

June 15, 2020

APRIL ACTUAL NON-CONSOLIDATED
MONTHLY SALES OF ITO EN
(FOR THE FISCAL YEAR ENDED APRIL 30, 2020)

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

< Monthly : April 1, 2020 ~ April 30, 2020 >

< Total : May 1, 2019 ~ April 30, 2020 >

(YOY % Change)

		Sales Base		Volume Base	
		Monthly	Total	Monthly	Total
Total Sales		-22.3	-4.2	-	-
Tea Leaves		-7.1	-4.6	-	-
Drinks		-23.9	-4.1	-23.1	-5.3
Breakdown of Drinks	Japanese/Healthy Tea	-27.8	-2.8	-27.3	-3.6
	Chinese Tea	-37.2	2.6	-36.6	-2.7
	Vegetable	0.8	-3.5	-1.5	-6.4
	Fruit	-33.3	-15.3	-27.8	-15.4
	Coffee	-23.0	-12.5	-21.6	-11.7
	Black Tea	101.1	34.1	73.6	34.9
	Functional	-36.9	-1.3	-25.0	1.5
	Mineral Water	-36.9	-14.9	-29.8	-25.2

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.

○ Non-Consolidated Monthly Sales from Fiscal Year Ending April 30, 2021

Estimated non-consolidated monthly sales vary widely from month to month due to weather, natural disasters and new product launches, among other factors, and year-on-year comparison does not necessarily indicate the actual sales trend. Therefore, we will make the April Estimated Non-Consolidated Monthly Sales of ITO EN (for the Fiscal Year Ending April 30, 2020) the last announcement of monthly sales.

From the fiscal year ending April 30, 2021, we will announce confirmed quarterly sales, which will show the actual business condition more accurately at the time of the announcement of financial results.