

**FY 2023 Sales Report (YoY %)**

Category		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.-Dec.	
Kirin Brewery	Beer products	97	100	99	88	96	94	95	100	82	100	98	91	94	
	RTD	90	93	99	87	101	95	102	103	77	129	108	99	98	
	Main Brands														
	KIRIN ICHIBAN	112	142	111	109	98	97	101	111	71	154	114	106	106	
	SPRING VALLEY Total	105	85	119	95	122	167	114	158	32	145	104	86	100	
	Kirin Tanrei Green Label	89	87	95	89	97	94	93	92	98	83	93	91	92	
	Honkirin	91	74	88	78	93	91	94	109	94	88	100	85	90	
	Kirin Hyoketsu	90	107	108	99	109	105	115	115	87	132	113	105	107	
Category		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.-Dec.	
Kirin Beverage	Non-Alcoholic Beverages Total	88	86	91	88	95	90	88	102	98	111	109	100	95	
	Health Science Domain Products	108	101	97	117	123	130	123	124	125	123	120	114	118	
	Main Brands														
	Kirin Gogo-no-Kocha	94	90	108	98	94	104	104	102	94	122	113	97	102	
	Kirin Namacha	87	85	104	82	106	86	91	104	106	118	115	109	99	
	Lactococcus lactis strain Plasma Beverages	116	92	121	143	185	169	164	135	161	129	127	122	136	