

Dec 1, 2021

Dear All

Daisuke Honjo (President)
ITO EN, LTD.
47-10 Honmachi 3-chome,
Shibuya-ku, Tokyo, Japan

FY2021 2nd Quarter Sales Results

(For the fiscal year ending April 30, 2022)

< 2Q : August 1, 2021 ~ October 31, 2021 >

< Total : May 1, 2021 ~ October 31, 2021 >

1. Monthly Sales (non-consolidated)

	August	September	October	2Q
Net Sales	-10	-8	2	-6
Tea Leaves	1	-5	-2	-2
Drinks	-11	-9	2	-6
(Volume Base)	-12	-10	3	-7
Others	7	29	31	23

YOY % Change, Sales Base

*Previous standard

2. Results by Category of Drink (non-consolidated)

	Volume Base	
	2Q	Total
Drinks	-7	-1
Tea Total	-8	-0
Japanese/Healthy Tea	-5	2
Chinese Tea	-32	-25
Black Tea	-39	-30
Vegetable	-12	-10
Coffee	3	9
Mineral Water	-3	1
Carbonated	6	1
Fruit	9	9
Others	-17	-11

YOY % Change