

Supplementary Materials

for the Fiscal Year Ending April 30, 2018

March 2018 ITO EN, LTD.



 **ITO EN**
We Love Nature

1. 3Q Results of Operations

(¥ million)

		Third Quarter Total (May-January)					Annual Total (May-April)				
		FYE Apr. 30, 2017		FYE Apr. 30, 2018			FYE Apr. 30, 2017		FYE Apr. 30, 2018 Est.		
			Sales Composition		Sales Composition	YOY % Change		Sales Composition		Sales Composition	YOY % Change
Consolidated	Net Sales	364,618	100.0%	376,371	100.0%	3.2%	475,866	100.0%	492,800	100.0%	3.6%
	Gross Profit	171,997	47.2%	177,885	47.3%	3.4%	226,170	47.5%	233,800	47.4%	3.4%
	Selling, General and Administrative Expenses	154,667	42.4%	161,572	42.9%	4.5%	204,395	43.0%	211,800	43.0%	3.6%
	Operating Income	17,329	4.8%	16,312	4.3%	-5.9%	21,774	4.6%	22,000	4.5%	1.0%
	Ordinary Income	17,575	4.8%	15,846	4.2%	-9.8%	21,524	4.5%	20,900	4.2%	-2.9%
	Extraordinary Losses and Income	-131	-	-245	-	-	-801	-	-450	-	-
	Net Income	11,564	3.2%	8,949	2.4%	-22.6%	13,693	2.9%	12,350	2.5%	-9.8%

Non-Consolidated	Net Sales	285,609	100.0%	292,143	100.0%	2.3%	371,831	100.0%	381,000	100.0%	2.5%
	Gross Profit	133,082	46.6%	136,494	46.7%	2.6%	174,999	47.1%	179,000	47.0%	2.3%
	Operating Income	11,937	4.2%	10,733	3.7%	-10.1%	15,646	4.2%	15,400	4.0%	-1.6%
	Ordinary Income	14,230	5.0%	12,542	4.3%	-11.9%	17,460	4.7%	16,800	4.4%	-3.8%

Exchange rate (US\$) ¥107.1 ¥111.8 (3Q average rate)

¥108.4 ¥110.0 (Annual average rate)

2. 3Q Category Results (Non-consolidated)

(¥ million)

		Third Quarter Total (May-January)								
		FYE Apr. 30, 2016			FYE Apr. 30, 2017			FYE Apr. 30, 2018		
			Sales Composition	YOY % Change		Sales Composition	YOY % Change		Sales Composition	YOY % Change
Net Sales		279,194	100.0%	3.2%	285,609	100.0%	2.3%	292,143	100.0%	2.3%
Tea Leaves		23,396	8.4%	4.7%	24,378	8.5%	4.2%	25,991	8.9%	6.6%
Drinks		253,223	90.7%	3.1%	258,718	90.6%	2.2%	263,406	90.2%	1.8%
Others		2,574	0.9%	6.4%	2,512	0.9%	-2.4%	2,746	0.9%	9.3%
Breakdown of Drinks	Japanese Tea /Healthy Tea	139,077	49.8%	4.5%	142,485	49.9%	2.5%	143,435	49.1%	0.7%
	Chinese Tea	13,699	4.9%	13.9%	13,241	4.6%	-3.3%	13,710	4.7%	3.5%
	Vegetable	32,649	11.7%	-3.0%	33,037	11.6%	1.2%	35,561	12.2%	7.6%
	Fruit	8,602	3.1%	-19.5%	8,237	2.9%	-4.2%	9,169	3.1%	11.3%
	Coffee	31,134	11.2%	23.5%	32,258	11.3%	3.6%	31,709	10.8%	-1.7%
	Black Tea	5,077	1.8%	-40.0%	3,833	1.3%	-24.5%	3,758	1.3%	-2.0%
	Functional	5,257	1.9%	18.9%	5,761	2.0%	9.6%	5,504	1.9%	-4.5%
	Mineral Water	6,670	2.4%	5.6%	8,866	3.1%	32.9%	8,097	2.8%	-8.7%
	Carbonated	8,023	2.9%	-4.0%	8,144	2.9%	1.5%	9,517	3.3%	16.9%
	Others	3,030	1.1%	-10.6%	2,851	1.0%	-5.9%	2,943	1.0%	3.2%

3. Products Information / Topics

■ Further strengthening of "Oi Ocha" brand

New brand

May 1



Both the tea leaves and bottled drinks feature *Sakura* (cherry blossom) packaging to depict spring

Jan. 29~



120g



80g



525ml

■ "TULLY'S COFFEE" satisfies diverse tastes

Deeply rich Black

Mar. 5 Update



390ml

Plastic bottle series with smooth taste and reduced bitterness

Mar. 12 New launch

Apr. 12 Update



500ml



■ New creation in vegetable beverage market

Expansion of *Aojiru* (Green Juice) market

Industry's first containers with roof-shaped caps

Feb. 19

Mar. 5

Mar. 12



350g



900g



1,000ml



Characteristics of container

- Easy to open
 - Easy to pour
 - Can be kept at room temperature for extended period of time
- *When unopened (9 months)

Dec. 26, 2017

At 1st "Japan SDGs Award" (FY2017)

ITO EN receives "Special SDGs Partnership Award"

We were recognized as a company working on the promotion of SDGs emphasizing partnership through the Tea-Producing Region Development Project (Large-Scale New Tea Farm Business), Used Tea Leaves Recycling System, etc.



Award ceremony held at the Prime Minister's Office



Japan.
Committed to SDGs

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