

December 3, 2018

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

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

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

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

(YOY % Change)

		Sales Base		Volume Base	
		Monthly	Total	Monthly	Total
Total Sales		7.8	4.5	-	-
Tea Leaves		6.2	2.8	-	-
Drinks		8.1	4.7	8.2	5.2
Breakdown of Drinks	Japanese/Healthy Tea	7.9	7.4	8.3	6.9
	Chinese Tea	0.3	-9.0	0.5	-5.2
	Vegetable	1.5	-1.0	1.9	0.0
	Fruit	-12.4	-10.0	-7.2	-6.4
	Coffee	14.6	0.9	15.5	0.0
	Black Tea	-6.5	52.3	-8.3	45.7
	Functional	25.9	14.0	28.5	15.9
	Mineral Water	34.0	9.1	33.2	17.9

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.