

September 1, 2025

ITO EN, LTD. Securities numbers : 2593 (Common Stock)

: 25935 (Class-A Preferred Stock)

(URL <https://www.itoen.co.jp>)

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For Immediate Release

Consolidated Financial Results

Under Japanese Standards for the First Quarter of the fiscal year ending April 30, 2026 (Unaudited)

Scheduled date of commencement of dividend payment: –

Supplementary documents for results prepared: Yes

Results presentation held: None

(Figures are rounded down to million yen.)

1. Consolidated Performance for the First Quarter of the Fiscal Year Ending April 30, 2026 (May 1, 2025 - July 31, 2025)

(1) Consolidated Results of Operations – cumulative

(% indicates year on year changes)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
	Million yen		Million yen		Million yen		Million yen	
7/31/2025	130,875	4.7%	8,360	17.3%	8,924	23.6%	5,712	28.6%
7/31/2024	125,039	3.2%	7,128	(28.7)%	7,219	(31.5)%	4,440	(35.0)%

Note 1: Comprehensive income 7/31/2025: 6,828 million yen [50.4%] 7/31/2024: 4,539 million yen [(42.1)%]

	Earnings per share		Earnings per share (diluted)	
	Yen		Yen	
7/31/2025	49.60		49.50	
7/31/2024	37.31		37.23	

Note 2: The above per share information pertains to Common Stock. For per share information for Class-A Preferred Stock, refer to “Reference” below.

(2) Consolidated Financial Position

	Total assets		Net assets		Shareholders' equity ratio	
	Million yen		Million yen			
7/31/2025	356,688		179,749		50.0%	
4/30/2025	344,598		175,971		50.6%	

Reference: Shareholders' equity 7/31/2025: 178,369 million yen 4/30/2025: 174,279 million yen

2. Dividends

	Dividend per share				
	First quarter end	Second quarter end	Third quarter end	Year end	Full year
	Yen	Yen	Yen	Yen	Yen
4/30/2025	–	22.00	–	22.00	44.00
4/30/2026	–				
4/30/2026 (Forecast)		24.00	–	24.00	48.00

Note 1: Revision to the most recently disclosed dividend forecast: None

Note 2: The above dividend per share pertains to Common Stock. For dividend per share for Class-A Preferred Stock, refer to “Reference” below.

3. Forecasted Consolidated Results for the Fiscal Year Ending April 30, 2026 (May 1, 2025 - April 30, 2026)

(% indicates year on year changes)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Earnings per share
	Million yen		Million yen		Million yen		Million yen		Yen
4/30/2026	490,000	3.7%	25,500	11.0%	25,700	11.9%	16,000	13.0%	135.72

Note 1: Revision to the most recently forecasted consolidated results: None

Note 2: The above per share information in forecasted consolidated results pertains to Common Stock. For per share information for Class-A Preferred Stock, refer to “Reference” below.

Notes

(1) Significant changes in the scope of consolidation during the period: None

(2) Application of special accounting methods in preparation for quarterly consolidated financial statements: Yes

Note: For further details, please refer to the section of “(3) Notes to Quarterly Consolidated Financial Statements, (Application of Special Accounting Methods in Preparation for Quarterly Consolidated Financial Statements)” of “2. Quarterly Consolidated Financial Statements and Main Notes” on page 8 of the attached material.

(3) Changes in accounting policies, changes in accounting estimates, and restatements

- i. Changes in accounting policies associated with revisions to accounting standards: None
- ii. Changes in accounting policies other than i. above: None
- iii. Changes in accounting estimates: None
- iv. Restatements: None

(4) Number of issued shares (common stock)

i. Number of issued shares (including treasury stock)	7/31/2025	85,212,380 shares	4/30/2025	85,212,380 shares
ii. Number of treasury stock	7/31/2025	900,652 shares	4/30/2025	906,132 shares
iii. Average number of shares outstanding during the period	7/31/2025	84,308,038 shares	7/31/2024	87,720,092 shares

Note: The above “Number of issued shares” pertains to Common Stock. For “Number of issued shares” for Class-A Preferred Stock, refer to “Reference” below.

* Review of the Japanese-language originals of the attached quarterly consolidated financial statements by certified public accountants or an audit corporation: None

* Request for appropriate use of the business outlook and other special remarks

Forward-looking statements in this document, including forecasts, are based on information available to management at the time of the announcement, which management assumes to be reasonable. Because of variable factors, actual results may differ from the forecast figures.

Reference

(1) Per share information of Class-A Preferred Stock

	Earnings per share (consolidated)	Earnings per share (diluted) (consolidated)
7/31/2025	Yen 49.60	Yen 49.50
7/31/2024	37.31	37.23

(2) Dividends – Class-A Preferred Stock

	Dividend per share				
	First quarter end	Second quarter end	Third quarter end	Year end	Full year
	Yen	Yen	Yen	Yen	Yen
4/30/2025		28.00		28.00	56.00
4/30/2026	–				
4/30/2026 (Forecast)		30.00	–	30.00	60.00

Note: Revision to the most recently disclosed dividend forecast: None

(3) Per share information of Class-A Preferred Stock in forecasted results

	Earnings per share (consolidated)
4/30/2026	Yen 147.72

Note: Revision to the most recently forecasted consolidated results: None

(4) Number of issued shares – Class-A Preferred Stock

i. Number of issued shares (including treasury stock)	7/31/2025	32,246,962 shares	4/30/2025	32,246,962 shares
ii. Number of treasury stock	7/31/2025	1,394,490 shares	4/30/2025	1,394,070 shares
iii. Average number of shares outstanding during the period	7/31/2025	30,852,671 shares	7/31/2024	31,286,939 shares

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1. Qualitative Information Regarding Consolidated Financial Results for This Quarter

(1) Explanations Regarding Consolidated Results of Operations

During the first three months of the fiscal year ending April 30, 2026 (May 1, 2025 - July 31, 2025), the Japanese economy continued to experience a gradual recovery driven by the improvement in the employment and income environment and the effects of various policies. However, certain conditions continue to present an uncertain outlook, such as the impact of trade policies in the United States, the decline in consumer confidence resulting from the continued increases in the price of goods, and consistently high raw material costs and energy prices.

Under these business conditions, in keeping with the management principle of “Always Putting the Customer First,” the ITO EN Group vigorously engaged in business activities while constantly seeking to identify and address areas of customer dissatisfaction in the beverage market.

As a result, the business performance for the first three months of the fiscal year ending April 30, 2026 was as follows.

Net sales	130,875 million yen, up 4.7%
Operating income	8,360 million yen, up 17.3%
Ordinary income	8,924 million yen, up 23.6%
Profit attributable to owners of parent	5,712 million yen, up 28.6%

Performance by each of the business segments was as follows.

<Tea Leaves and Beverages Business>

For the Tea Leaves and Beverages Business, both net sales and operating income were strong, especially for core “*Oi Ocha*” and “*Kenko Mineral Mugicha*” (healthy mineral barley tea) brand beverage products due to record high temperatures and light rainfall throughout Japan, in addition to the effects of advertising expenses in which the Company made upfront investments in during the previous fiscal year.

In June 2025, we launched the limited summertime “*Oi Ocha COLD BREW LEMON GREEN*” from the “*Oi Ocha PURE*” series that proposes a new style of Japanese tea. It was well received as a summery, sugar-free flavored green tea that offers the sweetness of cold brew green tea and refreshing coolness of lemons.

In addition, we established the Matcha Business Division in order to promptly and precisely respond to the recent growth in worldwide demand for matcha, and are working on strengthening procurement, production, and processing systems within Japan, as well as the expansion of sales in Japan and overseas.

As a result of these activities, the Tea Leaves and Beverages Business recorded net sales of 117,467 million yen, up 4.7% year on year, and operating income of 7,281 million yen, up 19.6% year on year.

<Restaurant Business>

Tully’s Coffee Japan Co., Ltd. launched the “*Something Blue Berry & Yogurt SWIRKLE*®,” seasonal limited drink for early summer. The item’s “something blue” theme and vibrant blue coloring attracted much attention. In June, Tully’s launched the “*Melon & Yogurt SWIRKLE*®” featuring seasonal fruits. The tantalizing sweetness of the frozen melon and yogurt’s perfect level of acidity have been well received, resulting in strong sales. In regards to opening new stores, Tully’s has opened the Musashi-Sakai Kaede-dori store, the cafe chain’s first store with an area for pets. This store is used by many customers, primarily residents of the area, while embodying a community cafe that is closely aligned with the region. It has also made steady progress opening stores in hospitals, commercial facilities, and other various locations, with a total of 825 shops as of July 31, 2025.

As a result of these activities, the Restaurant Business recorded net sales of 11,447 million yen, up 7.9% year on year, and operating income of 907 million yen, down 13.8% year on year.

<Others>

The Others recorded net sales of 1,960 million yen, down 11.7% year on year, and operating income of 179 million yen, up 11.1% year on year.

(2) Explanations Regarding Consolidated Financial Position

The following is a consolidated financial position at the end of the first quarter of the fiscal year ending April 30, 2026.

Total assets as of July 31, 2025 stood at 356,688 million yen, increased by 12,090 million yen from the end of the previous fiscal year. These changes in total assets mainly reflected a decrease of 12,044 million yen in “Cash and deposits,” an increase of 14,084 million yen in “Accounts receivable - trade,” an increase of 5,395 million yen in “Merchandise and finished goods,” and an increase of 3,412 million yen in “Raw materials and supplies.”

Liabilities as of July 31, 2025 stood at 176,939 million yen, increased by 8,312 million yen from the end of the previous fiscal year. These changes in liabilities mainly reflected an increase of 3,804 million yen in “Accounts payable - trade,” a decrease of 13,944 million yen in “Short-term loans payable,” an increase of 5,740 million yen in “Accrued expenses,” a decrease of 1,815 million yen in “Provision for bonuses,” and an increase of 13,928 million yen in “Long-term loans payable.”

Net assets as of July 31, 2025 stood at 179,749 million yen, increased by 3,777 million yen from the end of the previous fiscal year. This mainly reflected an increase of 5,712 million yen in “Retained earnings” due to “Profit attributable to owners of parent,” and a decrease of 2,718 million yen in “Retained earnings” due to “Dividends of surplus.”

(3) Explanations Regarding Forecasts for Consolidated Results and Future Outlook

As for the consolidated business outlook for the fiscal year ending April 30, 2026, no changes have been made to the forecasts that were announced on June 2, 2025.

2. Quarterly Consolidated Financial Statements and Main Notes

(1) Quarterly Consolidated Balance Sheet

As of April 30, 2025 and July 31, 2025

(Millions of yen)

	As of April 30, 2025	As of July 31, 2025
Assets		
Current assets		
Cash and deposits	89,908	77,864
Notes receivable - trade	65	130
Accounts receivable - trade	66,839	80,923
Merchandise and finished goods	46,255	51,651
Raw materials and supplies	13,014	16,427
Other	16,334	16,553
Allowance for doubtful accounts	(423)	(387)
Total current assets	231,995	243,163
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	25,764	25,936
Land	23,223	23,387
Leased assets, net	4,522	4,260
Other, net	23,846	24,358
Total property, plant and equipment	77,356	77,942
Intangible assets		
Goodwill	762	695
Other	5,759	5,927
Total intangible assets	6,521	6,622
Investments and other assets		
Other	28,850	29,084
Allowance for doubtful accounts	(125)	(125)
Total investments and other assets	28,724	28,959
Total non-current assets	112,603	113,525
Total assets	344,598	356,688
Liabilities		
Current liabilities		
Accounts payable - trade	35,292	39,097
Short-term loans payable	24,177	10,232
Lease obligations	1,448	1,360
Accrued expenses	32,418	38,158
Income taxes payable	2,749	3,214
Provision for bonuses	4,292	2,477
Other	7,741	8,466
Total current liabilities	108,120	103,007
Non-current liabilities		
Bonds payable	10,000	10,000
Long-term loans payable	35,001	48,929
Lease obligations	2,445	2,318
Net defined benefit liability	6,824	7,140
Other	6,233	5,542
Total non-current liabilities	60,505	73,931
Total liabilities	168,626	176,939

Quarterly Consolidated Balance Sheet – Continued

(Millions of yen)

	As of April 30, 2025	As of July 31, 2025
Net assets		
Shareholders' equity		
Capital stock	19,912	19,912
Capital surplus	4,788	4,798
Retained earnings	153,367	156,361
Treasury shares	(5,930)	(5,912)
Total shareholders' equity	172,137	175,159
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	2,059	2,539
Revaluation reserve for land	(6,074)	(6,074)
Foreign currency translation adjustment	5,400	6,178
Remeasurements of defined benefit plans	755	567
Total accumulated other comprehensive income	2,141	3,210
Share acquisition rights	82	53
Non-controlling interests	1,610	1,326
Total net assets	175,971	179,749
Total liabilities and net assets	344,598	356,688

(2) Quarterly Consolidated Statement of Income and Comprehensive Income

From May 1 to July 31, 2024 and 2025

Quarterly Consolidated Statement of Income

(Millions of yen)

	Three months ended July 31, 2024	Three months ended July 31, 2025
Net sales	125,039	130,875
Cost of sales	77,649	82,328
Gross profit	47,389	48,547
Selling, general and administrative expenses	40,260	40,186
Operating income	7,128	8,360
Non-operating income		
Interest income	151	104
Dividend income	50	57
Share of profit of entities accounted for using equity method	51	16
Foreign exchange gains	—	377
Other	139	275
Total non-operating income	393	832
Non-operating expenses		
Interest expenses	128	174
Foreign exchange losses	62	—
Loss on cancellation of leases	72	43
Other	40	50
Total non-operating expenses	302	268
Ordinary income	7,219	8,924
Extraordinary income		
Gain on sales of non-current assets	0	1
Total extraordinary income	0	1
Extraordinary losses		
Loss on abandonment of non-current assets	46	44
Impairment loss	0	—
Loss on valuation of investment securities	3	39
Total extraordinary losses	50	84
Income before income taxes	7,169	8,841
Income taxes	2,641	3,053
Net income	4,528	5,788
Profit attributable to non-controlling interests	87	76
Profit attributable to owners of parent	4,440	5,712

Quarterly Consolidated Statement of Comprehensive Income

(Millions of yen)

	Three months ended July 31, 2024	Three months ended July 31, 2025
Net income	4,528	5,788
Other comprehensive income		
Valuation difference on available-for-sale securities	115	469
Foreign currency translation adjustment	(139)	766
Remeasurements of defined benefit plans, net of tax	(6)	(188)
Share of other comprehensive income of entities accounted for using equity method	42	(6)
Total other comprehensive income	11	1,040
Comprehensive income	4,539	6,828
Comprehensive income attributable to owners of parent	4,375	6,780
Comprehensive income attributable to non-controlling interests	164	47

(3) Notes to Quarterly Consolidated Financial Statements**(Note Regarding the Company's Position as a Going Concern)**

Not applicable

(Note Regarding Significant Changes in the Amount of Shareholders' Equity)

Not applicable

(Application of Special Accounting Methods in Preparation for Quarterly Consolidated Financial Statements)

(Calculation of income taxes)

The effective tax rate after the application of deferred tax accounting to the income before income taxes for the fiscal year including the first quarter under review is reasonably estimated, and the tax expenses are calculated by multiplying income before income taxes by this estimated effective tax rate.

(Notes to Quarterly Consolidated Statement of Cash Flows)

A quarterly consolidated statement of cash flows for the first three months of the fiscal year ending April 30, 2026 (May 1, 2025 - July 31, 2025) has not been prepared. Depreciation (including amortization of intangible assets other than goodwill) and amortization of goodwill for the three months ended July 31, 2024 and 2025 were as follows.

	(Millions of yen)	
	Three months ended	Three months ended
	July 31, 2024	July 31, 2025
Depreciation	2,093	2,221
Amortization of goodwill	255	66

(Notes on Segment Information, etc.)

[Segment Information]

Information regarding amounts of sales and profits or losses by reporting segment

For the first three months of the fiscal year ended April 30, 2025 (May 1, 2024 – July 31, 2024)

(Millions of yen)

	Reporting Segment				Adjustment	Total
	Tea Leaves /Beverages Business	Restaurant Business	Others	Total		
Net sales:						
(1) Outside	112,207	10,609	2,221	125,039	–	125,039
(2) Intersegment	290	0	720	1,011	(1,011)	–
Total net sales	112,498	10,609	2,942	126,050	(1,011)	125,039
Segment profits	6,087	1,052	161	7,302	(173)	7,128

Notes: i. The segment profits adjustment includes (247) million yen in amortization of goodwill and 73 million yen in intersegment transactions.

ii. Segment profits are adjusted to the operating income figure on the Quarterly Consolidated Statement of Income.

For the first three months of the fiscal year ending April 30, 2026 (May 1, 2025 – July 31, 2025)

(Millions of yen)

	Reporting Segment				Adjustment	Total
	Tea Leaves /Beverages Business	Restaurant Business	Others	Total		
Net sales:						
(1) Outside	117,467	11,447	1,960	130,875	–	130,875
(2) Intersegment	682	32	158	873	(873)	–
Total net sales	118,149	11,480	2,119	131,748	(873)	130,875
Segment profits	7,281	907	179	8,367	(6)	8,360

Notes: i. The segment profits adjustment includes (66) million yen in amortization of goodwill and 60 million yen in intersegment transactions.

ii. Segment profits are adjusted to the operating income figure on the Quarterly Consolidated Statement of Income.