

Presentation Material of Financial Results for Q2 (1H) Fiscal year ending March 31, 2027



LIFEDRINK COMPANY

November 12, 2026



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LIFEDRINK COMPANY, INC.
November 12, 2026

Executive Summary

Q2FY2027

Increased production, revenue, and operating profit

- Production volume increased by 21% (YOY), driven by factors including the production contribution from Gunma Beverage (hereinafter “GBK”) and the launch of a new line at N Beverage (hereinafter “NBK”).
- Revenue rose 26% (YOY), supported by efforts such as securing sales channels to accommodate the expanded production volume.
- Operating profit grew 12% (YOY), as revenue growth and cost-saving initiatives (such as logistics optimization) offset various cost increases, including those driven by the situation in the Middle East and temporary expenses associated with M&A.
- However, operating profit declined in the second quarter (July-September). The main factors were a time lag in price revisions in response to cost increases driven by surging crude oil prices, and poor weather in September.

FY2027 Progress of Initiatives

On Track

- Line 2 at the Gotemba Factory commenced commercial operations in October as planned, reaching full production in November.
- Regarding growth investments, the in-house production and capacity expansion of GBK, as well as the line renewal at the Iwate Factory, are progressing on schedule. Furthermore, we plan to utilize subsidies of up to 1.4 billion yen for the line renewal at the Iwate Factory .
- Measures to address cost increases driven by soaring crude oil and tea leaf prices—such as price revisions and specification changes for tea leaves—along with the establishment of multiple hubs for EC logistics, are progressing steadily.
- The acquisition of Pokka Sapporo's vending machine business was completed on October 1.

1. Q2FY2027　Performance

2. （Reference）　Company Introduction

Highlights : Q2FY2027

Revenue

36.2BN
(YoY+26%)

Operating profit

3.9BN
(YoY+12%)

EBITDA

5.5BN
(YoY+19%)

Production volume*1

52
Million cases*2
(YoY+21%)

Factors Driving Production Volume Growth

- Production contribution from GBK
- Production volume increase from the operation of the new NBK line
- Full-scale production at two OBK factories (Yamanakako and Hita)

*1 : Excl. production from affiliate Ikoma Meisui Co., Ltd.
*2 : 1case = 12liters

Financial Results：Q2FY2027

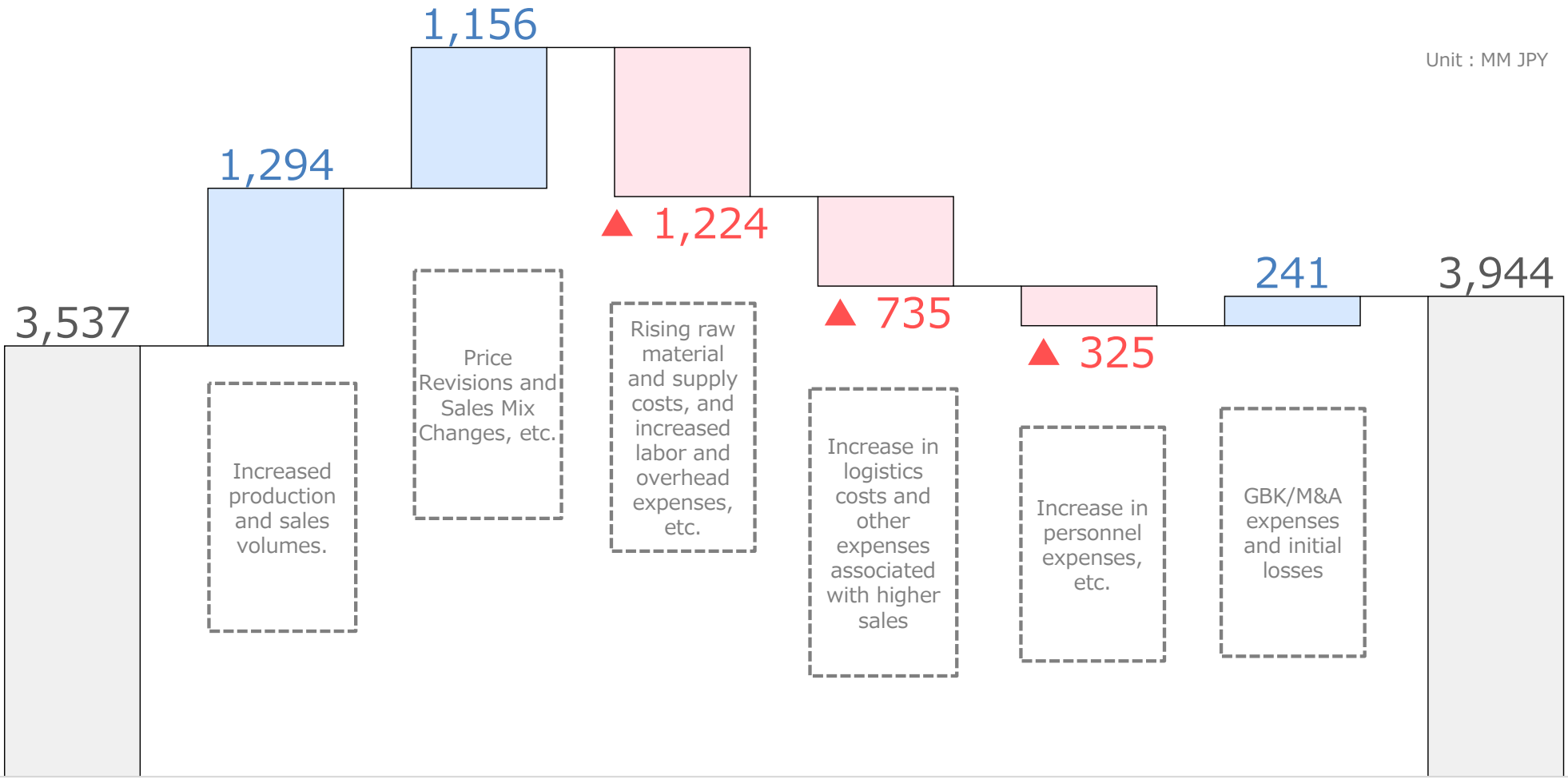
Increased production volume*1 (+21% YoY) contributed to an ¥7.5 BN revenue increase (+26%). Additionally, we achieved higher operating profit (+12%) by offsetting rising costs through revenue growth and cost-reduction efforts.

Unit : MM(JPY)	FY2026 Q2	FY2027 Q2	Variance (YoY)	YoY%
Production volume (Million cases)	**43.0**	**52.0**	+8.9	+21%
Revenue	**28,668**	**36,234**	+7,565	+26%
Operating profit %	**3,537** **(12.3%)**	**3,944** **(10.9%)**	+406 (▲1.5pt)	+12%
Profit % EPS(yen)	**2,365** **(8.3%)** **(45.26)**	**2,294** **(6.3%)** **(44.20)**	▲71 (▲1.9pt) (▲1.06)	▲3%
EBITDA %	**4,609** **(16.1%)**	**5,504** **(15.2%)**	+895 (▲0.9pt)	+19%

*1： Excl. production from affiliate Ikoma Meisui Co., Ltd.

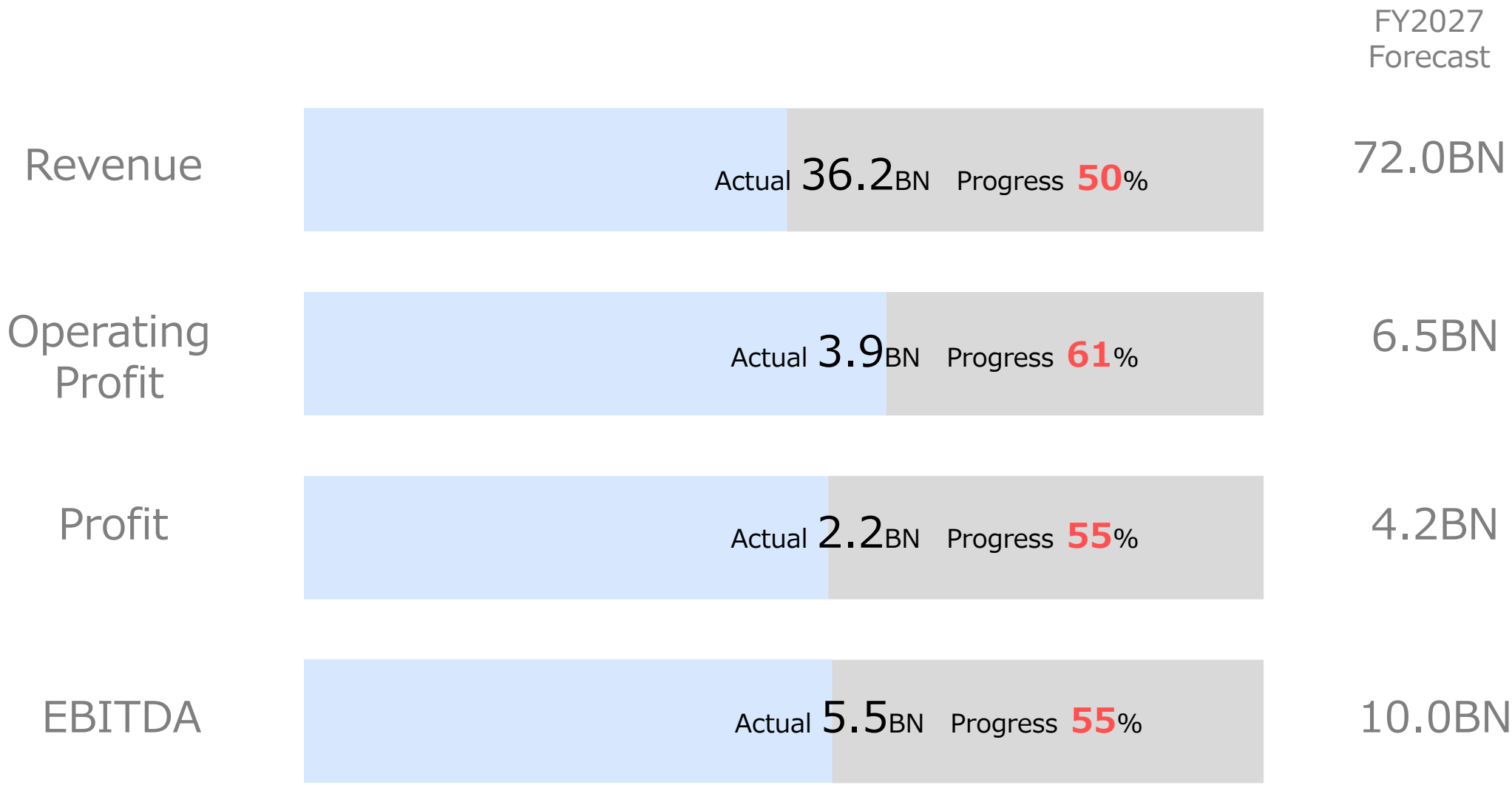
Analysis of Operating Profit: Compared to Q2FY2026

Operating profit +¥400M YoY: Covered increased raw material and personnel costs via higher revenue, improved productivity, and cost cutting.

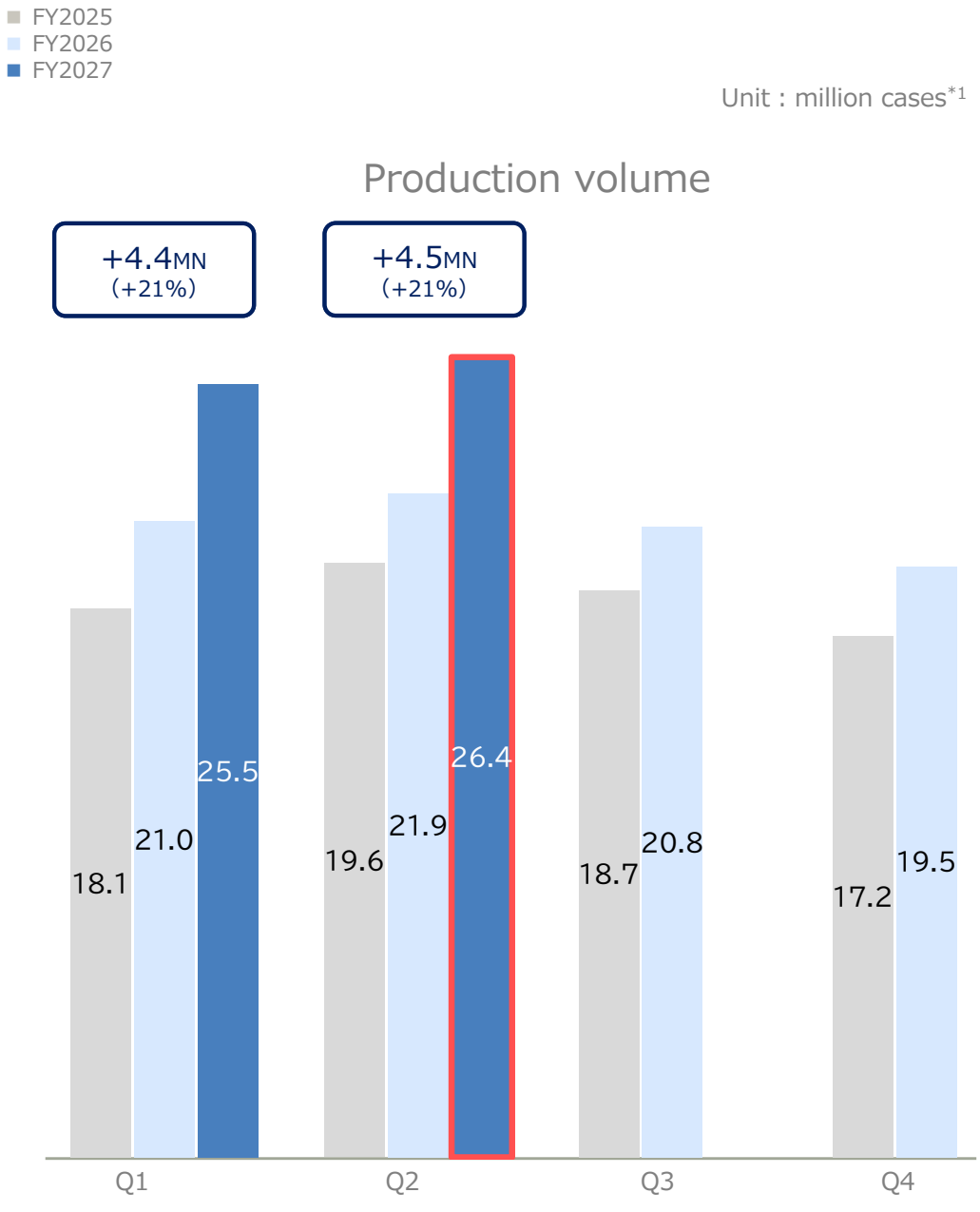


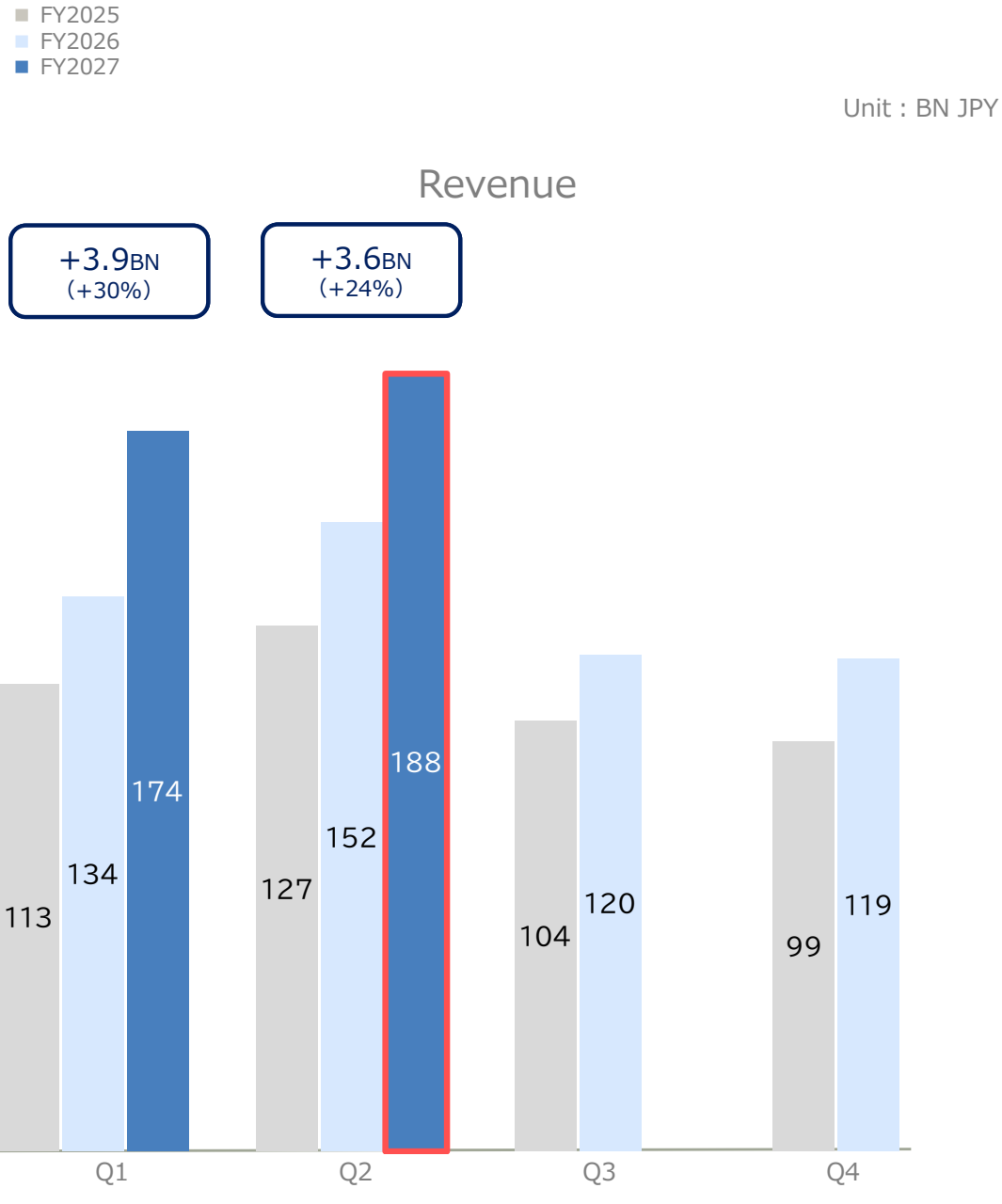
Performance Progress : Q2FY2027

The achievement rate against the full-year forecast is 50% for revenue and 61% for operating profit.



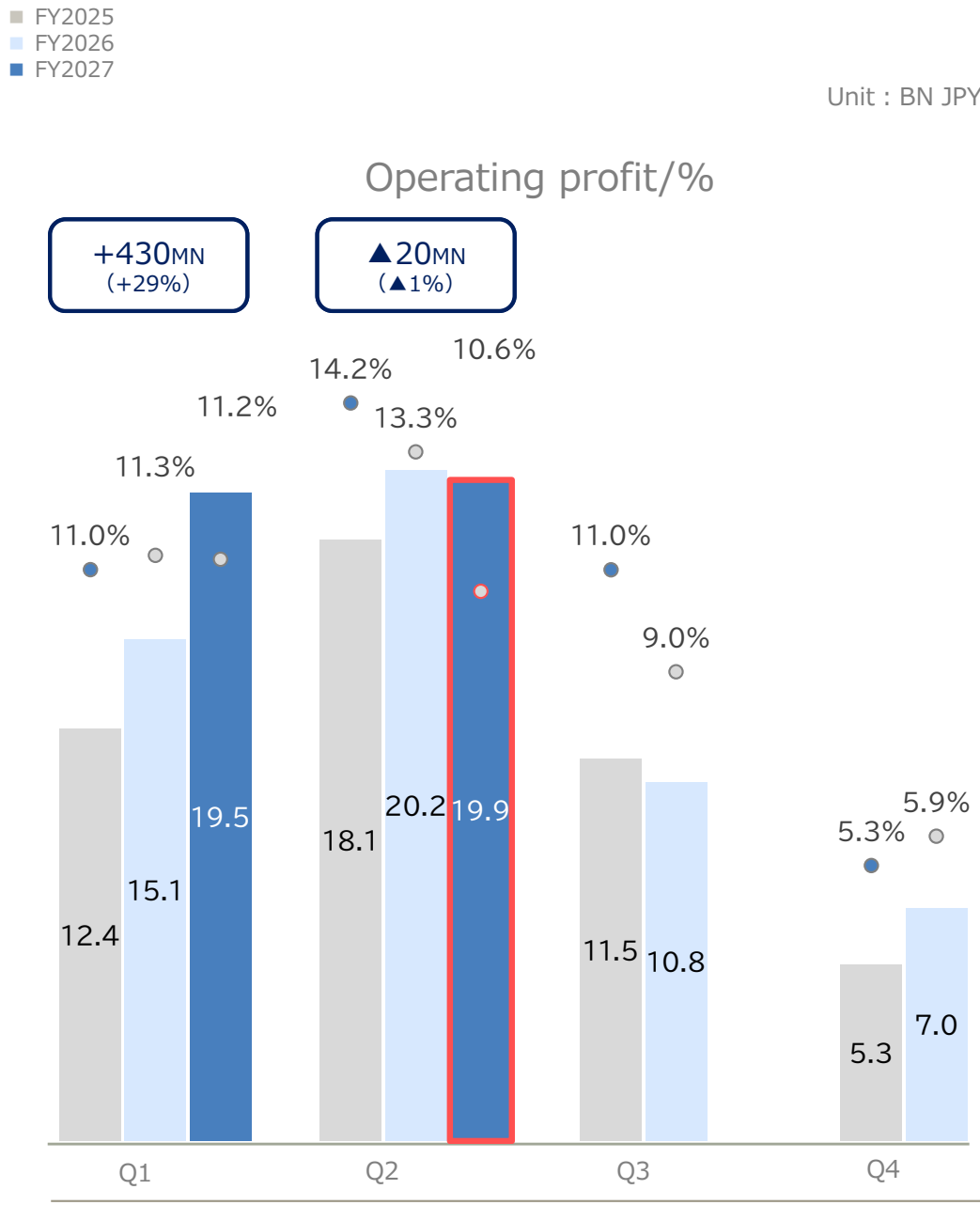
[Reference] Quarterly Performance Trends (1)

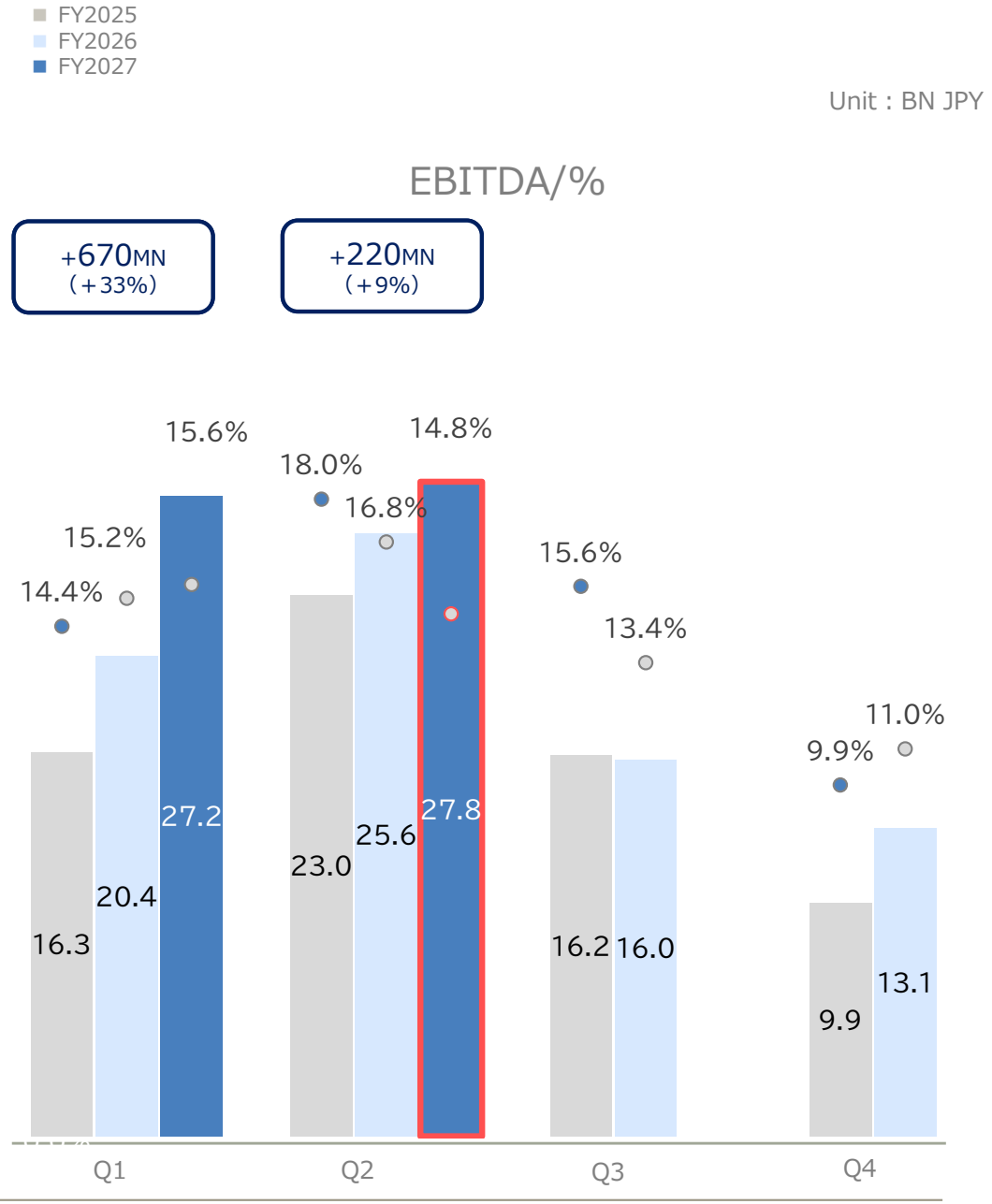




*1 : 1case = 12liters

[Reference] Quarterly Performance Trends(2)





Balance Sheet : Q2 FY2027

Non-current assets +¥8.6B (Gotemba Line 2 CAPEX & Vending channel goodwill); Net interest-bearing debt +¥8.0B via debt funding.

Unit : MM [JPY]	FY2026		FY2027 Q2		
	Amount	%	Amount	%	Variance
Current assets	15,817	34%	**19,281**	33%	+3,463
[Cash and deposits]	3,561	8%	**5,343**	9%	+1,781
Non-current assets	31,246	66%	**39,939**	67%	+8,693
Total assets	47,063	100%	**59,220**	100%	+12,156
Current liabilities	19,284	41%	**22,088**	37%	+2,804
Non-current liabilities	11,330	24%	**19,280**	33%	+7,950
[Interest-bearing debt]	22,920	49%	**32,766**	55%	+9,846
Total liabilities	30,614	65%	**41,369**	70%	+10,754
Net assets	16,449	35%	**17,851**	30%	+1,401
Total liabilities and net assets	47,063	100%	**59,220**	100%	+12,156
【Reference】 [Net debt EBITDA ratio]*1	2.5x	-	**3.2x**	-	+0.7x

*1 : Calculated based on the last twelve months EBITDA

Cash flow statement ： Q2 FY2027

Operating CF increased to ¥3.9B (+¥0.6B YoY). Investing CF outflow expanded to ¥9.4B (+¥3.9B YoY) due to CAPEX and acquiring a vending machine subsidiary.

Unit : MM [JPY]	FY2026 Q2	FY2027 Q2	Variance
Cash flows from operating activities	**3,337**	**3,958**	+621
Cash flows from investing activities	**▲5,460**	**▲9,416**	▲3,956
(Capital investment) *1	**▲5,466**	**▲7,375**	▲1,909
Free Cash Flow	**▲2,123**	**▲5,458**	▲3,335
Cash flows from financing activities	**3,122**	**7,210**	+4,087
(Increase/decrease in interest-bearing debt)	**4,254**	**7,937**	+3,682
(Dividend payment)	**▲627**	**▲726**	▲99
Cash and cash equivalents at end of period	**4,013**	**5,313**	+1,300

*1 : We calculate it by totaling the expenditures for the acquisition of tangible fixed assets and intangible fixed assets.*2 : Free Cash Flow = Operating Cash Flow + Investing Cash Flow

Growth Investment Progress

The investment in Line 2 at the Gotemba Factory has been completed. Other growth investments are also progressing steadily.

Unit: ¥BN	Growth Investment Plan*1		FY2027		Project Progress
	Total	Paid	Plan	Q2 Results	
Existing Factory (Iwate Factory)	8.2 (6.8) *2	0.6	2.3	0.9	Iwate Line Upgrade (+8M cases/yr, 2H FY2028) ☆Equipment selected; new building under construction Expected to receive up to 1.4 billion yen in subsidies
Gotemba Factory	6.6	2.4	4.2	2.4	500ml Beverage Line Expansion (8M cases/yr, launched Oct 2026) ☆Growth investment completed: Commercial operations from October 2026
N Beverage	5.9	3.9	2.0	1.9	500ml Water Line Expansion (3M cases/yr, launched Apr 2026) ★ Vertical ramp-up achieved: full capacity, sales on plan Automated Warehouse (2H FY2027) ☆ Building completed; Equipment delivery completed
O Beverage	0.7	0.7	-	-	
Gunma Beverage	13.9 (11.0)	3.4	5.5	0	Gunma Factory acquired from Pokka Sapporo (Jan 2026) Phase 1: Capacity expansion & in-house bottles (2H FY2027) ☆Equipment selected; Installation of the PF molding machine is slated for completion within the year. Phase 2: Line expansion (6M cases/yr) & auto. warehouse*3 (2H FY2028)
Total	35.3	11.0	14.0	5.2	Variance vs. Mid-Term Plan: ¥29.0BN → ¥35.3BN*4
Net of subsidies	31.0	-	-	-	

☆ = Progressing on track ★ = Ahead of plan
*1: Growth Investment Plan (FY2026-FY2029). Net amounts are after deducting expected subsidies. "Amount Paid" is the cumulative total through the end of FY2026.
*2: ( ) = Net investment after deducting subsidies *3: Automated warehouse storage capacity approx. 1.02M cases; expected to receive up to ¥2.9BN in subsidies.
*4: Variance breakdown — ① Gunma Beverage automated warehouse construction (disclosed May 2026): +¥3.0BN ② Gunma Beverage Line 2 CapEx revision : +¥3.3BN

Topics FY2027 : Start of operations at Gotemba Factory Line 2

Gotemba Factory Line 2 commenced commercial operations in October 2026 and achieved full production in November.

Gotemba Factory Line 2 Overview

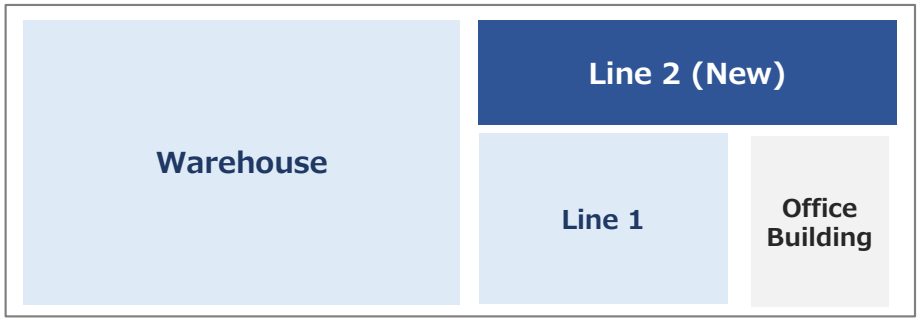
Production Items	PET bottle beverages (500ml mineral water)
Production Capacity	Approx. 8 million cases/year
Capital Investment	6.6 billion JPY (buildings, equipment, etc.)
Start of Operations	Commercial operations starting October 1, 2026

Features

- Labor Saving
  - ✓ Automated cap supply
  - ✓ Reduction of manufacturing processes through in-line molding

    Note: Line 2 is operated with approximately 30% fewer personnel than Line 1.
- Energy Saving
  - ✓ Reduction of environmental impact and energy costs through the introduction of aseptic filling

Factory Layout



Topics FY2027 : Acquisition of Pokka Sapporo's vending machine business

Acquisition of Pokka Sapporo's vending business completed on Oct 1; Group product ratio to be gradually increased over the next 3 years.

Pokka Sapporo's vending machine business

【Business Overview】

- Operating Bases: 20 locations (Greater Tokyo, Chubu, and Kansai areas)
- Vending Machines: Approx. 40,000 units (Approx. 18,000 locations)

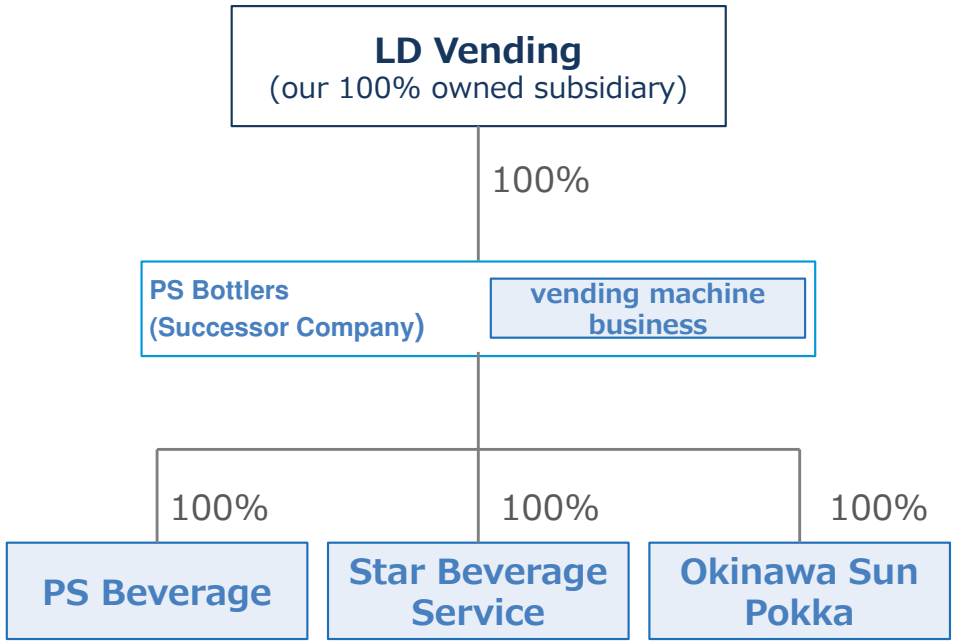
【Business Overview by Company】

- PS Bottlers: Vending machine maintenance and product sales
- PS Beverage / Okinawa Sun Pokka: Vending machine operations
- Star Beverage Service: Management of vending machine installation contracts

【Future Policy】3-Year Initiatives

- Transition from Pokka Sapporo-exclusive machines to mixed-brand machines.
- Continue selling Pokka Sapporo products in the transferred vending machines.
- Sequentially introduce LDC products, gradually increasing their ratio.
- Acquire locations and personnel through M&A of operators

As of October 1, 2026



Vending machine business acquired from Pokka Sapporo on October 1, 2026

1. Q2FY2027 Performance

2. (Reference) Company Introduction

About us

Our head office is located in Osaka, and our main business is the drink and leaf business that manufactures and sells Mineral water, tea, and carbonated drinks.

Company Name	LIFEDRINK COMPANY, INC. (“LDC”)
President and CEO	Kuniaki Okano
Founded	1950 (Established : 1972)
Head office	Osaka city, Osaka Prefecture
Business	• Drink & Leaf Business – Manufacturing and sales of bottled water, tea beverages, carbonated drinks, and tea leaf products, as well as production, processing, and sales of agricultural products.
Offices & Factories	• Head Office: Osaka, Branch Office: Tokyo • Factories (Beverage = Iwate, Zao (Yamagata), Tochigi, Fuji (Yamanashi), Gotemba(Shizuoka), Owase (Mie), Miyama (Kyoto), Yuasa (Wakayama), Minoh (Fukuoka), Others = Chiran (Kagoshima) • Consolidated subsidiary: N Beverage(Asahi Town, Toyama Prefecture),O Beverage(Hita City, Oita Prefecture /Yamanakako Village,Yamanashi Prefecture), Gunma Beverage (Isesaki City, Gunma Prefecture), LD Agri (Minamikyushu City, Kagoshima Prefecture) , LD Vending (Osaka City, Osaka Prefecture), SD Bottlers (Higashiosaka City, Osaka), PS Bottlers (Minato Ward, Tokyo), and others
Number of Employees*1	980 (163) as of September 2026 (Consolidated)
Other	• Tokyo Stock Exchange Prime Market (Securities Code: 2585)

*1: Consolidated number of employees. The number of employees represents the number of working personnel as of the end of the period (including employees seconded to the Company). The number of temporary employees (including part-time workers and dispatched staff from agencies) is shown separately in parentheses.

Our History

2001	• Acquired Seihou Beverage (Minoh factory) Launched the production and sales of tea-based beverages
2002	• Acquired Miyama Meisui (Miyama factory)
2004	• Acquired Iwate Soy Sauce (Iwate factory)(withdrew from soy sauce business in 2018) • Acquired Daikokuya for rice crackers business • Established the Shizuoka factory for canned coffee business
2005	• Acquired Aquapia for ice business
2006	• Established Owase Meisui (Owase factory)
2008	• Established Yuasa Meisui Corporation (Yuasa factory) • Acquired Higashi chocolate business(withdrew from chocolate business in 2015,liquidation completed in 2017)
2010	• Established Fuji Meisui Corporation (Fuji factory) • Acquired Popeye Food Industries Launched the production and sales of seasonings
2011	• Acquired Hokusei Menpun for dried noodles and instant noodles business • Acquired Fujiko for frozen noodles business (merged with Aquapia in 2014)
2012	• Acquired Yamachu Unyu for transportation business (sold in 2017)
2013	• Acquired Tohoku Beverage (Zao factory) for carbonated water business
2015	• **Formed a capital and business alliance with Sunrise Capital, sub-advised by CLSA Capital Partners Japan (current Sunrise Capital)**
2016	• Established the Fuji Meisui Ashikaga factory (Tochigi factory)
2017	• **Changed the company name to LIFEDRINK COMPANY, INC.**
2019	• Sold Aquapia (ice business) • Sold solar power business
2020	• Opened an online store on Rakuten Ichiba and started selling ZAOSODA(currently OZA SODA) • Liquidation of Hokusei Menpun (dried noodles and instant noodles)
2023	• Sold sauce business
2021	• **Listed on the Second Section of the Tokyo Stock Exchange**
2023	• **Acquired Nitto Beverage(current N Beverage)** • **Listed on the "prime market" of the Tokyo Stock Exchange**
2024	• Established the Gotemba Factory • Acquired carbonated water factory (current O Beverage Hita Factory)
2025	• Acquired drinking water factory (current O Beverage Yamanakako Factory)
2026	• Acquired a beverage factory (current Gunma Beverage) • Acquired Sukima Department's Vending Machine Business • Acquired Pokka Sapporo's vending machine business

- Soji Tanaka incorporated Ryokkaen (tea wholesaler), founded by Tanaka Tane in 1950, and **established Asamiya** in 1972

Asamiya

Foundation (1950) → **Entering Soft Drink Business Diversification of Business through M&A** → **Capital participation by Sunrise** → **Selection & Concentration (Return to being a beverage manufacturer)** → **Regrowth**

Corporate Philosophy

Based on our corporate philosophy, “Center of Deliciousness, Foremost Reassurance”, we conduct according to action guidelines, “Only what you want your loved ones to drink”.

Center of Deliciousness, Foremost Reassurance

To “always” be close to our customers
from babies to the elderly,

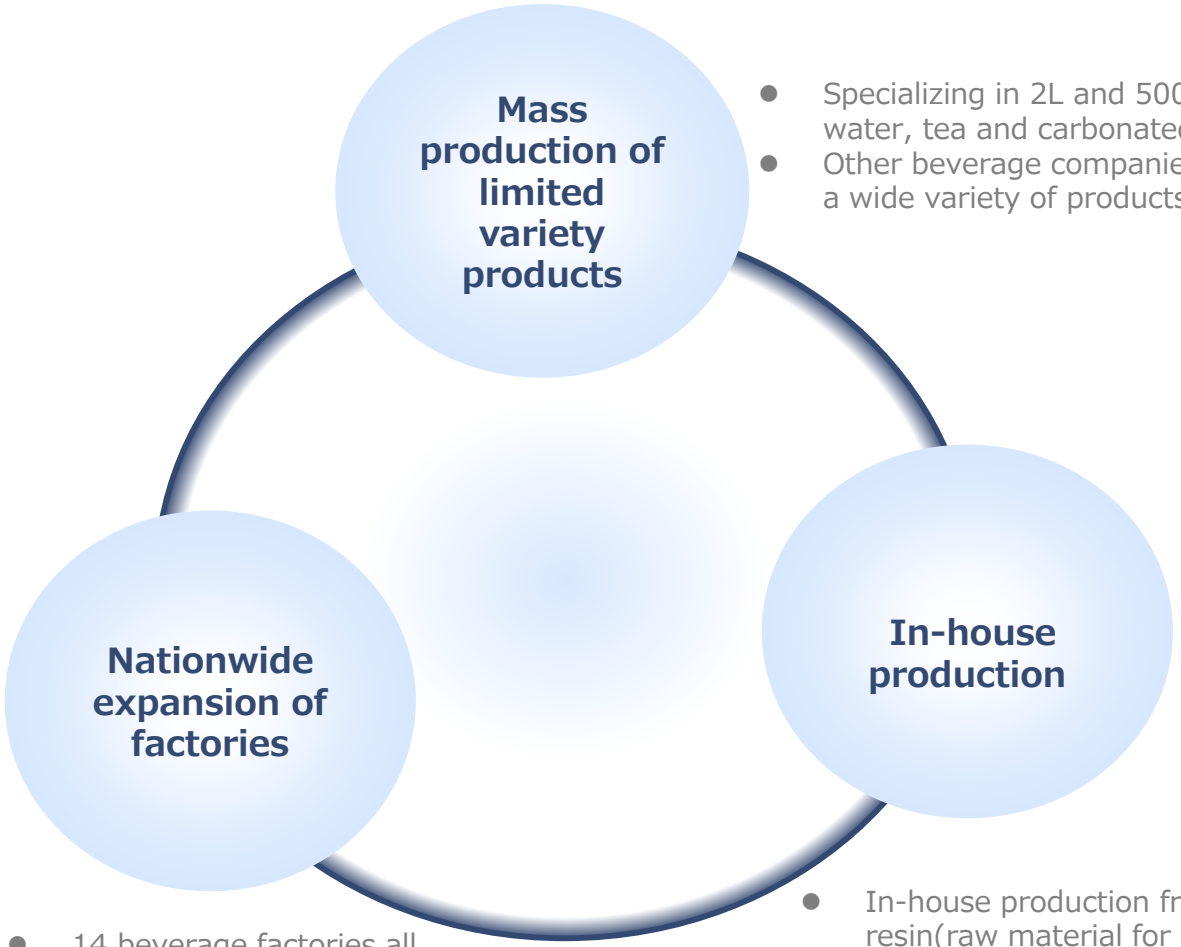
We pursue “standard of deliciousness” and “reliable safety”

and

We provide products with taste and quality
that can be chosen in all aspects of daily life,
from waking up in the morning
to going to sleep at night

Features and Strengths

We have the advantage of offering "low-price products" and ensuring "stable supply" through "mass production of limited varieties," "in-house production," and "nationwide expansion of factories. "



- Specializing in 2L and 500ml of water, tea and carbonated water
- Other beverage companies produce a wide variety of products

- In-house production from resin(raw material for PET bottles) procurement to sales
- Other beverage companies outsource each process (e.g., purchase PET bottles, etc.)

- 14 beverage factories all over Japan from Iwate prefecture in the north to Miyazaki prefecture in the south.

Low-price products & Stable supply

- Low-price Product
  : Minimize costs by maximizing production efficiency, eliminating waste, and expanding factories nationwide
- Stable supply
  : Reduce the risk of supply outages due to disasters, etc.

Features and Strengths （Mass Production of limited variety products）

By concentrating on water, tea, and carbonated drinks in 2L and 500ml sizes, we have minimized waste at every stage of production.



Natural mineral water
500ml/ 2L



Carbonated water OZA SODA
for EC 500ml



Green tea
500ml/ 2L



Oolong tea
500ml/ 2L



Natural mineral water
for EC 500ml/ 2L



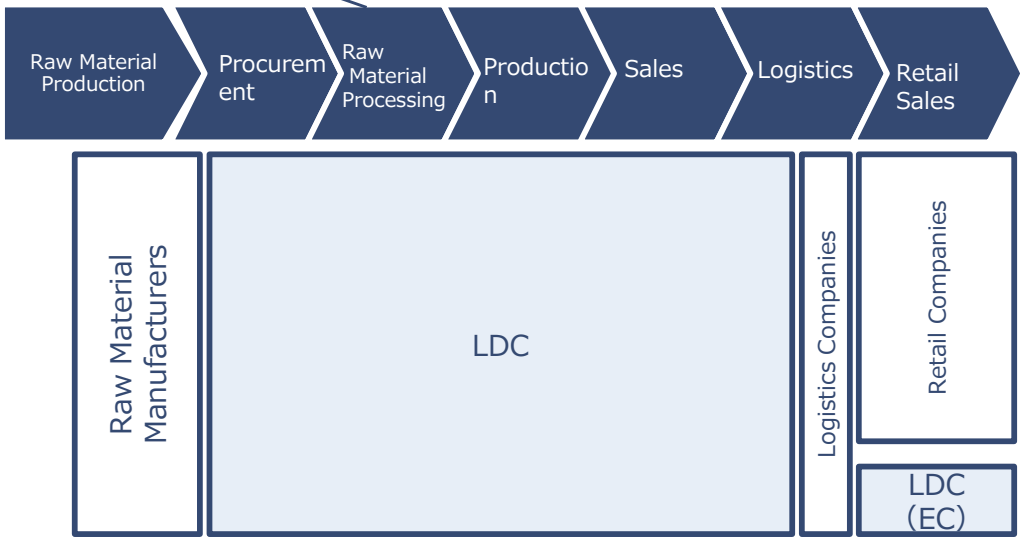
Green tea
for EC 500ml

Features and Strengths （In-house/Nationwide Expansion of Factories）

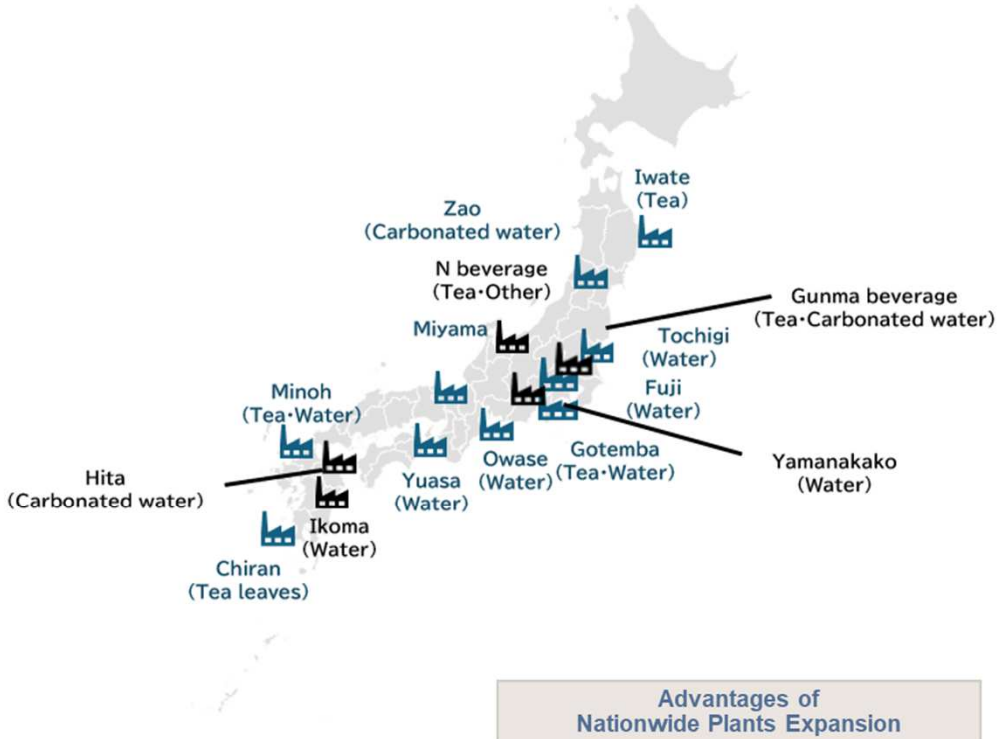
Our Group primarily reduces manufacturing costs through the in-housing of each process. Furthermore, by expanding our facilities nationwide, we contain logistics costs and ensure a stable supply.

In-house production from procurement to sales





Nationwide expansion of factories



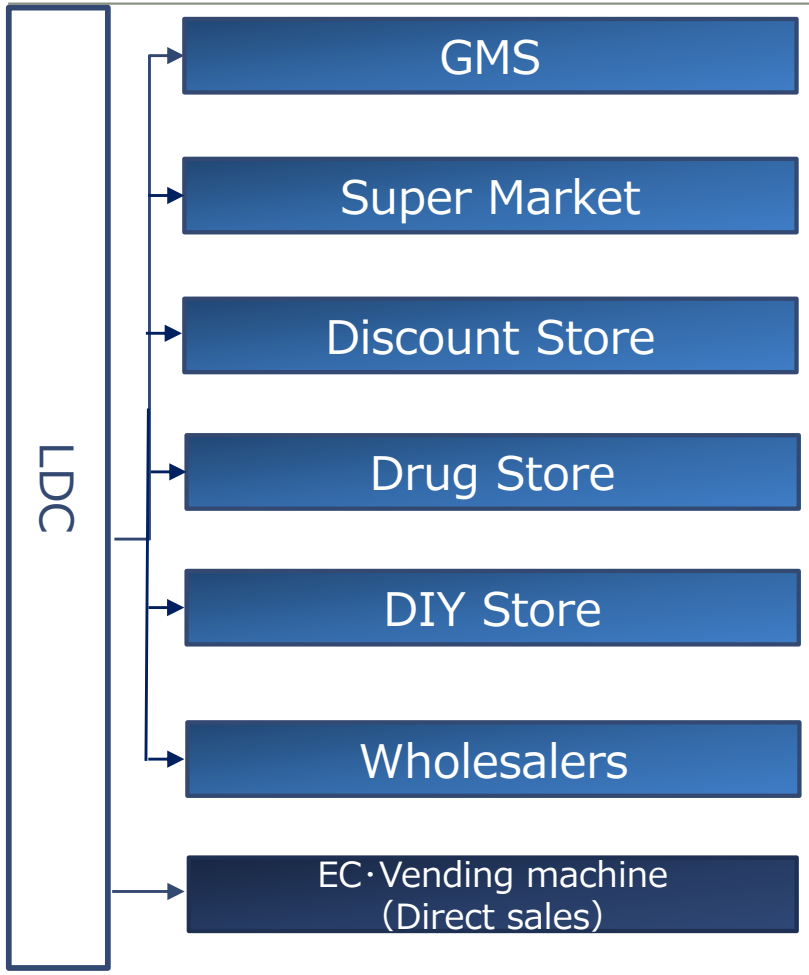
Advantages of Nationwide Plants Expansion

- **Cost competitiveness by reducing logistics costs** through “local production for local consumption”
- Expand relationships with major retail companies expanding nationwide by **nationwide stable supply**
- **Reduce the risk of supply interruptions** due to natural disasters

Sales Channels

Forged strong ties with major retailers and steadily expanding e-commerce with award-winning products and stores.

Strong partnership with retailers



Expansion of direct channels through EC development

Main products

Strongly carbonated water「OZA SODA」



Awarded 1st place for 3 consecutive years in Rakuten's Annual Water & Soft Drink genre

Store

- ･Own EC
- ･Rakuten
- ･Amazon
- ･Yahoo! shopping
- ･Qoo10
- ･au PAY Market
- ･d-shopping
- ･Mercari Shops

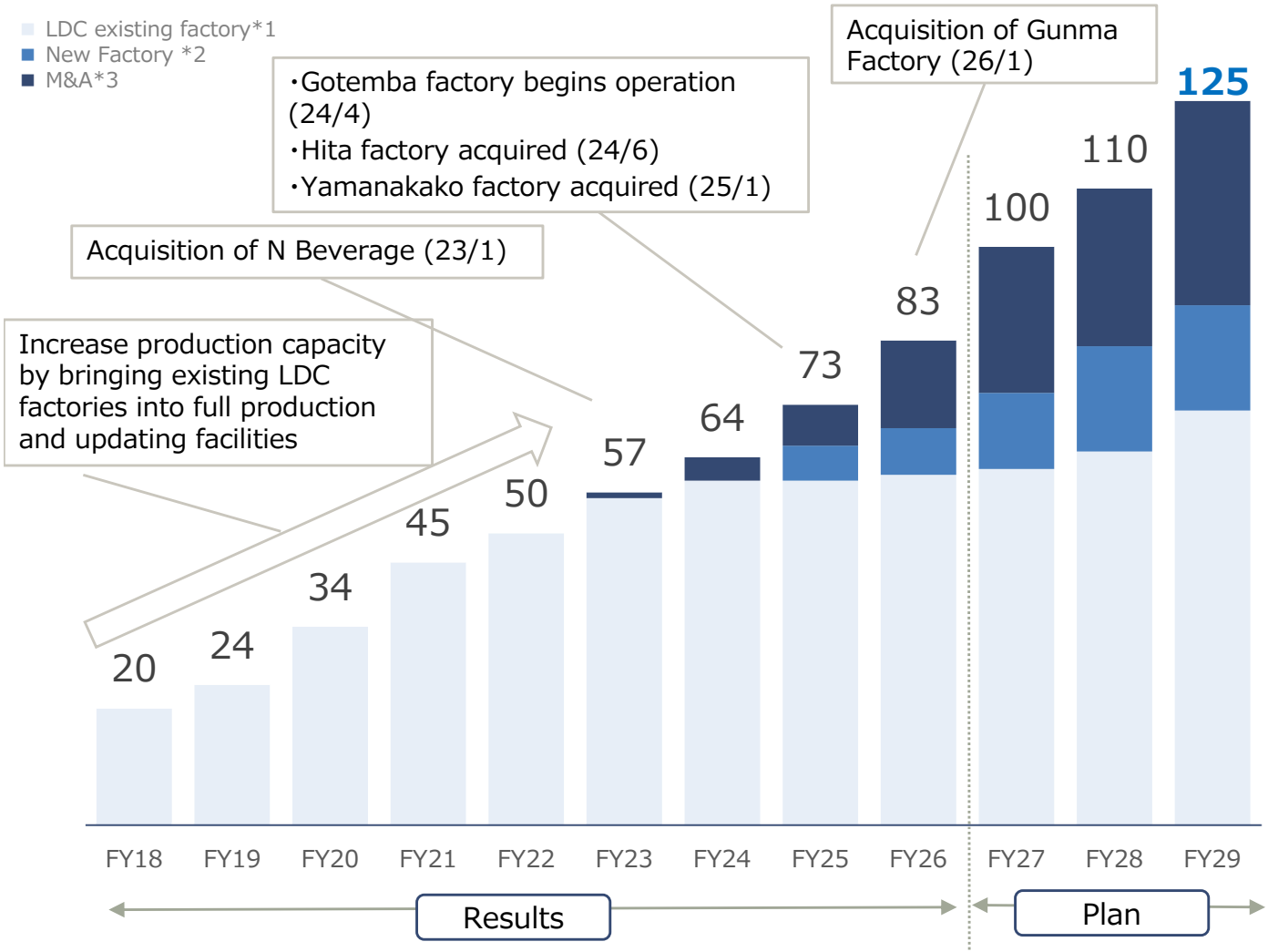
- Rakuten Shop of the Year 2025*1
  Overall Award 6th Place Water Soft Drink Genre Award Grand Prize
  (Awarded for three consecutive years)
- Amazon.co.jp Marketplace Awards 2025
  Category Award*2
  (Food & Beverages)
- Qoo10AWARDS2025
  Grand prize
- au PAY Market "BEST SHOP AWARD 2025" Category Award

*1:Calculation method: The best shops of the year are selected from over 50,000 stores nationwide (as of November 2025) on Rakuten Ichiba, based on user popularity votes and a comprehensive evaluation of store sales.
*2:Reference:https://www.amazon.co.jp/b/?ie=UTF8&node=206875745051&ref_=spr26

Mid-Term Management Plan:Production volume trends

We are committed to increasing production and aim to reach 125 million cases in FY2029, a 51 million case increase from FY2025.

Production volume trends (Unit : million cases)



Planned initiatives to increase production

FY2027

- April 2026
  : New NBK line begins operation
- Second half of FY27
  : New line operation at Gotemba factory
  : Capacity expansion at Gunma factory ①

FY2028

- Second half of FY28
  : Iwate factory line renewal
  : Gunma factory capacity expansion ②

＋

Plan Not reflected

- Acquiring production capacity through M&A

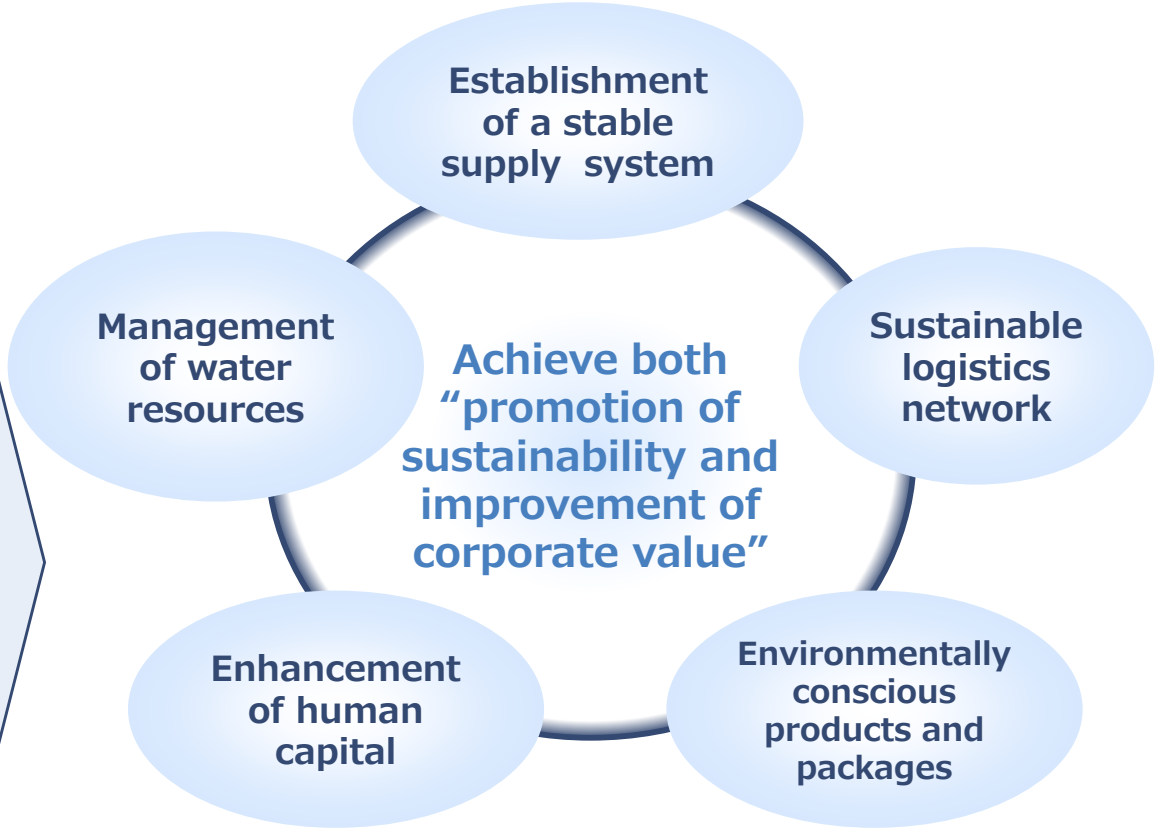
*1 : Beverage factories excluding our Gotemba factory *2 : Gotemba factory *3 : Production bases that the Company acquired from external parties through M&A etc. after its listing in 2021 (N Beverage, O Beverage, Gunma Beverage)

Sustainability Policy and Materiality

Based on our sustainability policy, we aim to achieve both the promotion of sustainability and the improvement of corporate value from a long-term perspective.

Sustainability Policy

Fulfill social responsibility by continuously supporting the infrastructure of consumer's daily lives by ensuring a consistent supply of high-quality, safe, and reliable beverages .



Examples

- Focused on recruitment and human resource development
- Respect for diversity
- Improved working environment

- Weight reduction of PET bottles
- Switching to Label-less products
- Adoption of recycled PET bottles


LIFEDRINK COMPANY