Q&A Session for the Second Quarter Financial Results for the Fiscal Year Ending March 2027

Date and Time: Friday, November 13, 2026, 6:00 p.m. – 7:00 p.m.

No	Item	Q	A
1	Tourist Hotel Business	Why did Orion Hotel Motobu's RevPAR for the first half of the fiscal year fall below the same period last year?	This was due to a total of five typhoons approaching during August and September—months when average room rates are typically high—resulting in a series of flight cancellations. RevPAR for other months exceeded the previous year's levels, and the company plans to make up for the shortfall as the fiscal year comes to a close.
2	Market Environment	How do you view the impact of next year's consumption tax cut on food items?	In addition to the fact that alcoholic beverages such as beer are excluded from the tax cut, long-term inflation is driving a shift from a frugal mindset toward more selective spending. We will diversify our product offerings for restaurants and promote flexible pricing strategies at restaurants and mass-market retailers to meet consumer demand for high-quality products at lower prices.
3	Overall	Why did the consolidated gross profit margin for the three-month second quarter fall below the level for the same period last year? Which business segment—the Alcohol and Beverage Business or the Tourism and Hotel Business—had the greater impact?	Since the Tourism and Hotel Business has a higher gross profit margin than the Alcoholic & Beverage Business, the gross profit margin declined due to the exclusion of Orion Hotel Naha.
4	Alcoholic & Beverage Business	What are the main factors driving the projected revenue growth in the Alcoholic Beverages and Soft Drinks	The main factors are a rebound from the system failure at Asahi Breweries in the previous fiscal year

		Business for the second half of the fiscal year?	and growth in overseas operations driven by the expansion of sales channels in the U.S. and other markets. Sales from the IP business are also expected to contribute to growth.
5	Alcoholic & Beverage Business	Is there any concern that the collaboration might weaken Orion's brand?	On the contrary, we view it as a new point of contact with customers. The Orion logo is associated with the image of Okinawa, which makes it appealing to our collaboration partners and consumers.