

こころとからだに、
おいしいものを。



**FY2022 (Year Ending January 20, 2023)
2nd Quarter
Supplementary Material for Financial
Results**

| | |
|---|----------------|
| 1. Consolidated Statement of income | ... P.1 |
| 2. Sales Results in the Domestic Beverage Business | ... P.3 |
| 3. Segment Information | ... P.4 |
| 4. Segment Information(Changes by Year) | ... P.5 |
| 5. Consolidated Highlights | ... P.6 |

*In this document, figures less than one million yen have been rounded down therefore the total amount may differ from the breakdown, and the figures including component ratio have been rounded to the first decimal point.

August 26, 2022

DyDo GROUP HOLDINGS INC.

1. Consolidated Statement of Income

■ Results

(Millions of yen)

| | FY2021 | FY2022 | Year on year | | Comment |
|---|---------------|--------------------|----------------|---------------------|---------|
| | 2Q Results | 2Q Results | Difference (%) | Difference (amount) | |
| Domestic Beverage Business | 57,764 | 54,001 | - | - | |
| International Beverage Business | 5,711 | 9,281 | - | - | |
| Pharmaceutical-Related Business | 5,682 | 5,956 | - | - | |
| Food Business | 11,088 | 10,844 | - | - | |
| Orphan Drug Business | - | - | - | - | |
| Adjustment | (324) | (302) | - | - | |
| Net sales | 79,922 | 79,781 | - | - | |
| Domestic Beverage Business | 3,363 | 1,368 | (59.3%) | (1,995) | |
| International Beverage Business | (352) | (735) | - | (382) | |
| Pharmaceutical-Related Business | 49 | 66 | 36.1% | 17 | |
| Food Business | 804 | 908 | 12.9% | 103 | |
| Orphan Drug Business | (399) | (269) | - | 130 | |
| Adjustment | (721) | (615) | - | 105 | |
| Operating profit | 2,743 | 723 (73.6%) | | (2,019) | |
| Non-operating income (expenses) | 69 | (261) | - | (331) | |
| Ordinary profit (loss) | 2,813 | 461 (83.6%) | | (2,351) | |
| Extraordinary income (losses) | 31 | (110) | - | (141) | |
| Profit (loss) before income taxes | 2,844 | 351 Δ87.6% | | (2,492) | |
| Income taxes | 1,148 | 1,260 | 9.8% | 112 | |
| Profit (loss) | 1,695 | (909) | - | (2,604) | |
| Profit (loss) attributable to owners of parent | 1,771 | (869) | - | (2,640) | |

■ SG&A Expenses

(Millions of yen)

| | FY2021 | FY2022 | Year on year | | Comment |
|--------------------------|---------------|----------------------|----------------|---------------------|---------|
| | 2Q Results | 2Q Results | Difference (%) | Difference (amount) | |
| Shipment expenses | 3,606 | 4,300 | 19.3% | 694 | |
| Advertising expenses | 2,032 | 1,494 | (26.5%) | (538) | |
| Promotion expenses | 13,071 | 8,645 | (33.9%) | (4,425) | |
| Payroll and allowances | 6,218 | 6,377 | 2.6% | 158 | |
| Other | 14,436 | 14,788 | 2.4% | 352 | |
| SG&A Expenses | 39,364 | 35,606 (9.5%) | | (3,757) | |

■ Equipment

(Millions of yen)

| | FY2021 | FY2022 | Year on year | | Comment |
|---------------------|------------|------------|----------------|---------------------|---------|
| | 2Q Results | 2Q Results | Difference (%) | Difference (amount) | |
| Capital expenditure | 5,474 | 5,259 | (3.9%) | (215) | |
| Depreciation | 3,390 | 3,787 | 11.7% | 396 | |

■ Reference: sales under conventional standards

(Millions of yen)

| | FY2021 | FY2022 | Year on year | | Comment |
|---------------------------------|---------------|--------------------|----------------|---------------------|---------|
| | 2Q Results | 2Q Results | Difference (%) | Difference (amount) | |
| Domestic Beverage Business | 57,764 | 58,113 | 0.6% | 349 | |
| International Beverage Business | 5,711 | 9,281 | 62.5% | 3,570 | |
| Pharmaceutical-Related Business | 5,682 | 6,037 | 6.3% | 355 | |
| Food Business | 11,088 | 11,980 | 8.0% | 891 | |
| Orphan Drug Business | - | - | - | - | |
| Adjustment | (324) | (302) | - | 21 | |
| Net sales | 79,922 | 85,111 6.5% | | 5,188 | |

note1 From fiscal 2022, we apply the Accounting Standard for Revenue Recognition as detailed in the Accounting Standards Board of Japan's Statement No. 29 and other regulations. The figures contained within are based on applicable accounting standards. As this has a major impact on sales figures, the amount of increase or decrease in sales has not been described. Since the local accounting of the international beverage business is based on IFRS, there is no impact from the application of the revenue recognition standard.

note2 From FY2022 Q2, for our Turkish subsidiary, we have made accounting adjustments in line with criteria set in IAS 29 Financial Reporting in Hyperinflationary Economies. As a result, sales increased by 665 million yen, but the following decreased: operating profit by 673 million yen, ordinary profit by 989 million yen, and quarterly profit attributable to owners of parent by 1.256 billion yen.

■ Full year forecast

(Millions of yen)

| | FY2021 | FY2022 | Year on year | | Comment |
|---|----------------|----------------|----------------|---------------------|---------|
| | Results | Forecast | Difference (%) | Difference (amount) | |
| Domestic Beverage Business | 118,080 | 114,500 | - | - | |
| International Beverage Business | 12,777 | 21,100 | - | - | |
| Pharmaceutical-Related Business | 11,133 | 11,500 | - | - | |
| Food Business | 21,165 | 19,000 | - | - | |
| Orphan Drug Business | - | - | - | - | |
| Adjustment | (553) | (600) | - | - | |
| Net sales | 162,602 | 165,500 | - | - | |
| Domestic Beverage Business | 6,267 | 3,450 | (45.0%) | (2,817) | |
| International Beverage Business | (528) | (900) | - | (371) | |
| Pharmaceutical-Related Business | (19) | 50 | - | 69 | |
| Food Business | 959 | 700 | (27.0%) | (259) | |
| Orphan Drug Business | (573) | (700) | - | (126) | |
| Adjustment | (1,524) | (1,900) | - | (375) | |
| Operating profit | 4,581 | 700 | (84.7%) | (3,881) | |
| Ordinary profit | 5,651 | 950 | (83.2%) | (4,701) | |
| Profit (loss) attributable to owners of parent | 3,974 | (600) | - | (4,574) | |

■ Reference: sales forecasts under conventional standards

(Millions of yen)

| | FY2021 | FY2022 | Year on year | |
|---------------------------------|----------------|----------------|----------------|---------------------|
| | Results | Forecast | Difference (%) | Difference (amount) |
| Domestic Beverage Business | 118,080 | 122,800 | 4.0% | 4,719 |
| International Beverage Business | 12,777 | 21,100 | 65.1% | 8,322 |
| Pharmaceutical-Related Business | 11,133 | 11,700 | 5.1% | 566 |
| Food Business | 21,165 | 21,100 | (0.3%) | (65) |
| Orphan Drug Business | - | - | - | - |
| Adjustment | (553) | (600) | - | (46) |
| Net sales | 162,602 | 176,100 | 8.3% | 13,497 |

note1 From fiscal 2022, we will apply the Accounting Standard for Revenue Recognition as detailed in the Accounting Standards Board of Japan's Statement No. 29 and other regulations. The figures contained within are predictions based on applicable accounting standards. As this has a major impact on sales figures, the amount of increase or decrease in sales has not been described. Since the local accounting of the international beverage business is based on IFRS, there is no impact from the application of the revenue recognition standard.

note2 We have made accounting adjustments in line with criteria set in IAS 29 Financial Reporting in Hyperinflationary Economies. The effect of this adjustment is an increase of 3.5 billion yen in net sales forecast and a decrease of 800 million yen in operating profit, 1.1 billion yen in ordinary profit, 1.35 billion yen in profit attributable to owners of parent.

2. Sales Results in the Domestic Beverage Business

■ Sales Results by channels

(Millions of yen)

| | FY2021 | FY2022 | Year on year | | Comment |
|------------------------------------|---------------|---------------|----------------|---------------------|---------|
| | 2Q Results | 2Q Results | Difference (%) | Difference (amount) | |
| Vending machines | 46,107 | 45,802 | - | - | |
| Distribution · Export | 9,513 | 5,986 | - | - | |
| Home Shopping Sales of Supplements | 2,143 | 2,212 | - | - | |
| Domestic Beverage Business | 57,764 | 54,001 | - | - | |

■ Reference: Sales Results by channels under conventional standards

(Millions of yen)

| | FY2021 | FY2022 | Year on year | | Comment |
|------------------------------------|---------------|---------------|----------------|---------------------|---------|
| | 2Q Results | 2Q Results | Difference (%) | Difference (amount) | |
| Vending machine | 46,107 | 46,281 | 0.4% | 174 | |
| Distribution · Export | 9,513 | 9,618 | 1.1% | 104 | |
| Home Shopping Sales of Supplements | 2,143 | 2,214 | 3.3% | 71 | |
| Domestic Beverage Business | 57,764 | 58,113 | 0.6% | 349 | |

■ Volume of Sales Results by channels

(1,000 cases)

| | FY2021 | FY2022 | Year on year | | Comment |
|-----------------------------------|---------------|---------------|----------------|---------------------|---------|
| | 2Q Results | 2Q Results | Difference (%) | Difference (amount) | |
| Vending machine | 20,674 | 20,314 | (1.7%) | (360) | |
| Distribution · Export | 4,226 | 4,163 | (1.5%) | (62) | |
| Domestic Beverage Business | 24,901 | 24,478 | (1.7%) | (423) | |

■ Volume of Sales Results by categories

(1,000 cases)

| | FY2021 | FY2022 | Year on year | | Comment |
|-----------------------------------|---------------|---------------|----------------|---------------------|---------|
| | 2Q Results | 2Q Results | Difference (%) | Difference (amount) | |
| Coffee beverages | 12,635 | 12,109 | (4.2%) | (526) | |
| Tea-flavored beverages | 4,211 | 4,290 | 1.9% | 79 | |
| Carbonated beverages | 2,946 | 2,368 | (19.6%) | (578) | |
| Mineral water types | 1,584 | 1,760 | 11.1% | 175 | |
| Fruit beverages | 1,696 | 2,009 | 18.4% | 312 | |
| Sports Drinks | 484 | 520 | 7.5% | 36 | |
| Drinkable preparations | 193 | 243 | 26.0% | 50 | |
| Other beverages | 1,149 | 1,176 | 2.3% | 26 | |
| Domestic Beverage Business | 24,901 | 24,478 | (1.7%) | (423) | |

note From fiscal 2022, we will apply the Accounting Standard for Revenue Recognition as detailed in the Accounting Standards Board of Japan's Statement No. 29 and other regulations. The figures contained within are based on applicable accounting standards. As this has a major impact on sales figures, the amount of increase or decrease in sales has not been described.

4. Segment Information

■ Domestic Beverage Business

(Millions of yen)

| | FY2021 | FY2022 | Year on year | | Comment |
|--------------------------------------|------------|------------|----------------|---------------------|---------|
| | 2Q Results | 2Q Results | Difference (%) | Difference (amount) | |
| Sales | 57,764 | 54,001 | - | - | |
| (Sales under conventional standards) | - | 58,113 | 0.6% | 349 | |
| Segment profit (loss) | 3,363 | 1,368 | - | (1,995) | |
| Segment profit margin (%) | 5.8% | 2.5% | - | (3.3%) | |
| Capital expenditure | 3,811 | 4,232 | 11.1% | 421 | |
| Depreciation | 1,939 | 2,232 | 15.1% | 292 | |

■ International Beverage Business

(Millions of yen)

| | FY2021 | FY2022 | Year on year | | Comment |
|--------------------------------------|------------|------------|----------------|---------------------|---------|
| | 2Q Results | 2Q Results | Difference (%) | Difference (amount) | |
| Sales | 5,711 | 9,281 | - | - | |
| (Sales under conventional standards) | - | 9,281 | 62.5% | 3,570 | |
| Segment loss | (352) | (735) | - | (382) | |
| Segment profit margin (%) | (6.2%) | (7.9%) | - | (1.7%) | |
| Capital expenditure | 946 | 288 | (69.5%) | (658) | |
| Depreciation | 267 | 358 | 34.3% | 91 | |
| Amortization of goodwill, etc. | 73 | - | - | (73) | |

■ Pharmaceutical-Related Business

(Millions of yen)

| | FY2021 | FY2022 | Year on year | | Comment |
|--------------------------------------|------------|------------|----------------|---------------------|---------|
| | 2Q Results | 2Q Results | Difference (%) | Difference (amount) | |
| Sales | 5,682 | 5,956 | - | - | |
| (Sales under conventional standards) | - | 6,037 | 6.3% | 355 | |
| Segment profit (loss) | 49 | 66 | 36.1% | 17 | |
| Segment profit margin (%) | 0.9% | 1.1% | - | 0.3% | |
| Capital expenditure | 132 | 38 | (70.6%) | (93) | |
| Depreciation | 593 | 587 | (1.2%) | (6) | |

■ Food Business

(Millions of yen)

| | FY2021 | FY2022 | Year on year | | Comment |
|--------------------------------------|------------|------------|----------------|---------------------|---------|
| | 2Q Results | 2Q Results | Difference (%) | Difference (amount) | |
| Sales | 11,088 | 10,844 | - | - | |
| (Sales under conventional standards) | - | 11,980 | 8.0% | 891 | |
| Segment profit | 804 | 908 | 12.9% | 103 | |
| Segment profit margin (%) | 7.3% | 8.4% | - | 1.1% | |
| Capital expenditure | 364 | 499 | 36.8% | 134 | |
| Depreciation | 407 | 420 | 3.1% | 12 | |
| Amortization of goodwill, etc. | 175 | 175 | 0.0% | 0 | |

note1 Including intersegment sales.

note2 From fiscal 2022, we will apply the Accounting Standard for Revenue Recognition as detailed in the Accounting Standards Board of Japan's Statement No. 29 and other regulations. The figures contained within are based on applicable accounting standards. As this has a major impact on sales figures, the amount of increase or decrease in sales has not been described. Since the local accounting of the international beverage business is based on IFRS, there is no impact from the application of the revenue recognition standard.

note3 From FY2022 Q2, for our Turkish subsidiary (international beverage business), we have made accounting adjustments in line with criteria set in IAS 29 Financial Reporting in Hyperinflationary Economies. As a result, sales increased by 665 million yen, but segment profit decreased by 673 million yen.

5. Segment Information(Changes by Year)

■ Domestic Beverage Business

(Millions of yen)

| Fiscal Year | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 |
|---------------------------|---------|---------|---------|---------|---------|
| Sales | 126,712 | 124,879 | 121,203 | 115,536 | 118,080 |
| Segment profit | 5,542 | 7,106 | 3,948 | 7,110 | 6,267 |
| Segment profit margin (%) | 4.4% | 5.7% | 3.3% | 6.2% | 5.3% |
| Capital expenditure | 6,505 | 6,712 | 6,853 | 5,949 | 7,219 |
| Depreciation | 9,246 | 8,062 | 7,148 | 3,548 | 4,028 |
| ROA (%) | 10.3% | 13.9% | 7.9% | 14.0% | 11.5% |

■ International Beverage Business

(Millions of yen)

| Fiscal Year | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 |
|--------------------------------|--------|--------|--------|--------|--------|
| Sales | 18,547 | 17,154 | 16,004 | 12,191 | 12,777 |
| Segment loss | (838) | (704) | (306) | (175) | (528) |
| Segment profit margin (%) | (4.5%) | (4.1%) | (1.9%) | (1.4%) | (4.1%) |
| Capital expenditure | 842 | 539 | 434 | 1,009 | 995 |
| Depreciation | 918 | 675 | 628 | 517 | 496 |
| Amortization of goodwill, etc. | 356 | 255 | 210 | 165 | 135 |
| ROA (%) | (4.0%) | (3.9%) | (2.1%) | (1.4%) | (5.3%) |

■ Pharmaceutical-Related Business

(Millions of yen)

| Fiscal Year | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 |
|---------------------------|--------|--------|--------|--------|--------|
| Sales | 10,536 | 10,964 | 11,097 | 10,324 | 11,133 |
| Segment profit (loss) | 1,271 | 847 | 210 | (425) | (19) |
| Segment profit margin (%) | 12.1% | 7.7% | 1.9% | (4.1%) | (0.2%) |
| Capital expenditure | 1,248 | 3,953 | 7,466 | 439 | 223 |
| Depreciation | 517 | 624 | 696 | 1,122 | 1,190 |
| ROA (%) | 8.0% | 4.9% | 1.0% | (2.0%) | (0.1%) |

■ Food Business

(Millions of yen)

| Fiscal Year | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 |
|--------------------------------|--------|--------|--------|--------|--------|
| Sales | 17,560 | 19,114 | 20,643 | 20,900 | 21,165 |
| Segment profit | 219 | 235 | 464 | 946 | 959 |
| Segment profit margin (%) | 1.2% | 1.2% | 2.3% | 4.5% | 4.5% |
| Capital expenditure | 465 | 941 | 1,252 | 864 | 755 |
| Depreciation | 656 | 683 | 765 | 810 | 815 |
| Amortization of goodwill, etc. | 352 | 352 | 352 | 352 | 351 |
| ROA (%) | 1.2% | 1.3% | 2.6% | 5.0% | 4.8% |

note Including intersegment sales.

6. Consolidated Highlights

Consolidated Statement of Income

(Millions of yen)

| Fiscal Year | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 |
|---|---------|---------|---------|---------|---------|
| Net sales | 172,684 | 171,553 | 168,256 | 158,227 | 162,602 |
| Cost of sales | 83,420 | 83,026 | 81,097 | 74,708 | 77,895 |
| Gross profit | 89,263 | 88,527 | 87,159 | 83,518 | 84,706 |
| SG&A expenses | 84,372 | 82,455 | 84,265 | 77,916 | 80,125 |
| Operating profit | 4,891 | 6,071 | 2,893 | 5,602 | 4,581 |
| Ordinary profit | 5,382 | 5,998 | 2,857 | 5,727 | 5,651 |
| Profit attributable to owners of parent | 2,504 | 3,856 | 1,778 | 3,204 | 3,974 |

Main SG&A Expenses

(Millions of yen)

| Fiscal Year | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 |
|-------------------------|--------|--------|--------|--------|--------|
| Shipment expenses | 7,066 | 7,208 | 7,349 | 6,976 | 7,236 |
| Advertising expenses | 5,494 | 5,685 | 5,553 | 4,238 | 4,646 |
| Promotion expenses | 25,917 | 26,254 | 27,099 | 26,964 | 26,930 |
| Salaries and allowances | 12,424 | 12,446 | 13,065 | 12,623 | 12,545 |

Equipment

(Millions of yen)

| Fiscal Year | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 |
|---------------------|--------|--------|--------|--------|--------|
| Capital expenditure | 9,454 | 12,635 | 16,543 | 8,520 | 10,064 |
| Depreciation | 11,860 | 10,396 | 9,647 | 6,383 | 6,918 |

Assets/Employees

(Millions of yen)

| Fiscal Year | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 |
|------------------------------|---------|---------|---------|---------|---------|
| Total assets | 171,147 | 171,632 | 163,383 | 157,594 | 158,984 |
| Net assets | 90,927 | 93,940 | 89,210 | 82,609 | 83,261 |
| Number of employees (person) | 3,771 | 3,912 | 4,160 | 3,922 | 4,029 |

Cash flow

(Millions of yen)

| Fiscal Year | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 |
|--|---------|----------|----------|---------|---------|
| Cash flows from operating activities | 14,308 | 10,851 | 11,495 | 12,540 | 8,059 |
| Cash flows from investing activities | (8,947) | (16,876) | (15,472) | (7,635) | (6,464) |
| Cash flows from financing activities | (3,843) | (2,618) | (4,099) | (2,329) | (3,651) |
| Cash and cash equivalents at end of year | 47,520 | 38,413 | 30,253 | 32,687 | 30,072 |

Financial index

| Fiscal Year | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 |
|--------------------------------|--------|--------|--------|--------|--------|
| Gross profit margin (%) | 51.7 | 51.6 | 51.8 | 52.8 | 52.1 |
| Operating margin (%) | 2.8 | 3.5 | 1.7 | 3.5 | 2.8 |
| Profit margin on net sales (%) | 1.5 | 2.2 | 1.1 | 2.0 | 2.4 |
| Total asset turnover (times) | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 |
| Inventory turnover (times) | 19.9 | 19.4 | 19.5 | 19.1 | 19.3 |
| Capital adequacy ratio (%) | 52.3 | 54.0 | 53.9 | 51.8 | 52.1 |
| Return on assets (%) | 3.2 | 3.5 | 1.7 | 3.6 | 3.6 |
| Return on equity (%) | 2.9 | 4.2 | 2.0 | 3.8 | 4.8 |

Information per share

| Fiscal Year | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 |
|----------------------------|----------|----------|----------|----------|----------|
| Earnings per share (yen) | 151.73 | 234.15 | 108.00 | 201.31 | 254.20 |
| Book-value per share (yen) | 5,430.20 | 5,628.56 | 5,341.36 | 5,224.46 | 5,290.73 |
| Dividend per share (yen) | 60 | 60 | 60 | 60 | 60 |
| Dividend payout ratio (%) | 39.5 | 25.6 | 55.6 | 29.8 | 23.6 |

note Changes in accounting practices, including Partial Amendments to Accounting Standard for Tax Effect Accounting (ASBJ Statement No. 28, February 16, 2018), have been applied starting with the beginning of the first quarterly consolidated accounting period of FY2019. The changes have also been applied retroactively to figures for FY2018 end-of-year performance in the above table.