## JANUARY ESTIMATED NON-CONSOLIDATED MONTHLY SALES OF ITO EN (FOR THE FISCAL YEAR ENDING APRIL 30, 2017)

The estimated non-consolidated monthly sales of ITO EN is released as below.

<Monthly : January 1, 2017  $\sim$  January 31, 2017> <Total : May 1, 2016  $\sim$  January 31, 2017>

(YOY % Change)

|                     |                      | Sales Base |       | Volume Base |       |
|---------------------|----------------------|------------|-------|-------------|-------|
|                     |                      | Monthly    | Total | Monthly     | Total |
| Total Sales         |                      | 4.8        | 2.3   | -           | -     |
| Tea Leaves          |                      | 8.3        | 4.3   | -           | -     |
| Drinks              |                      | 4.2        | 2.2   | 3.9         | 2.2   |
| Breakdown of Drinks | Japanese/Healthy Tea | 3.8        | 2.5   | 3.2         | 2.6   |
|                     | Chinese Tea          | -2.2       | -3.6  | -1.2        | -4.3  |
|                     | Vegetable            | 1.6        | 1.1   | 2.7         | 2.5   |
|                     | Fruit                | 24.3       | -4.3  | 15.2        | -7.3  |
|                     | Coffee               | 9.0        | 3.6   | 9.9         | 3.2   |
|                     | Black Tea            | -16.0      | -24.6 | -23.1       | -25.9 |
|                     | Functional           | 4.2        | 9.4   | 1.6         | 8.5   |
|                     | Mineral Water        | 7.8        | 32.7  | 22.9        | 23.6  |

Note 1: Volume Base of Tea Leaves is not disclosed because it is impossible to account for the numerous different types of packaging material used for Tea Leaves based products.

Note 2: Amounts are estimated and therefore may vary from actual figures.