

2. Trends in the number of Gyomu Super stores

		Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1		
Directly managed areas	Opened	3	9	2						
	Closed	1	0	1						
	Total	581	590	591						
Indirectly managed areas	Opened	2	2	1						
	Closed	9	1	1						
	Total	361	362	362						
Total franchise stores		942	952	953						
Total directly operated stores		3	3	3						
Total stores		945	955	956						
		May	June	July	Aug.	Sept.	Oct.	H2	Full year	
Directly managed areas	Opened									
	Closed									
	Total									
Indirectly managed areas	Opened									
	Closed									
	Total									
Total franchise stores										
Total directly operated stores										
Total stores										

■ Directly managed areas (areas with franchise stores under general franchise contract)

[Hokkaido area] Hokkaido prefecture

[Kanto area] Tokyo, Chiba, Kanagawa, and Saitama prefectures

[Kansai area] Osaka, Kyoto, Hyogo (excl. Awaji Island), Nara, Wakayama, and Shiga prefectures

[Kyushu area] Fukuoka, Saga, Nagasaki, Kumamoto, Oita, and Miyazaki prefectures

■ Indirectly managed areas (areas with franchise stores under area franchise contract)

Prefectures other than those listed above

[Stores opened during January 2022]

Store name	Address
[Directly managed areas]	—
Hayama	1-28-15 Hayama, Nagasaki-shi, Nagasaki
Saga Kita	4-8-2 Takakisenishi, Saga-shi, Saga
[Indirectly managed areas]	—
Hitachiomiya	3086-1 Uruno, Hitachiomiya-shi, Ibaraki

3. Year-on-year changes in product shipments to Gyomu Super stores

(YoY %)

		Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1		
Directly managed areas	Existing stores	110.2	102.4	103.1						
	All stores	116.6	108.8	109.3						
Nationwide*	All stores	118.6	110.3	111.2						
		May	June	July	Aug.	Sept.	Oct.	H2	Full year	
Directly managed areas	Existing stores									
	All stores									
Nationwide*	All stores									

* "Nationwide" represents the product shipments to the stores in both directly and indirectly managed areas.

4. Overview

For January 2022, we reported net sales of **¥29,582 million (up 12.9% year-on-year)**, gross profit of **¥3,023 million (up 14.1%)**, operating profit of **¥1,781 million (up 3.5 %)**, and ordinary profit of **¥1,780 million (down 3.4%)** on a non-consolidated basis.

During the period, Gyomu Super opened 3 stores, resulting in 956 stores in total, an increase of 56 stores from a year earlier. As such, Gyomu Super stores attract more customers than ever before due to the stores being continuously featured on television, magazines, newspapers, and social media. As a result, these factors grew net sales.

Ordinary profit fell short of that for the same period of the previous fiscal year. This is primarily because we recorded foreign exchange losses for January this year as contrasted by recording foreign exchange gains due to the weakening of the yen for the same month last year. However, we analyze that this fluctuation is of a one-time nature and has only a limited effect on non-operating income and expenses.

Our product shipments to Gyomu Super stores remained strong, with **an increase of 3.1%** from a year earlier to existing stores in directly managed areas, **an increase of 9.3%** to all stores in directly managed areas, and **an increase of 11.2%** to all stores nationwide.

In terms of our product trends, frozen fruits, frozen vegetables, and frozen desserts have continued to show a positive trend. Although the quasi-emergency measures were applied to some prefectures in a phased manner from late January, restaurant opening hours were unrestricted for some time even during the quasi-emergency period. As a result, the shipments for bulk foods for commercial use increased.

From March 1 to April 30, we are going to run a marketing campaign titled “Gyomu Super Stores Loaded with Bargains! Storewide Customer Appreciation Sale 2022,” through which we continue to spread Gyomu Super’s attractiveness to more customers. Details of the campaign can be found on our website https://www.gyomusuper.jp/sale/202203_04/ (available in Japanese only).

5. Scheduled disclosure date

We principally set the 25th of each month (or, if the 25th falls on a weekend or national holiday, the immediately preceding business day) as the scheduled disclosure date to announce this flash report. Please note that the date may be changed for unavoidable reasons.

6. Transition to a company with an audit and supervisory committee

At the conclusion of the 36th Annual General Meeting of Shareholders held on January 27, 2022, we transitioned from a company with a board of corporate auditors to a company with an audit and supervisory committee in order to strengthen the auditing and supervisory function of the Board of Directors and accelerate decision-making for business execution, thereby further enhancing corporate governance.