

June 1, 2017

**APRIL ACTUAL NON-CONSOLIDATED**  
**MONTHLY SALES OF ITO EN**  
**(FOR THE FISCAL YEAR ENDED APRIL 30, 2017)**

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

<Monthly : April 1, 2017 ~ April 30, 2017>

<Total : May 1, 2016 ~ April 30, 2017>

(YOY % Change)

		Sales Base		Volume Base	
		Monthly	Total	Monthly	Total
Total Sales		-2.5	1.8	-	-
Tea Leaves		-1.0	3.7	-	-
Drinks		-2.7	1.6	-2.0	1.7
Breakdown of Drinks	Japanese/Healthy Tea	-3.2	1.4	-3.9	1.5
	Chinese Tea	-2.0	-2.6	-3.4	-3.8
	Vegetable	8.8	3.2	8.9	4.4
	Fruit	10.6	-1.8	10.3	-4.5
	Coffee	-0.4	3.1	0.1	2.6
	Black Tea	-3.6	-19.4	12.0	-19.8
	Functional	-16.8	2.1	-18.4	-3.6
	Mineral Water	-42.6	17.7	-21.9	18.2

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.