

September 6, 2017

AUGUST ESTIMATED NON-CONSOLIDATED
MONTHLY SALES OF ITO EN
(FOR THE FISCAL YEAR ENDING APRIL 30, 2018)

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

<Monthly : August 1, 2017 ~ August 31, 2017>

<Total : May 1, 2017 ~ August 31, 2017>

(YOY % Change)

| | | Sales Base | | Volume Base | |
|---------------------|----------------------|------------|-------|-------------|-------|
| | | Monthly | Total | Monthly | Total |
| Total Sales | | -4 | 2 | - | - |
| Tea Leaves | | 5 | 7 | - | - |
| Drinks | | -4 | 2 | -5 | 2 |
| Breakdown of Drinks | Japanese/Healthy Tea | -6 | 0 | -8 | 1 |
| | Vegetable | 6 | 9 | 6 | 9 |
| | Coffee | -2 | -4 | 0 | -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.