

## **2nd Quarter Sales Results** (For the fiscal year ending April 30, 2021)

<2Q : August 1, 2020 ~ October 31, 2020>

<Total : May 1, 2020 ~ October 31, 2020>

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

	August	September	October	2Q
Net Sales	-8	-4	-10	-7
Tea Leaves	5	10	6	7
Drinks	-9	-5	-11	-8
(Volume Base)	-7	-4	-12	-8
Others	-20	-13	-9	-14

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

	Sales Base		Volume Base	
	2Q	Total	2Q	Total
Drinks	-8	-10	-8	-9
Tea Total	-10	-10	-8	-10
Japanese/Healthy Tea	-7	-9	-6	-9
Chinese Tea	-14	-15	-14	-15
Black Tea	-56	-38	-53	-35
Vegetable	0	1	-2	-1
Coffee	-5	-13	-3	-11
Mineral Water	-20	-23	-18	-21
Carbonated	-13	-15	-14	-15
Fruit	-12	-18	-12	-16
Functional/Others	-12	-18	-13	-16