

April 7, 2017

MARCH ESTIMATED NON-CONSOLIDATED
MONTHLY SALES OF ITO EN
(FOR THE FISCAL YEAR ENDING APRIL 30, 2017)

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

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

< Total : May 1, 2016 ~ March 31, 2017 >

(YOY % Change)

		Sales Base		Volume Base	
		Monthly	Total	Monthly	Total
Total Sales		2.8	2.2	-	-
Tea Leaves		4.9	4.1	-	-
Drinks		2.6	2.1	2.9	2.1
Breakdown of Drinks	Japanese/Healthy Tea	-1.3	1.9	-0.4	2.0
	Chinese Tea	2.1	-3.1	1.1	-3.9
	Vegetable	12.2	2.8	12.1	4.0
	Fruit	13.2	-3.0	9.2	-6.1
	Coffee	4.1	3.3	3.7	2.9
	Black Tea	14.5	-20.3	7.0	-21.8
	Functional	5.8	3.9	2.6	-2.4
	Mineral Water	4.7	28.8	20.9	23.5

Note 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.

Note 2: Amounts are estimated and therefore may vary from actual figures.