

# Financial Results for the First Quarter Fiscal Year Ending April 30, 2016

## Supplementary Materials

September 2015  
ITO EN, LTD.

1. 1Q Results of Operations
2. 1Q Category Results (Non-consolidated)
3. New Products Information



# 1. 1Q Results of Operations

Previous year had effects of consumption tax hike and unfavorable weather condition, but current term, we achieve steadily our targets including our subsidiaries' too.

(¥ million)

		First Quarter Total (May-July)				
		For the Year Ended April 30, 2015		For the Year Ending April 30, 2016		
			Sales Composition		Sales Composition	YOY % Change
Consolidated	Net Sales	118,700	100.0%	128,182	100.0%	8.0%
	Gross Profit	55,616	46.9%	58,448	45.6%	5.1%
	Selling, General and Administrative Expenses	53,421	45.0%	54,158	42.3%	1.4%
	Operating Income	2,194	1.8%	4,289	3.3%	95.4%
	Ordinary Income	2,082	1.8%	4,798	3.7%	130.4%
	Extraordinary Expenses and Income	33	-	△ 6	-	-
	Net Income	937	0.8%	2,391	1.9%	155.0%

		Annual Total (May-April)				
		For the Year Ended April 30, 2015		For the Year Ending April 30, 2016 Est.		
			Sales Composition		Sales Composition	YOY % Change
		430,541	100.0%	460,000	100.0%	6.8%
		207,409	48.2%	215,000	46.7%	3.7%
		196,016	45.5%	200,000	43.5%	2.0%
		11,393	2.6%	15,000	3.3%	31.7%
		11,229	2.6%	14,000	3.0%	24.7%
		△ 336	-	△ 650	-	-
		7,292	1.7%	8,700	1.9%	19.3%

Non-Consolidated	Net Sales	98,969	100.0%	101,898	100.0%	3.0%
	Gross Profit	44,495	45.0%	45,824	45.0%	3.0%
	Operating Income	548	0.6%	2,486	2.4%	353.5%
	Ordinary Income	1,044	1.1%	5,682	5.6%	443.8%

		353,754	100.0%	357,800	100.0%	1.1%
		164,289	46.4%	166,100	46.4%	1.1%
		6,478	1.8%	10,000	2.8%	54.4%
		6,929	2.0%	10,000	2.8%	44.3%

## 2. 1Q Category Results (Non-consolidated)

Japanese/Healthy Tea beverage was strong in sales. Coffee beverage continued to perform well, though other companies launched canned bottle coffee.

(¥ million)

	First Quarter Total (May-July)									
	For the Year Ended April 30, 2014			For the Year Ended April 30, 2015			For the Year Ending April 30, 2016			
		Sales Composition	YOY % Change		Sales Composition	YOY % Change		Sales Composition	YOY % Change	
Net Sales	101,315	100.0%	5.1%	98,969	100.0%	-2.3%	101,898	100.0%	3.0%	
Tea Leaves	7,418	7.3%	6.2%	7,382	7.5%	-0.5%	7,782	7.6%	5.4%	
Drinks	93,129	91.8%	5.1%	90,833	91.7%	-2.5%	93,232	91.5%	2.6%	
Others	767	0.8%	-4.2%	753	0.8%	-1.9%	882	0.9%	17.2%	
Breakdown of Drinks	Japanese Tea /Healthy Tea	49,833	49.1%	8.7%	50,107	50.5%	0.5%	51,558	50.6%	2.9%
	Chinese Tea	4,620	4.6%	-6.8%	4,481	4.5%	-3.0%	5,101	5.0%	13.8%
	Vegetable	14,082	13.9%	2.2%	12,151	12.3%	-13.7%	11,945	11.7%	-1.7%
	Fruit	4,143	4.1%	4.7%	4,323	4.4%	4.3%	3,595	3.5%	-16.8%
	Coffee	7,608	7.5%	11.5%	8,364	8.5%	9.9%	10,398	10.2%	24.3%
	Black Tea	2,960	2.9%	-29.4%	2,930	3.0%	-1.0%	1,918	1.9%	-34.6%
	Functional	2,119	2.1%	15.7%	1,672	1.7%	-21.1%	1,991	2.0%	19.0%
	Mineral Water	2,838	2.8%	14.9%	2,438	2.5%	-14.1%	2,695	2.6%	10.5%
	Carbonated	3,494	3.4%	15.5%	3,527	3.6%	0.9%	3,274	3.2%	-7.2%
Others	1,429	1.4%	-16.5%	834	0.8%	-41.5%	755	0.8%	-9.5%	

# 3. New Products Information

## Sep 7

### Special tea leaves material and bottle for HOT beverages

- Pioneer or the use of HOT (heatable) bottles in the beverage market from 2000
- Use well-aromatically green tea leaves for especially HOT beverages



PET 345ml  
¥130 (tax excluded)

## Sep 14

### Strengthen introduction of tea leaf products

- Use rare tea leaf variety "Kanaya midori"
- Deeply-steamed aromatic green tea
- Well balanced taste of additive-free matcha and milk



100g  
¥1,200 (tax excluded)



70g  
¥760 (tax excluded)



180g  
¥600 (tax excluded)

## Aug 24

### Launched high-profile "food with functional labeling"

Fruit beverage to maintain eyes condition



Canned bottle 200ml  
¥200 (tax excluded)

First launching in Japan.  
Instant stick-typed barley tea to support a good night's sleep by the effect of "theanine"



1.4g x 30 sticks  
¥4,000 (tax excluded)



1.4g x 5 sticks  
¥700 (tax excluded)  
Sep 14

## Sep 28

### Food Beverages (Wide open resealable can)

- Recap, make it easy to take anywhere, wide open resealable can
- Resealable and portable, Enjoy the last drop



170g



165g



170g

Wide open resealable can ¥130 (tax excluded)



The purpose of the materials you have received is to provide the means for a more thorough understanding of ITO EN and should not necessarily be regarded as a recommendation to invest. Furthermore, the data in these materials is based on what we believe is the most accurate information.