

# Supplementary Materials

for the Fiscal Year Ending April 30, 2020

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September 2019 ITO EN, LTD.



We Love Nature

# 1. 1Q Results of Operations

(¥ million)

		First Quarter Total (May-July)				
		FYE Apr. 30, 2019	Sales Composition	FYE Apr. 30, 2020	Sales Composition	YOY % Change
Consolidated	Net Sales	139,568	100.0%	130,367	100.0%	-6.6%
	Gross Profit	64,963	46.5%	62,553	48.0%	-3.7%
	Selling, General and Administrative Expenses	58,895	42.2%	56,346	43.2%	-4.3%
	Operating Income	6,068	4.3%	6,207	4.8%	2.3%
	Ordinary Income	6,381	4.6%	5,882	4.5%	-7.8%
	Extraordinary Losses and Income	-832	-	-15	-	-
	Net Income	3,431	2.5%	3,658	2.8%	6.6%

Non-Consolidated	Net Sales	110,719	100.0%	101,782	100.0%	-8.1%
	Gross Profit	50,874	45.9%	48,279	47.4%	-5.1%
	Operating Income	4,036	3.6%	4,365	4.3%	8.2%
	Ordinary Income	5,460	4.9%	5,260	5.2%	-3.7%

Exchange rate (US\$)

¥110.39

¥108.72

(1Q average rate)

Annual Total (May-April)				
FYE Apr. 30, 2019	Sales Composition	FYE Apr. 30, 2020 Est.	Sales Composition	YOY % Change
504,153	100.0%	510,000	100.0%	1.2%
240,375	47.7%	243,649	47.8%	1.4%
217,555	43.2%	220,648	43.3%	1.4%
22,819	4.5%	23,000	4.5%	0.8%
23,211	4.6%	22,800	4.5%	-1.8%
-724	-	-900	-	-
14,462	2.9%	14,200	2.8%	-1.8%

394,495	100.0%	400,500	100.0%	1.5%
184,965	46.9%	188,072	47.0%	1.7%
15,851	4.0%	16,200	4.0%	2.2%
18,600	4.7%	18,100	4.5%	-2.7%

¥111.27

¥108.00

(average during a year)

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

(¥ million)

		First Quarter Total (May-July)								
		FYE Apr. 30, 2018			FYE Apr. 30, 2019			FYE Apr. 30, 2020		
		Sales Composition	YOY % Change	Sales Composition	YOY % Change	Sales Composition	YOY % Change	Sales Composition	YOY % Change	
Net Sales		107,243	100.0%	4.5%	110,719	100.0%	3.2%	101,782	100.0%	-8.1%
Tea Leaves		8,573	8.0%	7.3%	8,715	7.9%	1.7%	8,583	8.5%	-1.5%
Drinks		97,818	91.2%	4.2%	101,111	91.3%	3.4%	92,375	90.7%	-8.6%
Others		851	0.8%	12.1%	892	0.8%	4.8%	823	0.8%	-7.8%
Breakdown of Drinks	Japanese Tea /Healthy Tea	54,925	51.2%	4.2%	58,351	52.7%	6.2%	53,743	52.9%	-7.9%
	Chinese Tea	5,261	4.9%	10.1%	4,597	4.2%	-12.6%	4,566	4.5%	-0.7%
	Vegetable	12,916	12.1%	9.8%	12,499	11.3%	-3.2%	11,357	11.2%	-9.1%
	Fruit	3,268	3.1%	5.3%	2,894	2.6%	-11.4%	2,568	2.5%	-11.3%
	Coffee	10,627	9.9%	-3.0%	10,877	9.8%	2.4%	10,121	9.9%	-6.9%
	Black Tea	969	0.9%	9.3%	1,580	1.4%	63.1%	954	0.9%	-39.6%
	Functional	2,281	2.1%	2.1%	2,451	2.2%	7.4%	2,268	2.2%	-7.5%
	Mineral Water	3,114	2.9%	-15.6%	3,135	2.8%	0.7%	2,744	2.7%	-12.5%
	Carbonated	3,887	3.6%	25.6%	4,048	3.7%	4.1%	3,474	3.4%	-14.2%
	Others	565	0.5%	-11.3%	675	0.6%	19.3%	576	0.5%	-14.6%

## September 2019

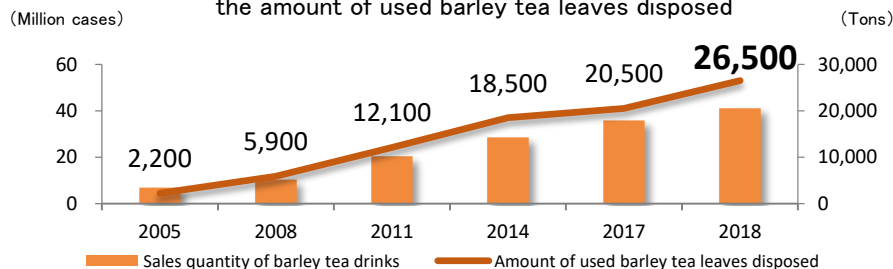
### Applying the “Oi Ocha” used tea leaves recycling technology Beginning the recycling of used barley tea leaves



ITO EN has established its Recycling System for Used Barley Tea Leaves, a technology for recycling the used barley tea leaves discarded when drinks such as Healthy Mineral Barley Tea are produced (approximately 26,500 tons in FY2018) by keeping them at room temperature as they contain water, and transporting and mixing them with industrial products. It has also developed lightweight, high-strength Cushioning Materials Containing Used Barley Tea Leaves (for boilers), which replace plastic cushioning materials.



Sales quantity trend of ITO EN's barley tea drinks and the amount of used barley tea leaves disposed



## August 2019

### Tea brand to take on challenges for a new deliciousness 「TEAS' TEA NEW AUTHENTIC」

Authentic black tea just like you drink in a café, made by the leading tea company, has been launched successively. In the fall/winter period, ITO EN will launch products on the theme of “really delicious tea with milk.”



Aug 5th



Sep 9th

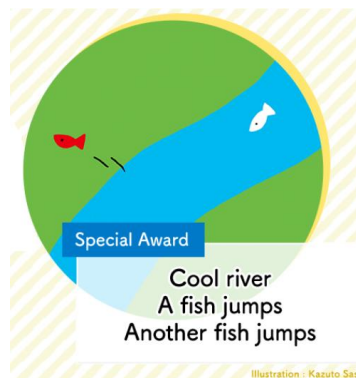


Fall / Winter



## July 2019

### Marking the 30th contest, held together with Oi Ocha, with a record high of approximately 2 million poems submitted 「ITOEN Oi Ocha Shinhaiku Contest」



- Status of submissions  
Submissions came from 2,935 schools, including elementary, junior high, and high schools (one or more high school out of five) all over Japan, and 49 schools overseas.
- Future initiatives  
ITO EN will provide support for activities undertaken by the Association for the Promotion of Haiku Registration to the Intangible Cultural Heritage by UNESCO, and establish a new category in the competition with new themes using images.



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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. However, please understand that even without advance notice, both past data and future forecasts may be revised.