

**FY 2022 Sales Report (YoY)**

	Category	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.-Dec.	
Kirin Brewery	Beer products	96%	89%	96%	96%	99%	100%	91%	106%	144%	67%	92%	93%	98%	
	Beer	115%	77%	97%	102%	119%	109%	96%	127%	185%	71%	87%	93%	104%	
	Happo-shu	93%	95%	96%	93%	93%	92%	91%	103%	127%	63%	90%	95%	95%	
	New genre	88%	93%	95%	93%	92%	99%	89%	96%	132%	67%	98%	92%	95%	
	RTD	91%	90%	99%	96%	93%	96%	92%	107%	115%	81%	97%	100%	97%	
	Main Brands														
	KIRIN ICHIBAN	127%	81%	109%	108%	135%	121%	103%	144%	209%	66%	91%	95%	112%	
	Kirin Tanrei Green Label	91%	94%	95%	91%	89%	89%	87%	101%	123%	62%	89%	95%	93%	
	Kirin Nodogoshi	84%	87%	89%	86%	81%	94%	87%	97%	135%	50%	80%	88%	89%	
	Honkirin	78%	96%	96%	98%	94%	95%	87%	100%	143%	49%	81%	89%	93%	
Kirin Hyoketsu	98%	95%	111%	105%	103%	100%	102%	112%	129%	92%	106%	115%	106%		
Mercian	Wine Total	81%	91%	94%	89%	88%	92%	84%	101%	99%	98%	103%	104%	94%	
	Domestic Total	87%	88%	96%	89%	87%	91%	84%	98%	91%	96%	103%	101%	93%	
	Import Total	73%	94%	91%	89%	90%	95%	83%	106%	112%	101%	102%	107%	96%	
	Main brands														
	Château Mercian	88%	86%	88%	79%	90%	99%	82%	104%	114%	109%	116%	105%	97%	
	Oishii-sankaboshizai-mutenka wine	93%	98%	99%	92%	86%	90%	84%	99%	91%	96%	92%	96%	93%	
	Casillero del Diablo	97%	102%	113%	108%	127%	75%	96%	121%	122%	108%	126%	113%	109%	
Kirin Beverage	Non-Alcoholic Beverages Total	101%	98%	96%	95%	101%	102%	99%	107%	104%	82%	90%	96%	98%	
	Food & Beverages Domain Products	101%	97%	95%	96%	99%	102%	100%	106%	102%	83%	88%	94%	97%	
	Health Science Domain Products	107%	112%	104%	89%	119%	108%	96%	114%	123%	73%	100%	112%	103%	
	Main Brands														
	Kirin Gogo-no-Kocha	104%	118%	91%	96%	104%	115%	102%	121%	116%	86%	89%	107%	103%	
	Kirin Namacha	98%	93%	88%	120%	109%	115%	104%	119%	105%	76%	93%	101%	102%	
	Lactococcus lactis strain Plasma Beverages	104%	129%	134%	178%	157%	149%	157%	194%	153%	56%	103%	149%	123%	