

December 1, 2017

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

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

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

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

(YOY % Change)

		Sales Base		Volume Base	
		Monthly	Total	Monthly	Total
Total Sales		-1.9	1.7	-	-
Tea Leaves		9.2	7.8	-	-
Drinks		-3.0	1.1	-1.7	1.6
Breakdown of Drinks	Japanese/Healthy Tea	-4.5	0.4	-3.1	-0.2
	Chinese Tea	0.0	4.2	2.0	3.4
	Vegetable	0.8	7.3	4.2	8.6
	Fruit	11.3	11.8	13.4	12.9
	Coffee	-2.5	-2.1	-1.5	-2.1
	Black Tea	-43.4	-22.6	-41.8	-16.6
	Functional	-11.3	-3.8	-9.8	-6.7
	Mineral Water	-3.8	-12.2	5.6	3.0

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.