

October 7, 2016

SEPTEMBER 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 : September 1, 2016 ~ September 30, 2016>

<Total : May 1, 2016 ~ September 30, 2016>

(YOY % Change)

		Sales Base		Volume Base	
		Monthly	Total	Monthly	Total
Total Sales		5.2	2.1	-	-
Tea Leaves		3.8	3.4	-	-
Drinks		5.2	2.1	6.2	2.3
Breakdown of Drinks	Japanese/Healthy Tea	7.5	3.6	8.7	3.9
	Chinese Tea	4.7	-1.5	1.8	-3.2
	Vegetable	-0.3	0.2	1.2	2.1
	Fruit	-0.8	-12.9	-4.9	-13.9
	Coffee	5.8	4.0	6.5	3.3
	Black Tea	-52.6	-52.5	-50.6	-53.9
	Functional	14.6	10.3	5.6	9.5
	Mineral Water	36.3	39.7	25.8	20.0

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.