

2. Trends in the number of Gyomu Super stores

		Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1		
Directly managed areas	Opened	3	9							
	Closed	1	0							
	Total	581	590							
Indirectly managed areas	Opened	2	2							
	Closed	9	1							
	Total	361	362							
Total franchise stores		942	952							
Total directly operated stores		3	3							
Total stores		945	955							
		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 December 2021]

Store name	Address
[Directly managed areas]	—
Yamashina Higashino	7 Katasagari-cho, Higashino, Yamashina-ku, Kyoto-shi, Kyoto
Hagiwara	1-8-30 Hagiwara, Oita-shi, Oita
Fushiko	Sunlight II, 3-8-27 Fushiko 8-jo, Higashi-ku, Sapporo-shi, Hokkaido
Kikusui Motomachi	2-2-8 Kikusui Motomachi 5-jo, Shiroishi-ku, Sapporo-shi, Hokkaido
Shimomizo	1079-1 Shimomizo, Minami-ku, Sagamihara-shi, Kanagawa
Shinjo Takada	195 Sone, Yamatotakada-shi, Nara
Kitami Miwa	2-831-5 Higashimiwa, Kitami-shi, Hokkaido
Kamisato	565-3 Kanakubo, Kamisato-machi, Kodama-gun, Saitama
Higashiarai	336-1 Higashiarai, Minuma-ku, Saitama-shi, Saitama
[Indirectly managed areas]	—
Itoigawa	5-1318-1 Uekari, Itoigawa-shi, Niigata
Matsuyama Hirata	27-1 Hirata-machi, Matsuyama-shi, Ehime

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						
	All stores	116.6	108.8						
Nationwide*	All stores	118.6	110.3						
		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 December 2021, we reported net sales of **¥36,745 million (up 11.3% year-on-year)**, gross profit of **¥3,640 million (up 9.7%)**, operating profit of **¥2,423 million (up 3.8%)**, and ordinary profit of **¥2,672 million (up 13.6%)** on a non-consolidated basis.

During the period, Gyomu Super opened 11 stores, resulting in 955 stores in total, an increase of 59 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.

Our product shipments to Gyomu Super stores remained strong, with **an increase of 2.4%** from a year earlier to existing stores in directly managed areas, **an increase of 8.8%** to all stores in directly managed areas, and **an increase of 10.3%** to all stores nationwide.

In terms of our product trends, frozen fruits, frozen vegetables, and frozen desserts have continued to show a positive trend. Also, the demand for bulk foods for commercial use has gradually recovered.

A marketing campaign titled “Gyomu Super Year End Appreciation Sale” held in December last year was very well received and helped boost the number of customer visits to the stores.

5. Scheduled disclosure date

We principally set the 25th of each month (or, if the 25th falls on a weekend or a 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.