

Company name GIFT INC. (Stock code: 9279, TSE1)
 Representative Sho Tagawa,
 President and Representative Director
 Inquiries Masanori Enoki, Director & General Manager,
 Corporate Planning Division
 Email ml-ir@gift-group.co.jp
 Tel 042-860-7182

November 2021 Monthly YoY Change in Sales and Number of Directly Operated Stores

Year-on-year change in sales and number of directly operated stores in Japan

Fiscal year ending October 31, 2022

| | | November | December | January | February | March | April | 1H |
|-------------|----------------|----------|----------|---------|----------|-------|-------|--------|
| All stores | Sales | 127.6% | | | | | | 127.6% |
| | # of customers | 128.0% | | | | | | 128.0% |
| | Average check | 99.7% | | | | | | 99.7% |
| Same stores | Sales | 102.2% | | | | | | 102.2% |
| | # of customers | 101.5% | | | | | | 101.5% |
| | Average check | 100.7% | | | | | | 100.7% |
| # of stores | Current year | 138 | | | | | | 138 |
| | Previous year | 113 | 115 | 118 | 119 | 123 | 126 | 126 |

| | | May | June | July | August | September | October | 2H | Full year |
|-------------|----------------|-----|------|------|--------|-----------|---------|-----|-----------|
| All stores | Sales | | | | | | | | 127.6% |
| | # of customers | | | | | | | | 128.0% |
| | Average check | | | | | | | | 99.7% |
| Same stores | Sales | | | | | | | | 102.2% |
| | # of customers | | | | | | | | 101.5% |
| | Average check | | | | | | | | 100.7% |
| # of stores | Current year | | | | | | | | 138 |
| | Previous year | 129 | 128 | 130 | 132 | 133 | 137 | 137 | 137 |

Monthly review

The COVID-19 spread has been suppressed at a certain level since the full lifting of the state of emergency, resulting in easing restrictions on people movements and restaurant operations requested by local governments. Number of customers increased due to the weather colder than the same month of the previous year, when it had been warmer than normal in Japan.

As a result, in November, all stores sales increased by 27.6% and same stores sales increased by 2.2% compared to the same month of the previous year.

Notes 1 Percentages are rounded to first decimal places.

2 Stores refer to our directly operated stores in Japan.

3 Same stores are defined as those in operation at least 16 months.

4 Same stores sales represent comparable sales (current vs. previous year), excluding sales during period with operating hours shortened.

5 Numbers in the table above are preliminary and unaudited, therefore, may differ from those based on actual results in the financial statements.

(Reference) Previous fiscal year ended October 31, 2021

| | | November | December | January | February | March | April | 1H |
|-------------|----------------|----------|----------|---------|----------|--------|--------|--------|
| All stores | Sales | 122.6% | 121.4% | 115.6% | 107.4% | 124.9% | 158.6% | 123.8% |
| | # of customers | 120.1% | 118.3% | 112.8% | 103.7% | 121.3% | 161.2% | 121.2% |
| | Average check | 102.1% | 102.7% | 102.5% | 103.6% | 103.0% | 98.4% | 102.2% |
| Same stores | Sales | 93.8% | 93.5% | 100.1% | 112.6% | 100.1% | 111.4% | 97.5% |
| | # of customers | 92.0% | 92.3% | 98.0% | 110.8% | 99.2% | 107.7% | 95.8% |
| | Average check | 102.0% | 101.4% | 102.2% | 101.6% | 100.9% | 103.4% | 101.8% |
| # of stores | Current year | 113 | 115 | 118 | 119 | 123 | 126 | 126 |
| | Previous year | 87 | 88 | 88 | 88 | 92 | 96 | 96 |

| | | May | June | July | August | September | October | 2H | Full year |
|-------------|----------------|--------|--------|--------|--------|-----------|---------|--------|-----------|
| All stores | Sales | 138.8% | 130.8% | 140.0% | 124.2% | 117.2% | 139.8% | 131.6% | 128.0% |
| | # of customers | 142.1% | 131.8% | 140.9% | 124.9% | 117.9% | 139.6% | 132.5% | 127.2% |
| | Average check | 97.7% | 99.3% | 99.4% | 99.4% | 99.4% | 100.1% | 99.3% | 100.6% |
| Same stores | Sales | 127.7% | 113.9% | 115.8% | 111.2% | 117.5% | 102.7% | 112.2% | 106.1% |
| | # of customers | 122.7% | 115.0% | 117.1% | 112.8% | 117.6% | 112.5% | 115.3% | 107.0% |
| | Average check | 104.0% | 99.0% | 98.9% | 98.6% | 99.9% | 91.3% | 97.3% | 99.2% |
| # of stores | Current year | 129 | 128 | 130 | 132 | 133 | 137 | 137 | 137 |
| | Previous year | 99 | 103 | 105 | 108 | 111 | 111 | 111 | 111 |