



2. Trends in the number of Gyomu Super stores

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

Store name	Address
<b>[Directly managed areas]</b>	—
Yamato Takada	14-4 Tsukiyama, Yamatotakada-shi, Nara
Miyakonojo	28-gaiku 6-go Kitahara-cho, Miyakonojo-shi, Miyazaki
Tsukaguchi	6-1-1 Tsukaguchi Honmachi, Amagasaki-shi, Hyogo
<b>[Indirectly managed areas]</b>	—
Ueda Akiwa	354-3 Akiwa, Ueda-shi, Nagano
Mihara Hongo	1-7-15 Shimokitagata, Mihara-shi, Hiroshima

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						
	All stores	116.6	108.8	109.3	107.5						
Nationwide*	All stores	118.6	110.3	111.2	108.6						
		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 February 2022, we reported net sales of **¥31,076 million (up 8.8% year-on-year)**, gross profit of **¥3,278 million (up 10.1%)**, operating profit of **¥2,116 million (up 3.2%)**, and ordinary profit of **¥2,232 million (down 4.3%)** on a non-consolidated basis.

During the period, Gyomu Super opened five stores, resulting in 961 stores in total, an increase of 52 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 a limited effect of foreign exchange fluctuation for February this year as contrasted by recording foreign exchange gains due to the weakening of yen for the same month last year. However, as ordinary profit significantly increased by 34.1% from two years earlier, we analyze that this fluctuation is of a one-time nature.

Also, operating profit, which indicates profit from our core business, increased by 3.2% from a year earlier even amid a surge in costs.

Our product shipments to Gyomu Super stores remained strong, with **an increase of 1.1%** from a year earlier to existing stores in directly managed areas, **an increase of 7.5%** to all stores in directly managed areas, and **an increase of 8.6%** to all stores nationwide.

In terms of our product trends, we saw continued growth in sales of conveniently available frozen fruits, frozen vegetables, and frozen desserts.

From March 1 to April 30, we have 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/](https://www.gyomusuper.jp/sale/202203_04/) (available in Japanese only).

#### 5. Scheduled disclosure date

We originally 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. However, following our policy to release the latest information as soon as possible, we have decided to disclose the monthly performance for February 2022 on March 18.

Going forward, we will release the flash report on the same date when the information is reported to our meeting body. Accordingly, the flash report for March is scheduled to be released on April 21. Please note that the date of release may be changed for unavoidable reasons.