February 3, 2021

Company name	GIFT INC. (Stock code: 9279, TSE1)
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January 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

		November	December	January	February	March	April	1H
All stores	Sales	123.8%	122.7%	117.3%				121.3%
	# of customers	120.1%	118.3%	112.8%				117.1%
	Average check	103.1%	103.8%	104.0%				103.6%
Same stores	Sales	94.8%	94.6%	102.3%				97.2%
	# of customers	92.0%	92.3%	98.2%				94.2%
	Average check	103.0%	102.5%	104.2%				103.2%
# of stores	Current year	113	115	118				118
	Previous year	87	88	88	88	92	96	96

		May	June	July	August	September	October	2H	Full year
All stores	Sales								121.3%
	# of customers								117.1%
	Average check								103.6%
Same stores	Sales								97.2%
	# of customers								94.2%
	Average check								103.2%
# of stores	Current year								118
	Previous year	99	103	105	108	111	111	111	111

Monthly review

Same stores sales represent comparable sales (current vs. previous year), excluding sales during period with operating hours shortened. In case that sales during the period are included, year-on-year changes in sales, number of customers and average check are 84.2%, 80.8% and 104.1%, respectively in January, while 88.8%, 86.1% and 103.1% on a year-to-date basis (November to January).

After a strong start to the month due to the weather colder than previous years in Japan, we saw a decline in customer traffic in the latter half of the month because local governments had ordered people to stay home and restaurants to shorten their operating hours in response to declaration of state of emergency.

We continued to expand stores offering home delivery and to-go services.

As a result, in January, all stores sales increased by 17.3 % and same stores sales increased by 2.3% compared to the same month of the previous year.

Notes 1 Percentages are rounded to first decimal places.
2 Sales and number of stores include those of our subsidiary RAMEN TENKA INC.
3 Same stores are defined as those in operation at least 16 months.

4 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, 2020

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

		November	December	January	February	March	April	1H
All stores	Sales	140.9%	140.7%	140.7%	138.6%	115.7%	92.5%	128.2%
	# of customers	137.3%	137.1%	135.8%	136.7%	113.8%	85.3%	124.3%
	Average check	102.6%	102.7%	103.6%	101.4%	101.7%	108.4%	103.4%
Same stores	Sales	100.3%	97.9%	95.7%	96.7%	86.3%	75.6%	92.1%
	# of customers	97.7%	96.2%	94.1%	95.6%	85.7%	70.9%	90.0%
	Average check	102.7%	101.8%	101.7%	101.1%	100.8%	106.7%	102.5%
# of stores	Current year	87	88	88	88	92	96	96
	Previous year	57	58	60	63	66	70	70

		May	June	July	August	September	October	2H	Full year
All stores	Sales	116.0%	128.0%	133.1%	119.9%	125.3%	129.6%	125.3%	126.7%
	# of customers	105.4%	121.0%	124.5%	113.3%	119.3%	123.5%	117.8%	121.1%
	Average check	110.0%	105.8%	106.9%	105.8%	105.1%	105.0%	106.4%	104.9%
Same stores	Sales	90.1%	88.5%	92.5%	93.0%	95.4%	96.8%	92.7%	92.4%
	# of customers	84.0%	84.7%	87.0%	87.3%	90.3%	92.4%	87.6%	88.8%
	Average check	107.4%	104.4%	106.3%	106.6%	105.7%	104.8%	105.9%	104.2%
# of stores	Current year	99	103	105	108	111	111	111	111
	Previous year	71	73	74	84	85	86	86	86