

December 7, 2018

**NOVEMBER 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 : November 1, 2018 ~ November 30, 2018>

<Total : May 1, 2018 ~ November 30, 2018>

(YOY % Change)

| | | Sales Base | | Volume Base | |
|---------------------|----------------------|------------|-------|-------------|-------|
| | | Monthly | Total | Monthly | Total |
| Total Sales | | 8 | 5 | - | - |
| Tea Leaves | | 4 | 3 | - | - |
| Drinks | | 8 | 5 | 9 | 6 |
| Breakdown of Drinks | Japanese/Healthy Tea | 11 | 8 | 11 | 7 |
| | Vegetable | 7 | 0 | 7 | 1 |
| | Coffee | 5 | 1 | 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.