April 5, 2021

Company name	GIFT INC. (Stock code: 9279, TSE1)
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March 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, 2021

		November	December	January	February	March	April	1H
All stores	Sales	123.8%	122.7%	117.3%	109.0%	126.2%		119.8%
	# of customers	120.1%	118.3%	112.8%	103.7%	121.3%		115.2%
	Average check	103.1%	103.8%	104.0%	105.2%	104.1%		104.0%
Same stores	Sales	94.8%	94.6%	101.7%	113.3%	100.3%		100.9%
	# of customers	92.0%	92.3%	98.0%	110.8%	99.2%		98.4%
	Average check	103.0%	102.5%	103.8%	102.3%	101.1%		102.6%
# of stores	Current year	113	115	118	119	123		123
	Previous year	87	88	88	88	92	96	96

		May	June	July	August	September	October	2H	Full year
All stores	Sales								119.8%
	# of customers								115.2%
	Average check								104.0%
Same stores	Sales								100.9%
	# of customers								98.4%
	Average check								102.6%
# of stores	Current year								123
	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 89.3%, 85.8% and 104.0%, respectively in March, while 86.9%, 83.8% and 103.8% on a year-to-date basis (November to March).

We saw gradual return of customers after lifting the declaration of state of emergency in March. However, some local governments continued to request for restaurants to shorten their operating hours after lifting. We continued to operate our stores, taking measures to prevent the spread of infection although many of them shortened their operating hours to comply with the requests. Under such situation, we continued to expand stores offering home delivery and to-go services.

As a result, in March, all stores sales increased by 26.2% and same stores sales increased by 0.3% 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

		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