

Reference document



June 15, 2020

— Joint initiative by Kirin Group and FANCL — Mercian limited-edition imported wine box set to be offered through FANCL online store

Mercian Corporation (President: Michio Nagabayashi, Hereinafter "Mercian"), a group company of Kirin Holdings Company, Limited (President and CEO: Yoshinori Isozaki. Hereinafter "Kirin") provides FANCL Corporation (President: Kazuyuki Shimada, Hereinafter "FANCL") with a limited-edition boxed set of two imported wines, Codorniu Barcelona 1872 Brut and Codorniu Barcelona 1872 Rosé Organic. FANCL will sell the limited-edition boxed set through its online store in limited quantities starting from Thursday June 18.

The limited-edition boxed set is one of many joint initiatives by the Kirin group and FANCL under a business tie-up enacted in 2019.

The majority of FANCL online customers are in the 40-59 age bracket, which has the highest consumption of sparkling wine. Market volume of imported sparkling wine in Japan have been increasing steadily in recent years, recording annual growth of around 10%^{*1} in 2019. People tend to have more opportunities to drink sparkling wines in the summer months relative to other types of wine.

*1 Intage SRI (liquor) — National Projection — All industries — Imported sparkling wines

We offer the limited-edition boxed set as an excellent opportunity to enhance the FANCL online shopping experience while also exposing FANCL customers to the Mercian range of products in addition to FANCL's liquor items. Kirin and FANCL will work together to expand sales of Kirin group products by utilizing the sales channel of FANCL, which is one of FANCL's strengths.

Tasting notes

- Codorniu Barcelona 1872 is a fine and delicate CAVA*2 characterized by delightfully delicate bubbles. CAVA is a sparkling wine made using the same traditional technique as champagne.
- Barcelona 1872 Brut boasts fine, creamy bubbles produced by the chardonnay together with a fruity bouquet reminiscent of yellow fruits such as orange and pineapple. An exquisite marriage of the fulsome fruit flavor of the traditional CAVA variety with the sharp acidity of chardonnay, it is a lively, fruity, fully-flavored wine befitting of the Codorniu brand.
- Barcelona 1872 Rosé Organic is an exquisitely balanced dry rosé with an engaging floral bouquet of biscuit, citrus and red fruit and a fresh, fruity flavor with creamy nuances. It carries organic certification from CCPAE*3.
- *2 A Spanish sparkling wine produced via secondary fermentation in the bottle, similar to champagne
 *3 Consell Català de la Producció Agrària Ecològica, the organic farming certification authority in Catalonia, Spain



- · Codorniu is the top-selling*4 brand in Spain, the home of CAVA. For this limited-edition offer of Codorniu Barcelona 1872 in Japan, Mercian has developed an exclusive concept design and packaging in collaboration with Codorniu, the designated wine supplier to the Royal Household of Spain.
- The bright, colorful label is inspired by the city of Barcelona, where Codorniu is based. The "1872" in the product name refers to the year when the first batch of CAVA was produced at Codorniu illustrating how the history of CAVA in Spain is inextricably linked to the story of the Codorniu winery.

*4 IRI (Information Resources, Inc.), 2018

• About Codorniu

Founded in 1551, the Codorniu winery is situated in Sant Sadurni d'Anoia in the Penedes region near Barcelona. Codorniu was responsible for the invention of CAVA in 1872 when it became the first winery in Spain to successfully produce sparkling wine via the technique known as secondary fermentation in the bottle, which is also used to make champagne. In 1897, Codorniu was the first winery designated as an official supplier of CAVA to the Royal Household of Spain, a position which it holds to this day.

KIRIN brings joy to society by crafting food and healthcare products inspired by the blessings of nature and the insights of our customers.



Notes

1. Product name: Codorniu Barcelona 1872 box set (Brut and Rosé)

(1 x Codorniu Barcelona 1872 Brut + 1 x Codorniu Barcelona 1872 Organic Rosé Organic)

2. Release date: Thursday June 18, 2020 — while stocks last

3. Sales Channels: Available only from FANCL online at www.fancl.co.jp
 4. Price/quantity: ¥3,630 (¥3,300 before tax) for 2 x 750 ml bottles