ending<br>December 31,<br>2025<br>(Forecast) | Change       | Details |
|-------------------------------------------|------------------------------------|---------------------------------------------------|--------------|---------|
| Yebisu Garden Place, etc.                 |                                    |                                                   | (1.5)        |         |
| Other area & other operations             |                                    |                                                   | 0.2          |         |
| Hokkaido                                  |                                    |                                                   | (0.0)        |         |
| Others                                    |                                    |                                                   | 0.5          |         |
| <b>Real Estate(Core operating profit)</b> | <b>7.8</b>                         | <b>7.0</b>                                        | <b>(0.8)</b> |         |

## 9. Consolidated Segment Information Forecasts (Year ending December 31, 2025)

(billions of yen)

|                                   |                                          | Alcoholic Beverages | Food & Soft Drinks | Real Estate | Other | Corporate and eliminations | Consolidated total |
|-----------------------------------|------------------------------------------|---------------------|--------------------|-------------|-------|----------------------------|--------------------|
| Revenue                           | Year ending December 31, 2025 (Forecast) | 393.5               | 113.0              | 25.5        | —     | —                          | 532.0              |
|                                   | Year ended December 31, 2024             | 388.2               | 117.9              | 24.6        | 0.1   | —                          | 530.8              |
|                                   | Change                                   | 5.3                 | (4.9)              | 0.9         | (0.1) | —                          | 1.2                |
| Core operating profit (*1)        | Year ending December 31, 2025 (Forecast) | 21.9                | 4.2                | 7.0         | —     | (8.5)                      | 24.5               |
|                                   | Year ended December 31, 2024             | 18.8                | 3.4                | 7.8         | 0.0   | (8.0)                      | 22.0               |
|                                   | Change                                   | 3.1                 | 0.8                | (0.8)       | (0.0) | (0.5)                      | 2.5                |
| Operating profit                  | Year ending December 31, 2025 (Forecast) | 20.9                | 3.8                | 6.2         | —     | (10.8)                     | 20.0               |
|                                   | Year ended December 31, 2024             | 4.7                 | 5.2                | 7.3         | 1.1   | (8.0)                      | 10.4               |
|                                   | Change                                   | 16.2                | (1.4)              | (1.1)       | (1.1) | (2.8)                      | 9.6                |
| Depreciation and amortization     | Year ending December 31, 2025 (Forecast) | 10.6                | 2.6                | 6.4         | —     | 2.6                        | 22.2               |
|                                   | Year ended December 31, 2024             | 11.6                | 2.9                | 6.2         | —     | 1.3                        | 22.0               |
|                                   | Change                                   | (1.0)               | (0.3)              | 0.3         | —     | 1.2                        | 0.2                |
| E B I T D A (*2)                  | Year ending December 31, 2025 (Forecast) | 32.4                | 6.8                | 13.4        | —     | (6.0)                      | 46.7               |
|                                   | Year ended December 31, 2024             | 30.4                | 6.3                | 14.0        | 0.0   | (6.7)                      | 44.0               |
|                                   | Change                                   | 2.0                 | 0.5                | (0.6)       | (0.0) | 0.8                        | 2.6                |
| Capital expenditures (cash basis) | Year ending December 31, 2025 (Forecast) | 17.2                | 3.2                | 12.2        | —     | 2.4                        | 35.0               |
|                                   | Year ended December 31, 2024             | 14.1                | 2.3                | 19.2        | —     | 1.4                        | 37.0               |
|                                   | Change                                   | 3.1                 | 0.9                | (7.0)       | —     | 1.0                        | (2.0)              |

\*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)