

Mar 1, 2022

Dear All

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

FY2021 3rd Quarter Sales Results

(For the fiscal year ending April 30, 2022)

< 3Q : November 1, 2021 ~ January 31, 2022 >

< Total : May 1, 2021 ~ January 31, 2022 >

1. Monthly Sales (non-consolidated)

	November	December	January	3Q
Net Sales	4	-0	9	4
Tea Leaves	4	-4	0	-0
Drinks	4	0	10	4
(Volume Base)	2	-1	6	2
Others	20	32	19	24

YOY % Change, Sales Base

*Previous standard

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

	Volume Base	
	3Q	Total
Drinks	2	-0
Tea Total	2	0
Japanese/Healthy Tea	5	3
Chinese Tea	-26	-25
Black Tea	-17	-27
Vegetable	-12	-11
Coffee	14	11
Mineral Water	7	2
Carbonated	17	5
Fruit	6	8
Others	17	-2

YOY % Change