

August 7, 2018

JULY ESTIMATED NON-CONSOLIDATED
MONTHLY SALES OF ITO EN
(FOR THE FISCAL YEAR ENDING APRIL 30, 2019)

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

< Monthly : July 1, 2018 ~ July 31, 2018 >

< Total : May 1, 2018 ~ July 31, 2018 >

(YOY % Change)

| | | Sales Base | | Volume Base | |
|---------------------|----------------------|------------|-------|-------------|-------|
| | | Monthly | Total | Monthly | Total |
| Total Sales | | 6 | 3 | - | - |
| Tea Leaves | | 4 | 1 | - | - |
| Drinks | | 6 | 3 | 7 | 4 |
| Breakdown of Drinks | Japanese/Healthy Tea | 10 | 6 | 10 | 6 |
| | Vegetable | -2 | -4 | 1 | -2 |
| | Coffee | -5 | 2 | -7 | 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.