

2. Trends in the number of Gyomu Super stores

		Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1			
Directly managed areas	Opened	3	9	2	3	5					
	Closed	1	0	1	0	2					
	Total	581	590	591	594	597					
Indirectly managed areas	Opened	2	2	1	2	0					
	Closed	9	1	1	0	0					
	Total	361	362	362	364	364					
Total franchise stores		942	952	953	958	961					
Total directly operated stores		3	3	3	3	3					
Total stores		945	955	956	961	964					
		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 March 2022]

Store name	Address
[Directly managed areas]	—
Kasuya Nakabaru	1827-1 Nakabaru, Kasuya-machi, Kasuya-gun, Fukuoka
Minami Miyazaki	3-59-3 Nakamura Higashi, Miyazaki-shi, Miyazaki
Odawara Higashicho	5-1-12 Higashi-cho, Odawara-shi, Kanagawa
Shingu	785-1 Kubo, Sano, Shingu-shi, Wakayama
Chikugo Kita	261-1 Otsubo, Kumano, Chikugo-shi, Fukuoka

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	101.1	105.3					
	All stores	116.6	108.8	109.3	107.5	111.9					
Nationwide*	All stores	118.6	110.3	111.2	108.6	113.2					
		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 March 2022, we reported net sales of **¥36,368 million (up 13.7% year-on-year)**, gross profit of **¥3,435 million (up 9.2%)**, operating profit of **¥2,058 million (up 5.5 %)**, and ordinary profit of **¥2,895 million (up 19.9 %)** on a non-consolidated basis.

During the period, Gyomu Super opened five stores, resulting in 964 stores in total, an increase of 49 stores from a year earlier. As such, Gyomu Super stores attract more customers than ever before due to the continued exposure to television, magazines, newspapers, and social media, in addition to the successful marketing campaign titled “Gyomu Super Stores Loaded with Bargains! Storewide Customer Appreciation Sale 2022,” which we started on Tuesday, March 1. As a result, these factors grew net sales.

Our product shipments to Gyomu Super stores remained strong, with **an increase of 5.3%** from a year earlier to existing stores in directly managed areas, **an increase of 11.9%** to all stores in directly managed areas, and **an increase of 13.2%** to all stores nationwide.

In terms of our product trends, conveniently available frozen fruits, frozen vegetables, and frozen desserts have continued showing a positive trend. Also, we saw a significant growth in sales of processed chicken products featured on television.

During the above-mentioned marketing campaign, which ends on Saturday, April 30, we will continue spreading 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

The flash report for April is scheduled to be released on Wednesday, May 25. Please note that the date of release may be changed for unavoidable reasons.