

Financial Summary

Fiscal Year	Previous Mid-term Business Plan "Challenge"							
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Net sales	151,048	151,369	147,404	148,902	154,828	149,526	149,856	171,401
Cost of sales	70,981	68,927	67,284	67,976	70,553	67,553	68,859	81,947
Gross profits	80,067	82,442	80,120	80,925	84,275	81,972	80,996	89,454
SG&A expenses	74,006	75,903	72,824	72,990	78,270	76,798	76,008	85,596
Operating profit	6,060	6,539	7,295	7,934	6,004	5,174	4,988	3,857
Ordinary profit	5,518	5,809	6,687	7,725	5,962	4,470	4,262	3,741
Profit attributable to owners of parent	705	2,691	2,351	4,410	3,712	2,322	2,347	3,269
Main SG&A expenses								
Shipment expenses	4,271	4,123	3,940	4,213	4,607	4,588	4,803	6,572
Advertising expenses	2,671	3,978	4,159	6,167	6,697	5,963	5,096	6,190
Promotion expenses	18,811	19,965	20,103	21,101	23,203	23,126	24,128	26,368
Salaries and allowances	13,435	12,804	11,861	11,526	11,281	11,006	11,143	11,893
Equipment								
Capital expenditure	1,184	1,481	6,839	16,833	14,376	12,261	10,681	10,037
Depreciation	12,487	12,747	12,350	11,202	12,080	12,343	11,704	12,611
Assets / Employees								
Total assets	125,326	125,497	128,550	140,487	146,479	147,894	163,697	163,870
Net assets	71,020	73,049	74,788	79,097	82,554	84,734	85,181	85,693
Number of employees (persons)	3,281	3,149	2,936	2,916	2,770	2,767	2,887	3,602
Cash flow								
Cash flow from operating activities	19,650	14,911	17,540	16,491	14,764	13,959	14,603	15,309
Cash flow from investing activities	(8,390)	(3,252)	(8,274)	(6,704)	(16,580)	3,734	(8,090)	(20,560)
Cash flow from financing activities	(13,539)	(11,964)	(11,016)	(219)	(469)	(2,561)	12,412	(9,445)
Cash and cash equivalent at end of period	21,533	21,174	19,424	29,051	26,874	42,020	60,898	46,120
Financial index								
Gross profit margin (%)	53.0	54.5	54.4	54.3	54.4	54.8	54.0	52.2
Operating margin (%)	4.0	4.3	4.9	5.3	3.9	3.5	3.3	2.3
Profit margin on net sales (%)	0.5	1.8	1.6	3.0	2.4	1.6	1.6	1.9
Total asset turnover (times)	1.2	1.2	1.1	1.1	1.1	1.0	0.9	1.0
Inventory turnover (times)	24.0	24.2	24.4	24.1	24.1	22.0	21.0	22.2
Capital adequacy ratio (%)	55.6	57.0	56.9	55.1	55.1	56.0	50.8	51.3
ROA (%)	4.9	4.6	5.3	5.7	4.2	3.0	2.7	2.3
ROE (%)	1.0	3.8	3.2	5.9	4.7	2.8	2.8	3.9
Information per share								
Earnings per share (yen)	42.61	162.45	141.91	266.22	224.08	140.16	141.68	197.34
Book value per share (yen)	4,208.25	4,321.26	4,416.66	4,670.18	4,872.53	4,999.88	5,022.16	5,075.31
Dividend per share (yen)	50	50	50	60	60	60	60	60
Dividend payout ratio (%)	117.4	30.8	35.2	22.5	26.8	42.8	42.3	30.4

the Next Stage* (to FY2019)

Millions of yen	
FY2017	FY2018
172,684	171,553
83,420	83,026
89,263	88,527
84,372	82,455
4,891	6,071
5,382	5,998
2,504	3,856
7,066	7,208
5,494	5,685
25,917	26,254
12,424	12,446
9,454	12,635
11,860	10,396
171,147	172,228
90,927	93,940
3,771	3,912
14,308	10,851
(8,947)	(16,876)
(3,843)	(2,618)
47,520	38,413
51.7	51.6
2.8	3.5
1.5	2.2
1.0	1.0
19.9	19.4
52.3	53.8
3.2	3.5
2.9	4.2
151.73	234.15
5,430.20	5,628.56
60	60
39.5	25.6

Segment Information

Previous Mid-term Business Plan "Challenge the Next Stage" (to FY2019)

Fiscal Year	Millions of yen				
	FY2014	FY2015	FY2016	FY2017	FY2018
Domestic Beverage Business*					
Net sales*	124,597	124,192	128,278	126,712	124,879
Segment profit	3,839	3,745	3,958	5,542	7,106
Segment profit margin (%)	3.1%	3.0%	3.1%	4.4%	5.7%
Segment assets	130,485	145,737	110,241	52,219	50,526
Capital expenditure	11,500	9,788	7,017	6,505	6,712
Depreciation	11,287	10,657	10,643	9,246	8,062
ROA (%)	3.0%	2.7%	3.1%	10.3%	13.8%
International Beverage Business*					
Net sales*	-	-	16,735	18,547	17,154
Segment profit	-	-	(1,266)	(838)	(704)
Segment profit margin (%)	-	-	-	-	-
Segment assets	-	-	21,744	20,717	15,186
Capital expenditure	-	-	1,882	842	539
Depreciation	-	-	907	918	675
Goodwill amortization value	-	-	182	171	114
ROA (%)	-	-	-	-	-
Pharmaceutical-Related Business					
Net sales*	10,220	9,126	9,068	10,536	10,964
Segment profit	1,135	979	944	1,271	847
Segment profit margin (%)	11.1%	10.7%	10.4%	12.1%	7.7%
Segment assets	13,684	13,568	14,962	17,001	17,803
Capital expenditure	291	298	423	1,248	3,953
Depreciation	483	459	430	517	624
ROA (%)	8.3%	7.2%	6.6%	8.0%	4.9%
Food Business					
Net sales*	15,360	17,155	18,013	17,560	19,114
Segment profit	198	259	122	219	235
Segment profit margin (%)	1.3%	1.5%	1.2%	1.2%	1.2%
Segment assets	17,166	17,537	17,395	17,791	17,459
Capital expenditure	470	595	742	465	941
Depreciation	572	587	632	656	683
Goodwill amortization value	306	306	298	298	298
ROA (%)	2.3%	1.5%	1.2%	1.2%	1.3%

*1 The acquisition of Tarami Corporation (Food Business) is assumed for the purposes hereof to have taken place on July 20, 2012 and is included in consolidated accounts for six months of FY2012

*2 Acquisition of the Malaysian beverage business was completed in December 2015 and it is included in consolidated accounts starting FY2016

*3 Acquisition of the Turkish beverage business was completed in February 2016, and it is included in consolidated accounts for eleven months of FY2016

*4 Started the transition from a lease to a purchasing method of vending machine procurement in FY2011.

*5 Due to second-hand parts use and a revision to the vending machine procurement method in the Domestic Beverage Business, purchasing costs per vending machine decreased.

*6 A change took place in assets and costs in conjunction with the transition to a holding company structure

*7 From FY2017, changes were made to reporting segments and the Beverage Sales Division was split between the Domestic Beverage Business and International Beverage Business

Results for FY2016 have been adjusted to fit the new reporting segments

Results for the Domestic Beverage Business to FY2015 include results for Russia and China

*8 Each sales figure includes internal sales between segments