

December 7, 2016

**NOVEMBER 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 : November 1, 2016 ~ November 30, 2016 >

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

(YOY % Change)

		Sales Base		Volume Base	
		Monthly	Total	Monthly	Total
Total Sales		3.6	2.1	-	-
Tea Leaves		6.2	3.1	-	-
Drinks		3.2	2.1	1.9	2.0
Breakdown of Drinks	Japanese/Healthy Tea	1.1	2.7	-0.9	2.8
	Chinese Tea	-13.0	-4.4	-10.5	-5.4
	Vegetable	7.6	1.2	8.2	2.6
	Fruit	4.3	-8.6	-1.0	-10.8
	Coffee	3.4	3.0	4.4	2.5
	Black Tea	5.9	-27.1	6.1	-27.6
	Functional	10.0	9.6	5.1	8.5
	Mineral Water	23.4	34.9	26.5	20.4

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.