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December 2021 Monthly YoY Change in Sales and Number of Company-owned Stores

Year-on-year change in sales and number of company-owned stores in Japan

Fiscal year ending October 31, 2022

		November	December	January	February	March	April	1H
All stores	Sales	127.6%	133.6%					130.7%
	# of customers	128.0%	134.0%					131.1%
	Average check	99.7%	99.7%					99.7%
Same stores	Sales	102.2%	107.1%					104.7%
	# of customers	101.5%	106.1%					103.8%
	Average check	100.7%	100.9%					100.8%
# of stores	Current year	138	141					141
	Previous year	113	115	118	119	123	126	126

		May	June	July	August	September	October	2H	Full year
All stores	Sales								130.7%
	# of customers								131.1%
	Average check								99.7%
Same stores	Sales								104.7%
	# of customers								103.8%
	Average check								100.8%
# of stores	Current year								141
	Previous year	129	128	130	132	133	137	137	137

Monthly review

Despite growing concern about spread of the Omicron variant, more people attended gatherings and travel than in the holiday seasons of the previous year and crowds returned to major railway stations and downtown areas due to a general sense the public health crisis was easing.

Customer traffic increased due partly to the weather colder than the previous year in the latter half of the month.

As a result, in December, all stores sales increased by 33.6% and same stores sales increased by 7.1% compared to the same month of the previous year.

Notes 1 Percentages are rounded to first decimal places.

2 Stores refer to our company-owned 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