

1st Quarter Sales Results

(For the fiscal year ending April 30, 2021)

< 1Q : May 1, 2020 ~ July 31, 2020 >
< Total : May 1, 2020 ~ July 31, 2020 >

1. Monthly Sales (non-consolidated) (YOY % Change, Sales Base)

	May	June	July	1Q
Net Sales	-25	0	-8	-11
Tea Leaves	-5	2	2	-0
Drinks	-27	0	-9	-12
(Volume Base)	-27	1	-7	-11
Others	-42	-34	-35	-37

2. Results by Category of Drink (non-consolidated) (YOY % Change)

	Sales Base		Volume Base	
	1Q	Total	1Q	Total
Drinks	-12	-12	-11	-11
Tea Total	-11	-11	-11	-11
Japanese/Healthy Tea	-11	-11	-11	-11
Chinese Tea	-17	-17	-16	-16
Black Tea	15	15	16	16
Vegetable	2	2	-0	-0
Coffee	-21	-21	-19	-19
Mineral Water	-27	-27	-23	-23
Carbonated	-18	-18	-17	-17
Fruit	-23	-23	-20	-20
Functional/Others	-24	-24	-19	-19