Supplementary Materials

for the Fiscal Year Ending April 30, 2018

March 2018 ITO EN, LTD.





1. 3Q Results of Operations



(¥ million)

		Third Quarter Total (May-January)					Annual Total (May-April)				
		FYE Apr. 30, 2017	Sales Composition	FYE Apr. 30, 2018	Sales Composition	YOY % Change	FYE Apr. 30, 2017	Sales Composition	FYE Apr. 30, 2018 Est.	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%
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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%
I———I	Exchange rate (US\$)	Exchange rate (US\$) ¥107.1 ¥111.8 (3Q average rate			erage rate)	¥108.4	¥110.0	¥110.0 (Annual average rate)			

2. 3Q Category Results (Non-consolidated)



(¥ million)

		(* million)										
		Third Quarter Total (May-January)										
		FYE Apr. 30, 2016	Sales Composition	YOY % Change	FYE Apr. 30, 2017	Sales Composition	YOY % Change	FYE Apr. 30, 2018	Sales Composition	YOY % Change		
Net Sales		279,194		3.2%	285,609		l l	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%		
	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%		
ks	Vegetable	32,649	11.7%	-3.0%	33,037	11.6%	1.2%	35,561	12.2%	7.6%		
Drin	Fruit	8,602	3.1%	-19.5%	8,237	2.9%	-4.2%	9,169	3.1%	11.3%		
n of	Coffee	31,134	11.2%	23.5%	32,258	11.3%	3.6%	31,709	10.8%	-1.7%		
Breakdown of Drinks	Black Tea	5,077	1.8%	-40.0%	3,833	1.3%	-24.5%	3,758	1.3%	-2.0%		
reak	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%		
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3. Products Information / Topics



■Further strengthening of "Oi Ocha" brand



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

Plastic bottle series with smooth taste and reduced bitterness

Apr. 12 Update Mar. 12 New launch







500ml

■ New creation in vegetable beverage market

Expansion of Aojiru (Green Juice) market Industry's first containers with roof-shaped caps

Feb. 19

350g

Mar. 5

Mar. 12









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)

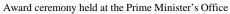
Dec. 26, 2017

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.







Japan. Committed to SDGs

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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.