

January 11, 2017

**DECEMBER 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 : December 1, 2016 ~ December 31, 2016>

<Total : May 1, 2016 ~ December 31, 2016>

(YOY % Change)

		Sales Base		Volume Base	
		Monthly	Total	Monthly	Total
Total Sales		2.3	2.1	-	-
Tea Leaves		7.0	3.8	-	-
Drinks		1.9	2.0	1.9	1.9
Breakdown of Drinks	Japanese/Healthy Tea	0.4	2.4	-0.1	2.5
	Chinese Tea	0.8	-3.8	1.9	-4.6
	Vegetable	0.7	1.1	1.2	2.4
	Fruit	-2.4	-7.3	-6.8	-9.8
	Coffee	5.0	3.2	5.3	2.7
	Black Tea	-15.5	-25.5	-21.2	-26.5
	Functional	0.7	9.2	-3.0	8.0
	Mineral Water	32.3	34.7	44.1	23.0

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.