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## January 2023 Monthly YoY Change in Sales and Number of Company-owned Stores

### Monthly review

Sales were strong, especially in downtown and roadside areas, where domestic and inbound tourists returned despite growing concerns about the eighth infection wave in January.

Our business was also positively affected by lower air temperature in the latter half of the month in many parts of Japan due to strong cold waves.

As a result, all stores sales increased by 36.9% in January and same stores sales including period with shorter business hours increased by 20.2% year on year.

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

Fiscal year ending October 31, 2023

		November	December	January	February	March	April	1H
All stores (incl. period with shorter business hours)	Sales	128.3%	128.8%	136.9%				131.3%
	# of customers	124.6%	124.4%	129.9%				126.3%
	Average check	103.8%	104.4%	105.4%				104.0%
Same stores (incl. period with shorter business hours)	Sales	112.7%	114.5%	120.2%				115.9%
	# of customers	109.3%	110.1%	113.1%				110.8%
	Average check	103.2%	104.1%	106.3%				104.6%
# of stores	Current year	160	162	165				
	Previous year	138	141	143	143	146	147	

		May	June	July	August	September	October	2H	Full year
All stores (incl. period with shorter business hours)	Sales								131.3%
	# of customers								126.3%
	Average check								104.0%
Same stores (incl. period with shorter business hours)	Sales								115.9%
	# of customers								110.8%
	Average check								104.6%
# of stores	Current year								
	Previous year	147	154	156	159	159	159		

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) including the period with shorter business hours.

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, 2022

		November	December	January	February	March	April	1H
All stores (incl. period with shorter business hours)	Sales	129.1%	135.2%	139.1%	140.1%	143.5%	140.4%	137.8%
	# of customers	128.0%	134.0%	139.2%	140.9%	142.5%	138.4%	137.0%
	Average check	100.8%	100.9%	100.0%	99.5%	100.7%	101.4%	100.6%
Same stores (incl. period with shorter business hours)	Sales	102.2%	106.8%	112.2%	116.4%	119.6%	118.0%	112.3%
	# of customers	101.5%	105.9%	112.4%	116.8%	118.3%	116.2%	111.5%
	Average check	100.7%	100.9%	99.9%	99.6%	101.1%	101.6%	100.7%
# of stores	Current year	138	141	143	143	146	147	147
	Previous year	113	115	118	119	123	126	126

		May	June	July	August	September	October	2H	Full year
All stores (incl. period with shorter business hours)	Sales	135.5%	125.6%	119.0%	135.4%	139.6%	122.2%	129.0%	132.9%
	# of customers	133.9%	123.9%	115.0%	131.1%	134.0%	118.0%	125.4%	130.6%
	Average check	101.3%	101.4%	103.5%	103.3%	104.2%	103.6%	102.9%	101.8%
Same stores (incl. period with shorter business hours)	Sales	114.7%	106.6%	96.7%	111.9%	116.1%	105.2%	108.1%	109.9%
	# of customers	112.9%	104.8%	93.0%	107.7%	110.9%	101.1%	104.5%	107.6%
	Average check	101.7%	101.8%	104.0%	103.8%	104.7%	104.0%	103.4%	102.2%
# of stores	Current year	147	154	156	159	159	159	159	159
	Previous year	129	128	130	132	133	137	137	137

Other investor relations (IR) materials are available on our English IR website:



<https://www.gift-group.co.jp/english/>