

3rd Quarter Sales Results **(For the fiscal year ending April 30, 2021)**

< 3Q : November 1, 2020 ~ January 31, 2021 >

< Total : May 1, 2020 ~ January 31, 2021 >

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

	November	December	January	3Q
Net Sales	-8	-5	-15	-9
Tea Leaves	-1	9	3	4
Drinks	-9	-6	-17	-11
(Volume Base)	-7	-4	-16	-9
Others	-19	-26	-31	-26

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

	Sales Base		Volume Base	
	3Q	Total	3Q	Total
Drinks	-11	-10	-9	-9
Tea Total	-12	-11	-9	-9
Japanese/Healthy Tea	-7	-8	-5	-8
Chinese Tea	-22	-17	-16	-15
Black Tea	-73	-52	-72	-49
Vegetable	-0	1	-2	-1
Coffee	-4	-10	-4	-9
Mineral Water	-23	-23	-20	-20
Carbonated	-15	-15	-17	-16
Fruit	-22	-19	-29	-20
Functional/Others	-27	-21	-25	-19