









GIFT

Securities Code 9279

GIFT INC.

Results Briefing Materials for the Second Quarter of the Fiscal Year Ending October 31, 2021

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Actual performance and results may differ significantly due to changes in a variety of factors.

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Summary of Financial Results for the Cumulative Second Quarter of the Fiscal Year Ending October 31, 2021

Financial Summary

1. Minimized the impact of the COVID-19, utilizing the strength of "daily meals"

2. Opened new stores as planned in line with the Medium-term Management Plan

Directly Operated Stores

IEKEI Ramen: Opened stores in prime locations of central Tokyo as well as suburbian roadside areas

BUTAYAMA: Opened as planned

Produced Stores, where we support for creation of busy stores according to the requests of owners (cf. p. 40)

Demand for new store openings rose even during COVID-19 pandemic (we are actively supporting store development).

3. 3 reforms bore fruit and improved earnings

Operated business in line with the Medium-term Management Plan



Standardization and simplification

- **Maximized profits by building and implementing a system to improve sales per man hour (man-hour productivity) through standardization and simplification associated with the 3 reforms**

Personnel acquisition and employee retention

- **Opened new stores as planned, while reducing cost per hire.**
- **Increased the employee retention rate through operational reforms in store management, one of the 3 reforms**

Number of recruits

Previous Q2: 93
New graduates 18, Referrals 11 ➡ **Current Q2: 110**
New graduates 35, Referral 15

Retirement rate

Previous Q2: 23.9% ➡ **Current Q2: 14.6%**

Cost per hire (part-time worker)

Previous Q2: 48,000 yen ➡ **Current Q2: 20,000 yen**

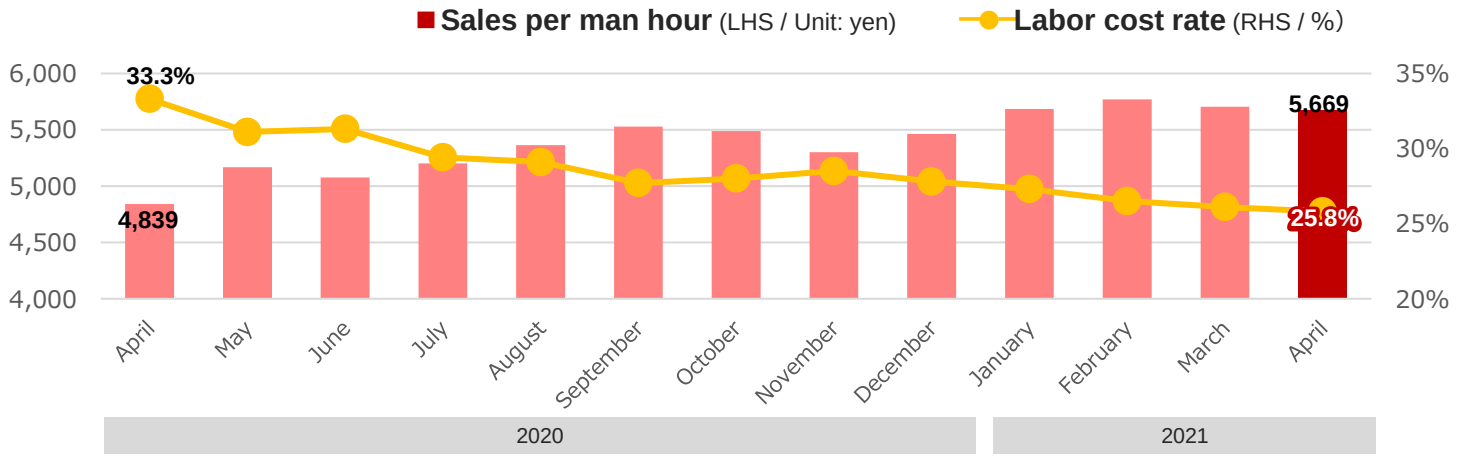
Open stores in prime locations

- **Opened stores in prime locations of the city center with an eye on post-covid economy as well as roadside stores in residential areas and suburbs, which were less likely to be affected by stay-at-home orders and requests for restaurants to shorten their operating hours**

Minimized the impact of shortened operating hours by maximizing the strength of Ramen as "daily meals" amid tough restaurant industry.

Improved profitability through the implementation of 3 reforms

➢Increased man-hour productivity



As of April 2021

Sales per man hour
¥5,669

Labor cost rate
25.8%

➢Control the appropriate work schedule

With the **introduction of RPA,** the difference between appropriate shifts and actual shifts can be visualized in real time.
This made it possible to **operate work shift system without waste.**

➢Reduce time spent working outside of business hours

Reduction and simplification of in-store cooking **processes,** common use of toppings, and bulk delivery from the distribution center

➢Penetration of RUN&GUN, optimization of delivery support

Promote RUN&GUN and control orders for home delivery service

Opened new stores as planned

- **New store openings progressed as planned due partly to steady acquisition of human resources.**
- **We also aggressively opened new stores in prime locations of central Tokyo (Shibuya, Tabata, Jimbocho, Sengakuji, and Asakusa).**



Machida Shoten Miyamasuzaka



Asakusa Shoten

The Shibuya/Miyamasuzaka branch is located between central Shibuya and Aoyama Gakuin University, near the Miyamasuzaka-ue intersection. It is easily accessible not only to tourists but also to students and people working in nearby offices.

Asakusa Shoten is located near Sensoji Temple's Kaminarimon, the center of sightseeing. The environment is full of tourists not only on weekends but also on weekdays.

Financial Highlights

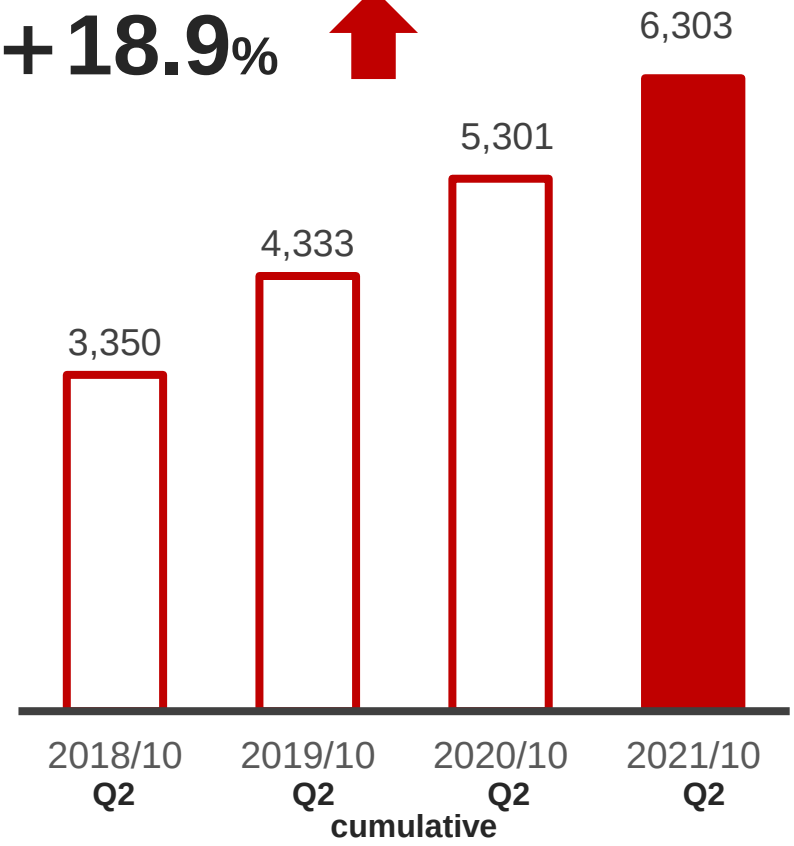
New stores opened as planned, and net sales increased despite the impact of shortened business hours in response to the emergency declaration. Ordinary profit was boosted by the shortened working hour subsidy.

((Millions of yen, cumulative basis)

Net sales

Year-on-year change

+18.9%



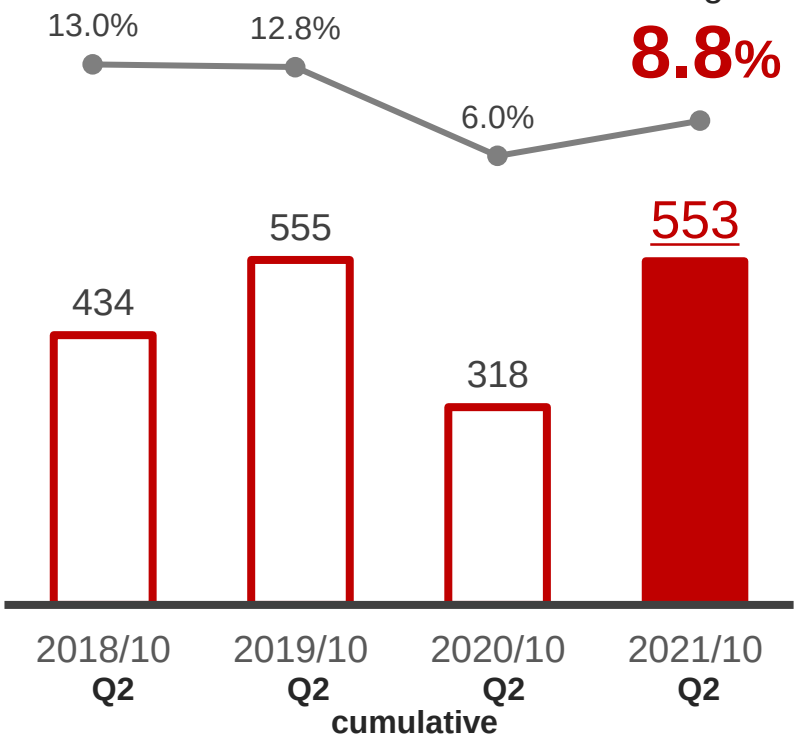
Ordinary profit margin

Year-on-year change

+73.7%

Ordinary profit margin

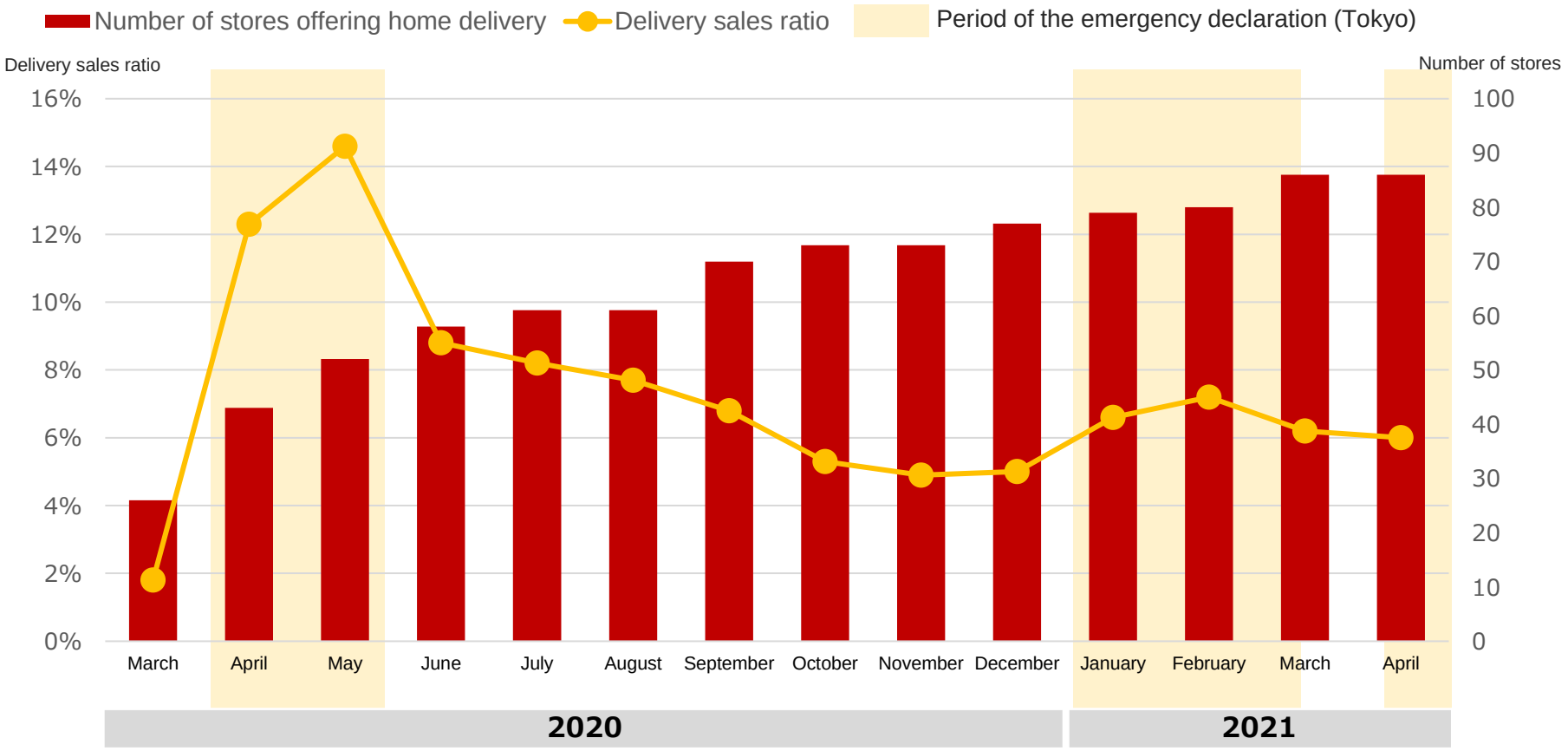
8.8%



Percentage of home delivery sales since the spread of COVID-19

Under stay-at-home orders in response to emergency declaration, etc., home delivery increased.

After lifting the declaration, people returned and in-store sales recovered.



Statements of Income

Shorter business hours affected net sales.
3 reforms supported profitability.

(Millions of yen, cumulative basis)	FYE Oct. 31, 2020 Q2		FYE Oct. 31, 2021 Q2		Year-on-year change
	Amount	Percentage of sales	Amount	Percentage of sales	Change
Net sales	5,301	-	**6,303**	**-**	**+18.9%**
Cost of sales	1,619	30.6%	1,784	28.3%	+10.2%
Gross profit	3,681	69.4%	**4,519**	**71.7%**	**+22.7%**
Selling, general and administrative expenses	3,389	63.9%	4,213	66.8%	+24.3%
Operating profit	292	5.5%	**306**	**4.9%**	**+4.7%**
Ordinary profit	318	6.0%	**553**	**8.8%**	**+73.7%**
Profit	171	3.2%	**355**	**5.6%**	**+107.5%**

Compared to plan	
FYE Oct. 31, 2021 Q2 forecast	Level of achievement
7,100	88.8%
-	-
-	-
-	-
400	76.5%
450	123.0%
280	126.9%

Subsidies for cooperating with early closing-hour requests

The Group has shortened the operating hours of stores in response to requests from local governments to shorten the operating hours of restaurants, etc. The Group is applying for subsidies for cooperating with early closing-hour requests and recognizing revenue when the payment is decided.

In the first half of the current fiscal year, the Company posted **150,940 thousand yen in** subsidy income under non-operating.

(Reference) Status of application and payment of subsidy (as of the submission of the Summary of Consolidated Financial Results for the Six Months Ended April 30, 2021)

	By April 30	After May 1				Total days when cooperating with early closing-hour requests
	paid	Applied for, Payment decided	Applied for, Payment undecided	Scheduled to be applied	Total	
Number of days	**2,586** (-)	**2,515** (-)	**2,462** (124)	**4,300** (3,493)	**9,277** (3,617)	**11,863** (3,617)
Subsidy (Thousands of yen)	**150,940**	**140,180**	Note 2	Note 2	Note 2	Note 2

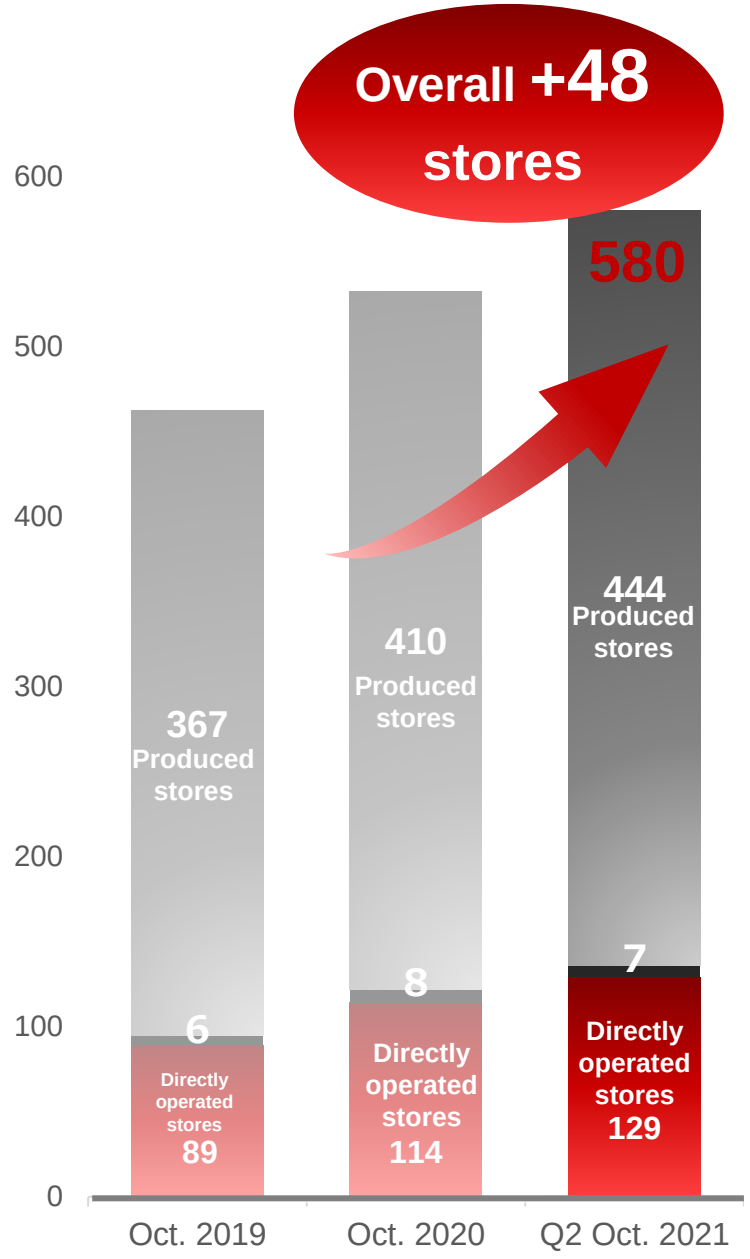
(Note 1) The number of days in parentheses is the number of days is based on the reduced sales method (so-called large company method).

(Note 2) Revenue will be recognized when the decision is made on the payment of subsidies that has been applied for and is yet to be determined, or will be applied for as of the submission of the Summary of Consolidated Financial Results for the Six Months Ended April 30, 2021.

Store Openings

New stores continued to be launched and the increase in stores was 48 in the first half (Planned 82 in full year)

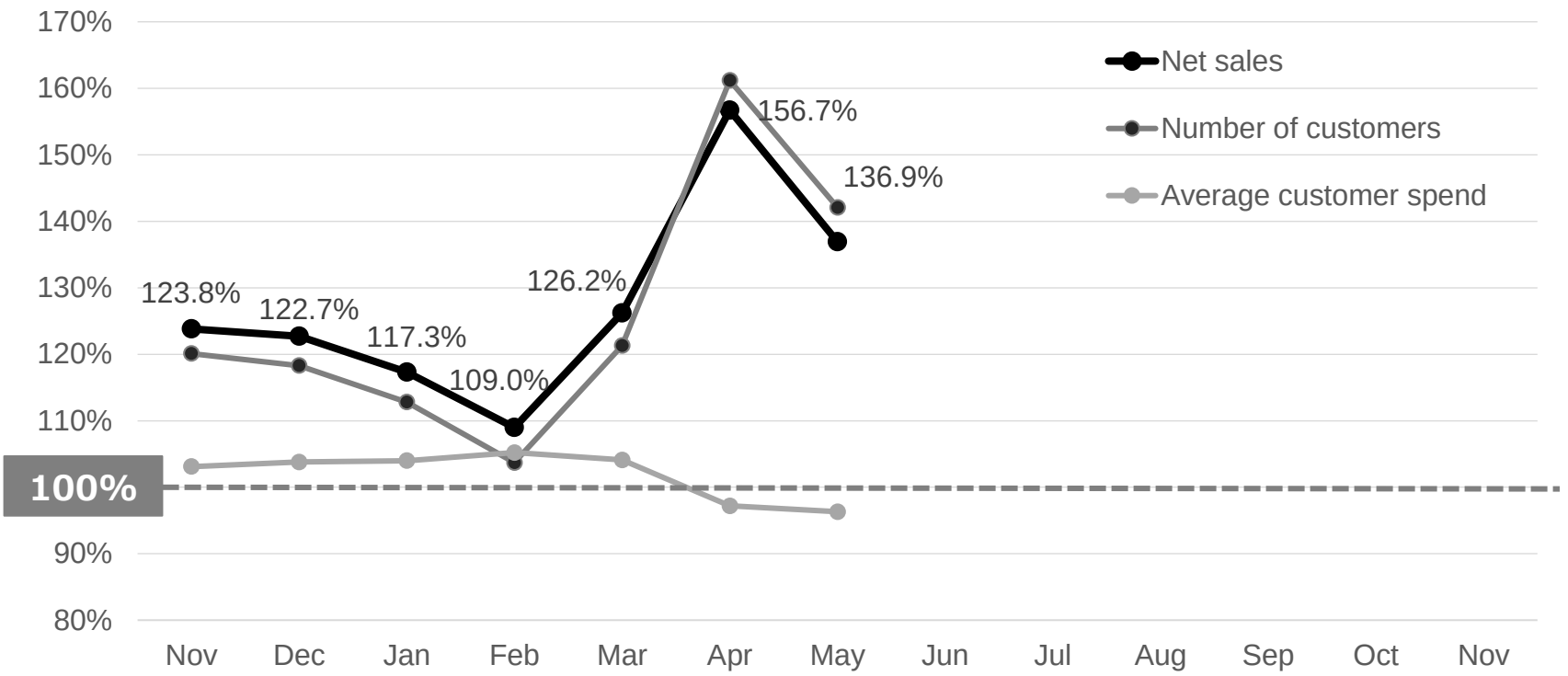
	Oct. 2020	Apr. 2021 (Q2-end)
Produced stores	410 stores	444 stores
Directly operated stores	122 stores	136 stores 126 in Japan + 3 overseas + 7 outsourced
Total number of stores	532 stores	580 stores



Status of Stores (Breakdown of Change)

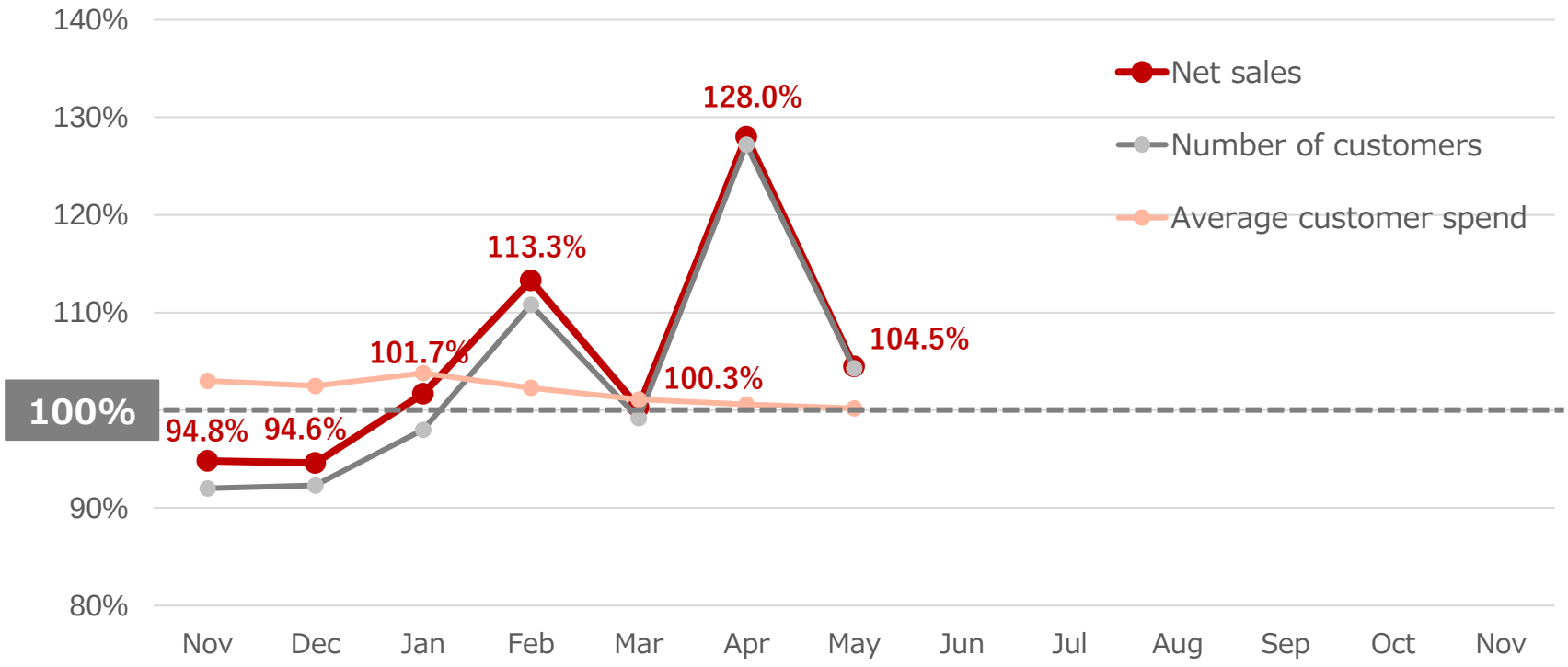
(Number of stores)		As of Oct. 31, 2020	**As of Apr. 30, 2021 (Q2-end)**	Change
Directly operated store business	Kanto	70	**78**	+8
	East Japan (other than Kanto)	22	**28**	+6
	West Japan	19	**20**	+1
	Overseas	3	**3**	0
	Subtotal	114	**129**	+15
	Outsourced stores	8	**7**	(1)
	Total	122	**136**	+14
Produced store business	Kanto	276	**282**	+6
	East Japan (other than Kanto)	72	**89**	+17
	West Japan	52	**61**	+9
	Overseas	10	**12**	+2
	Total	410	**444**	+34
Total number of stores		462	**532**	+70

Year-on Year Comparison of Sales of All Directly Operated Stores in Japan



All stores	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Average
Net sales	123.8%	122.7%	117.3%	109.0%	126.2%	156.7%	136.9%						127.5%
Number of customers	120.1%	118.3%	112.8%	103.7%	121.3%	161.2%	142.1%						125.6%
Average customer spend	103.1%	103.8%	104.0%	105.2%	104.1%	97.2%	96.3%						101.9%

Year-on Year Comparison of Sales of Existing Directly Operated Stores in Japan



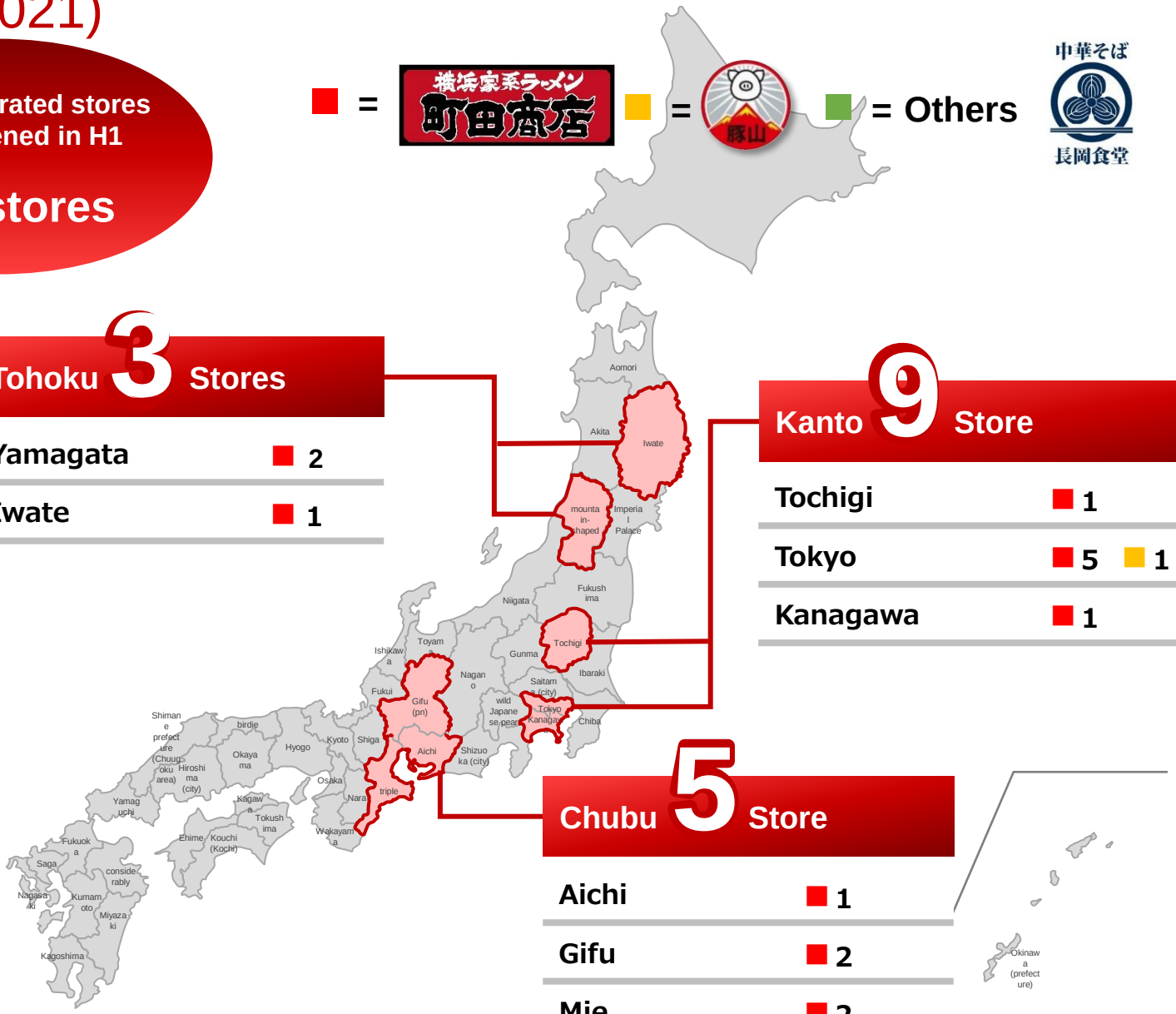
Existing stores	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Average
Net sales	94.8%	94.6%	101.7%	113.3%	100.3%	128.0%	104.5%						105.3%
Number of customers	92.0%	92.3%	98.0%	110.8%	99.2%	127.2%	104.3%						103.4%
Average customer spend	103.0%	102.5%	103.8%	102.3%	101.1%	100.6%	100.2%						101.9%
Versus 2019	95.1%	92.6%	97.4%	109.6%	86.6%	96.7%	94.2%						96.0%

Newly opened directly-managed stores (November 2020 to April 2021)

Directly operated stores newly opened in H1

17 stores

■ = 横浜家系ラーメン 町田商店　■ = 豚山　■ = Others　中華そば 長岡食堂



Tohoku 3 Stores

Yamagata	■ 2
Iwate	■ 1

Kanto 9 Store

Tochigi	■ 1
Tokyo	■ 5　■ 1　■ 1
Kanagawa	■ 1

Chubu 5 Store

Aichi	■ 1
Gifu	■ 2
Mie	■ 2

B/S Summary

(Millions of yen)

	As of Oct. 31, 2020	As of Apr. 30, 2021	Change
Current assets	**2,253**	**2,154**	**(98)**
Cash and deposits	1,791	1,626	(165)
Accounts receivable - trade	232	247	+15
Other	228	280	+52
Non current assets	**4,618**	**5,338**	**+719**
Property, plant and equipment	3,025	3,579	+554
Intangible assets	169	229	+59
Investments and other assets	1,423	1,529	+105
Total assets	**6,872**	**7,493**	**+621**

	As of Oct. 31, 2020	As of Apr. 30, 2021	Change
Current liabilities	**2,402**	**2,698**	**+295**
Accounts payable - trade	298	309	+11
Short-term borrowings	754	732	(22)
Current portion of long term borrowings	547	578	+31
Other	802	1,077	+275
Non-current liabilities	**1,361**	**1,424**	**+63**
Long-term borrowings	1,093	1,135	+41
Other	268	289	+21
Total liabilities	**3,764**	**4,122**	**+358**
Total net assets	**3,107**	**3,370**	**+262**
Share capital	786	790	+3
Capital surplus	1,038	1,042	+3
Retained earnings	1,304	1,560	+255
Accumulated other comprehensive income	(21)	(21)	(0)
Total liabilities and net assets	**6,872**	**7,493**	**+621**

C/F Summary

((Millions of yen, cumulative basis)
)

	FYE Oct. 31, 2020 Q2	FYE Oct. 31, 2021 Q2	Change
Net cash provided by (used in) operating activities	(15)	813	+828
Net cash provided by (used in) investing activities	(599)	(931)	(332)
Net cash provided by (used in) financing activities	(96)	(47)	+48
Effect of exchange rate change on cash and cash equivalents, etc.	1,166	1,626	+460

Main content of Q2 of FYE Oct. 31, 2021

■ Cash flows from operating activities

Profit before income taxes: 552 million yen
Depreciation: 187 million yen
Income taxes paid: (37 million yen)

■ Cash flows from investing activities

Purchase of property, plant and equipment: (797 million yen)
Payments of leasehold and guarantee deposits: (96 million yen)

■ Cash flows from financing activities

Proceeds from long-term borrowings: 368 million yen
Net change in short-term borrowings: (22) million yen
Repayments of long-term borrowings: (295 million yen)

Progress of Medium-term Management Plan

Medium-term Management Plan

The plan is for 1.9 times sales and 3.2 times ordinary profit in the fiscal year ending October 31, 2023 in operations aimed at 1,000 stores

		Oct. 2020	Oct. 2021	Oct. 2022	Oct. 2023	…	Oct. 2025
Net sales		11.0 (billion yen)	15.1 (billion yen)	18.0 (billion yen)	21.3 (billion yen)		
Ordinary profit		0.5 (billion yen)	1.1 (billion yen)	1.8 (billion yen)	2.1 (billion yen)		
Number of stores in Japan	Total number of stores	519 stores	601 stores	683 stores	766 stores	…	1,000 stores
	Directly operated stores	119 stores	151 stores	183 stores	216 stores	…	300 stores
	Produced stores	400 stores	450 stores	500 stores	550 stores	…	700 stores

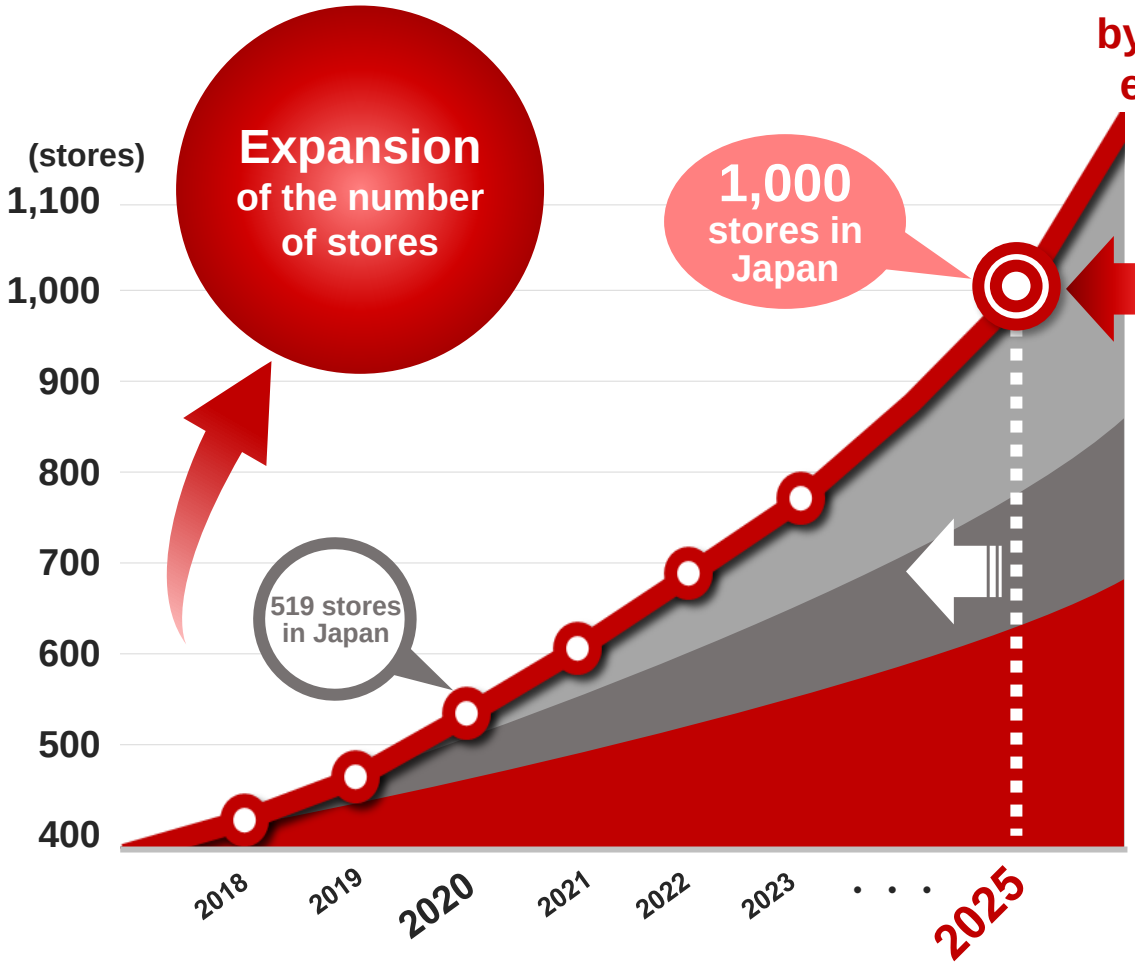
Implement 3 reforms to revolutionize ramen restaurants

1. Product reform
2. *Operation* reform
3. Manufacturing & logistics reform

Medium-term Vision

Execute "product reform," "operation reform" and "manufacturing & logistics reform" to implement systems for operations and products with the aim of reaching 1,000 stores.

Accelerate the speed of opening stores by operating nationwide and expanding business types



Expansion through M&A

- M&A strategy specializing in the ramen business

Development of new business types

- Creation and operation of second and third brands through development of new business types

Expansion of existing business

- Nationwide expansion of directly operated busy stores + nationwide expansion of produced stores

Initiatives for the Second Half of the Fiscal Year and Beyond

Toward the Achievement of our Medium-term Vision

We assume that requests for shorter operating hours will continue until the COVID-19 is under control.
We will respond flexibly and promptly to changes in the business environment.

Properties



The number of properties in prime locations and in good conditions is increasing in urban and roadside areas.

Human Resource



Increased labor mobility is making securing human resources easier.

M&A deals



An increasing number of M&A projects is expanding business opportunities such as entering new business categories and securing good locations.

Strengthening the system anticipating post-COVID-19 world

- **Strengthen store openings in prime locations of central Tokyo**
- **Prepare to introduce a revenue model of directly operated stores to Produce Stores.**

What we need to do in anticipation of an increase in the number of stores → **Uniformity of QSCA (Quality, Service, Cleanliness, Atmosphere) through standardization and simplification for scale expansion**

We will continue to implement and sustain the 3 reforms to maximize profits by pursuing quality and improving efficiency.

Implement 3 reforms to revolutionize ramen restaurants

1. Product reform	● Factory production of roast pork, implementation of PB for fried chicken	➡ Reduction of in-store preparation and knife work
	● Brush-up of menu based on ABC analysis	➡ Increased speed of provision
	● Brush-up of MISO ramen business type	➡ Diversification of store launches
	● Development of more new business types	➡ Diversification of store launches
2. Operation reform	● New formation (RUN&GUN)	➡ More consistent quality and increased speed of provision
	● Simplification of cooking process, use of common toppings	➡ More consistent quality and increased speed of provision
	● Reduction of man hours for preparation for opening and closing outside of business hours	➡ Cost reduction
	● Thorough education system and well-developed evaluation and compensation system	➡ Increased employee motivation
3. Manufacturing & logistics reform	● Year-round operation of noodle factories	➡ Increased freshness of noodles, increased manufacturing capacity, risk hedging
	● In addition to Yokohama factory, commence operation of the Tamba-Sasayama factory.	➡ Secure 1.5 times existing production capacity
	● Increase of internally produced items	➡ Improvement of quality, cost reduction
	● Bulk delivery through operation of logistics center	➡ Reduction of inspection and ordering work

Establishment of cycle to improve productivity and quality through implementation of systems (standardization and simplification)

Combine reform items to accelerate pursuit of quality and efficiency.

Store Opening Strategy (Fiscal Year Ending October 31, 2021)

Plan for launch of 35 directly operated stores and 50 RP stores

- **Expand business types based on IEKEI Ramen**
- **Also continue to open BUTAYAMA stores**
- **Steadily develop new Ramen brands, which will be launched**
- **Store ratio of roadside 7: station vicinity 3**
- **Accelerate the launch of stores in the Tohoku, Kitakanto and Hokuriku regions with high ramen consumption**
- **Accelerate nationwide expansion with a good balance of directly operated stores and produced stores**

Store Opening Strategy
(Fiscal Year Ending October 31, 2021 - Directly Operated Stores in Japan)

Expand and highlight the appeal of ramen as an everyday meal in many business categories and areas.

- **Significantly increase IEKEI focused on roadside. Also continue to open BUTAYAMA stores**
- **Also seek to expand many stores in the "MISO business type" and "soy sauce business type"**

		Residential, Roadside	Business districts Downtown areas
IEKEI	Accelerate opening of roadside stores and stores in the vicinity of stations centered on the Tokyo metropolitan area, Kitakanto and Tohoku	**+25** stores	**+5** stores
BUTAYAMA	Accelerate opening stores in the vicinity of stations in Kanto. Open stores in properties with existing facilities with faster investment recovery	**+0** stores	**+5** stores

MISO business type
Soy sauce business type

In addition to MISO business type obtained through M&A, seek to expand many "NAGAOKA SHOKUDO" stores in the high-demand soy sauce business type

New business type

Proceeding with the **target of developing two new business types per year**





Store Opening Strategy

Directly operated stores

Areas with concentrated population

Continue to open stable and reliable directly operated busy stores

+

Areas with high ramen consumption

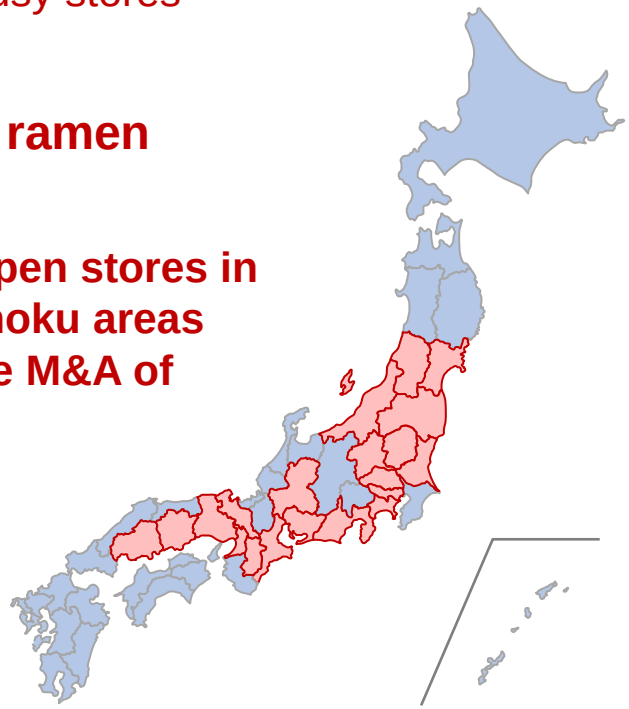
Start to actively open stores in Kitakanto and Tohoku areas beginning with the M&A of Ramen TENKA

Produced stores

Regional areas

Emphasize high-profitable full-support stores and utilize the reputation of directly operated stores to increase the number of stores.

1. **Quickly respond to requests to increase stores and referrals from existing owners**
2. **Obtain new owners in regional areas**
3. **Hold intensive seminars in regional areas and strengthen customer attraction via website**



Areas with directly operated stores (including scheduled areas)

Areas with produced stores

Store Opening Strategy

Deploying the results of the 3 reforms to Produce Stores



Implemented 3 reforms in directly managed stores.
Create a revenue package based on simplification and standardization efforts, results, and achievements at directly managed stores.

- **Introducing the results of the 3 reforms to the Produced Stores.**

  Store operation and quality control such as reduction of in-store preparation, batch delivery using distribution centers, etc.

- **Actively supporting store development of Produced Stores.**

  Supporting the opening of new stores by fully utilizing the know-how of opening directly operated stores, including the selection of areas and properties

Results Forecast for the Fiscal Year Ending October 31, 2021

Results Forecast for the Fiscal Year Ending October 31, 2021

Plan significant increases in revenue and profit by steadily implementing the Medium-term Management Plan.

(Millions of yen)

	Results for FYE Oct. 31, 2020		Forecast for FYE Oct. 31, 2021		Change
	Amount	Percentage of sales	Amount	Percentage of sales	
Net sales	**10,982**	**-**	**15,150**	**-**	**+37.9%**
Operating profit	**461**	**4.2%**	**1,080**	**7.1%**	**+134.1%**
Ordinary profit	**512**	**4.7%**	**1,130**	**7.5%**	**+120.7%**
Profit attributable to owners of parent	**112**	**1.0%**	**590**	**3.9%**	**+423.7%**

Assumptions of the Consolidated Forecast for the Fiscal Year Ending October 31, 2021

Domestic Directly Operated Store Business Division / Sales of Existing Stores

107.1% compared to the fiscal year ended October 31, 2020

(99.0% compared to the fiscal year ended October 31, 2019)

Store Opening Plan

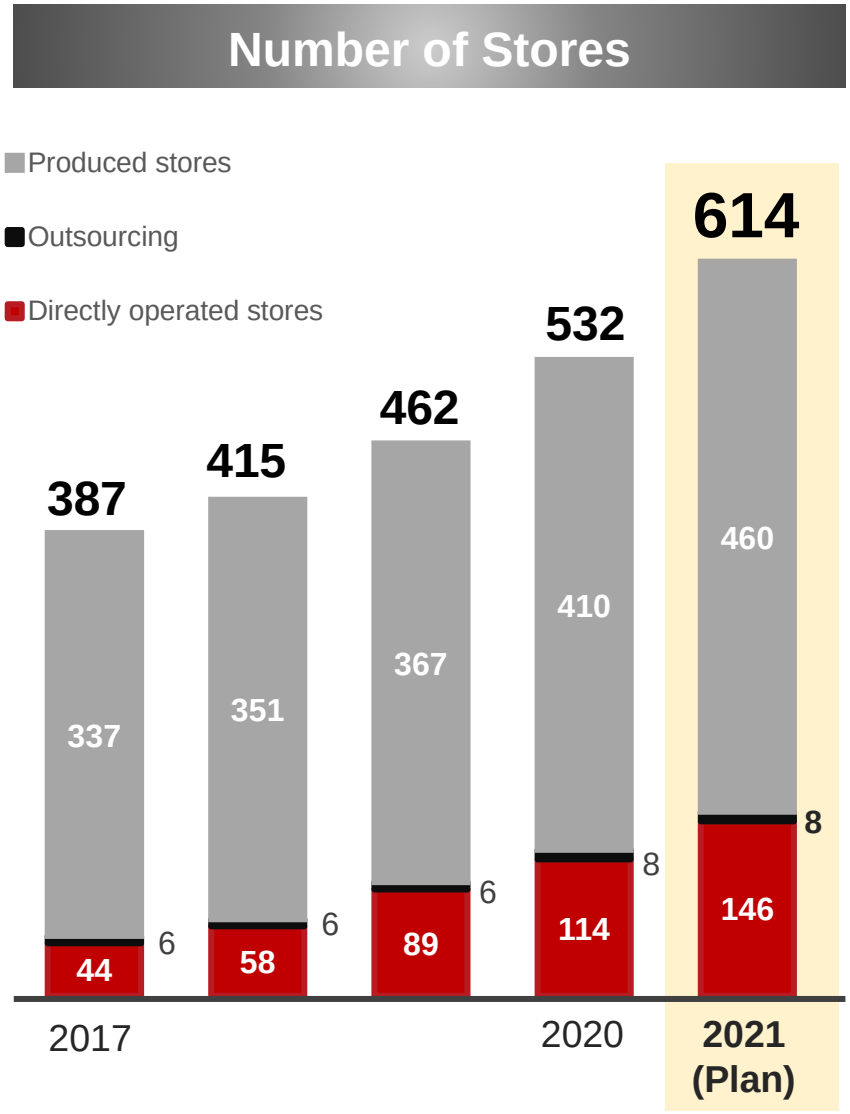
35 directly operated stores in Japan (net increase of 32 stores)

Net increase of 50 produced stores

The results forecast has been made based on comprehensive consideration of the state of the spread of COVID-19 and the policies of local governments that can currently be anticipated.

However, there may be cases in which these factors alter results and forecasts due to changes in the assumptions of results if the disease spreads more than anticipated or measures such as the request to stay at home and the shortening of business hours are implemented.

Store Opening Plan



Number of Stores as of Oct. 31, 2021 (Plan)

614 stores

Plan for

+82 stores year-on-year

Directly operated stores*

+32 stores year-on-year

Produced stores

+50 stores year-on-year

* Overseas stores are included in the number of directly operated stores

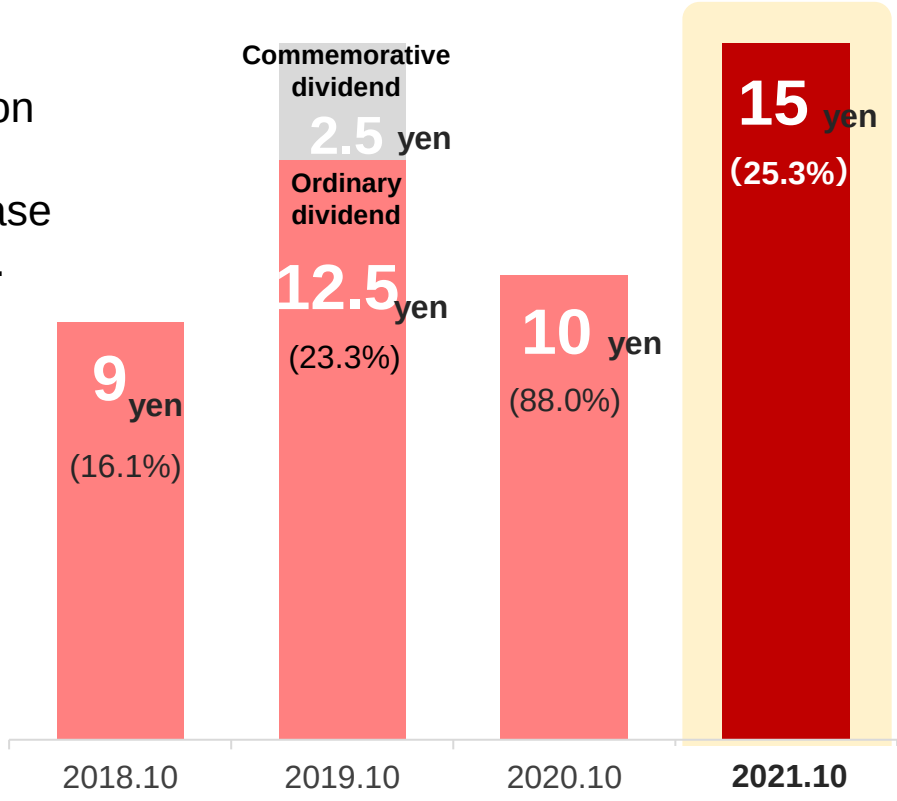
Shareholder Returns

Dividend Policy

Returns to shareholders are made by stably and continually returning profits to shareholders based on comprehensive determination of management performance, financial condition and the level of achievement of business plans, etc.

Dividends for the Fiscal Year Ending October 31, 2021

Based on comprehensive consideration of this basic policy and the results forecast, the Company plans to increase ordinary dividends by 5 yen to 15 yen. The dividend payout ratio is approximately 25%.



* The figures on the right show reference figures taking into account the share split.

Shareholder Benefits

The shareholder benefit system was expanded from the fiscal year ended October 31, 2020 due to the share split

Number of shares held	Benefit details
100 shares or more	**2 meal coupons (4 per year)**
200 shares or more	**3 meal coupons (6 per year)**

- Meal coupons can be used to choose any item on the ticket vending machine buttons for free. At stores without vending machine, any item on the store menu can be chosen. **They can also be used for take-out.***
  *Excluding Frozen meals sold at some of our stores.
- They can also be used for set items with a value of 1,000 yen or more.
- Shareholders as of April 30 record date ➡ To be sent in July each year
  Shareholders as of October 31 record date ➡ To be sent in January each year
- Meal coupons can be used in the Group's directly operated stores nationwide. Please refer to the following URL.
  https://www.gift-group.co.jp/ir/dividend.html



Reference Materials: Company Overview

Company Overview



Company name	GIFT INC.
Business details	Restaurant operation
Head office address	3F Odakyu Machida Morino Building, 1-23-19 Morino, Machida-shi, Tokyo
Company factories	Hiratsuka Noodle Factory, Yokohama Noodle Factory, Yokohama Roast Pork Factory, Nasu Dumpling Factory, Tamba-Sasayama Noodle Factory
Established	December 7, 2009 (Founded in January 2008)
Representative	President and Representative Director: Sho Tagawa
End of fiscal year	October
Share capital	790 million yen (as of April 30, 2021)
Group employees	400 employees, 1,535 part-time and casual workers (as of October 31, 2020)
Affiliates	GIFT JAPAN K.K. GIFT USA INC. GIFT LOS ANGELES, LLC GIFT NEW YORK, LLC GIFT NEW YORK NO.2, LLC GIFT NEW YORK NO.3, LLC Ramen TENKA K.K. GIFT FOODS MATERIAL K.K.

List of Brands of Directly Operated Stores

Core Brand



横浜家系ラーメン 町田商店

Yokohama IEKEI Ramen

Yokohama IEKEI Ramen characterized by creamy soup.
Flavor that you never tire of.



豚山

BUTAYAMA

A hearty ramen with a pork bone broth based soy sauce soup dynamically topped with vegetables (sprouts and cabbage) and roast pork.



九州釜焚きとんこつ ばってんラーメン　九州釜焚きとんこつ がっとん

KAMATAKI TONKOTSU BATTEN Ramen/GATTON

Pork bone broth ramen characterized by rich soup.
Choose the hardness of noodles to suit your taste.



四天王

SHI-TEN-NOH

Very popular with visitors from overseas.
Kyushu tonkotsu ramen characterized by its light richness.



元祖 赤みそ家麺 Ganso Akamisoya

MISO Ramen

MISO based ramen with plenty of flavor of stir fried vegetables.



中華そば 長岡食堂

NAGAOKA SHOKUDO

A light yet deeply flavorful ginger and soy sauce ramen that is popular as a local ramen in Nagaoka City in Niigata



E.A.K. RAMEN

E.A.K.

Providing a flavor to match local needs based on IEKEI ramen.

Business Details

Operation of restaurant business through the two channels of directly operated stores and produced stores

Directly operated stores

136 stores

Operation of directly operated stores centered on Yokohama IEKEI Ramen

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豚山

E.A.K.RAMEN

釜焚きとんこつ ばってんラーメン

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四天王

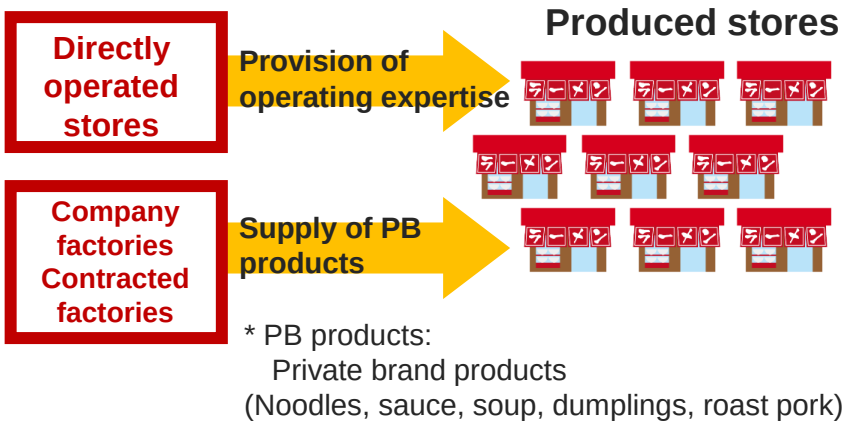
元祖 赤みそ家麺 Ganso Akamisoya

中華そば 長岡食堂

Produced stores

444 stores

Support for creation of busy stores according to the requests of owners



* PB products:
Private brand products
(Noodles, sauce, soup, dumplings, roast pork)

Strength: Store Opening Strategy

Able to open stores in the vicinity of stations and roadside

Areas in the vicinity of stations

"Region name + Shoten"
Locally focused store operation

Akitsu Shoten



Sannomiya Shoten



Yoyogi Shoten



Tsunashima Shoten



Ogikubo Shoten



Roadside areas

"MACHIDA SHOTEN"
Chain store operation with fixed quality

MACHIDA SHOTEN
Himeji Store



MACHIDA SHOTEN
Nakamachidai Store



MACHIDA SHOTEN
Shimizu Interchange Store



MACHIDA SHOTEN
Kyoto-Higashi
Interchange Store



MACHIDA SHOTEN Kakogawa Store



IEKEI Ramen is also popular with families

- Parking area (20-30 vehicles)
- Opening stores based on analysis of factors such as the state of competition, population of the trade area and traffi volume
- Creation of stores that can be enjoyed by families
- Improvement of menu for families
- Maintaining trend of increasing average customer spend
- Roadside stores are busier than stores in the vicinity of stations







Strength: Produced Store Business

<The Company's original channel> Operating scheme of produced stores

Support for creation of busy stores according to the requests of owners

Directly operated stores

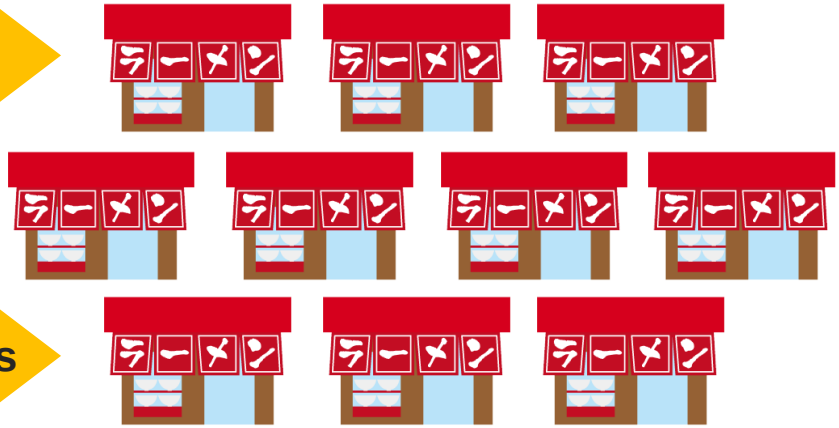
Provision of operating expertise

- Maintain high level of sales of first store
- Effectively zero store closures since establishment

Company factories Contracted factories

Supply of PB products

Noodles, sauce, soup, dumplings, roast pork, etc.



Produced stores

* In contrast to a franchise system, no guarantee money, franchise membership fee or consulting fee (royalties) are required. The production of stores at the time of their launch based on operating expertise of directly operated stores is provided free of charge on the condition of purchase of ingredients.

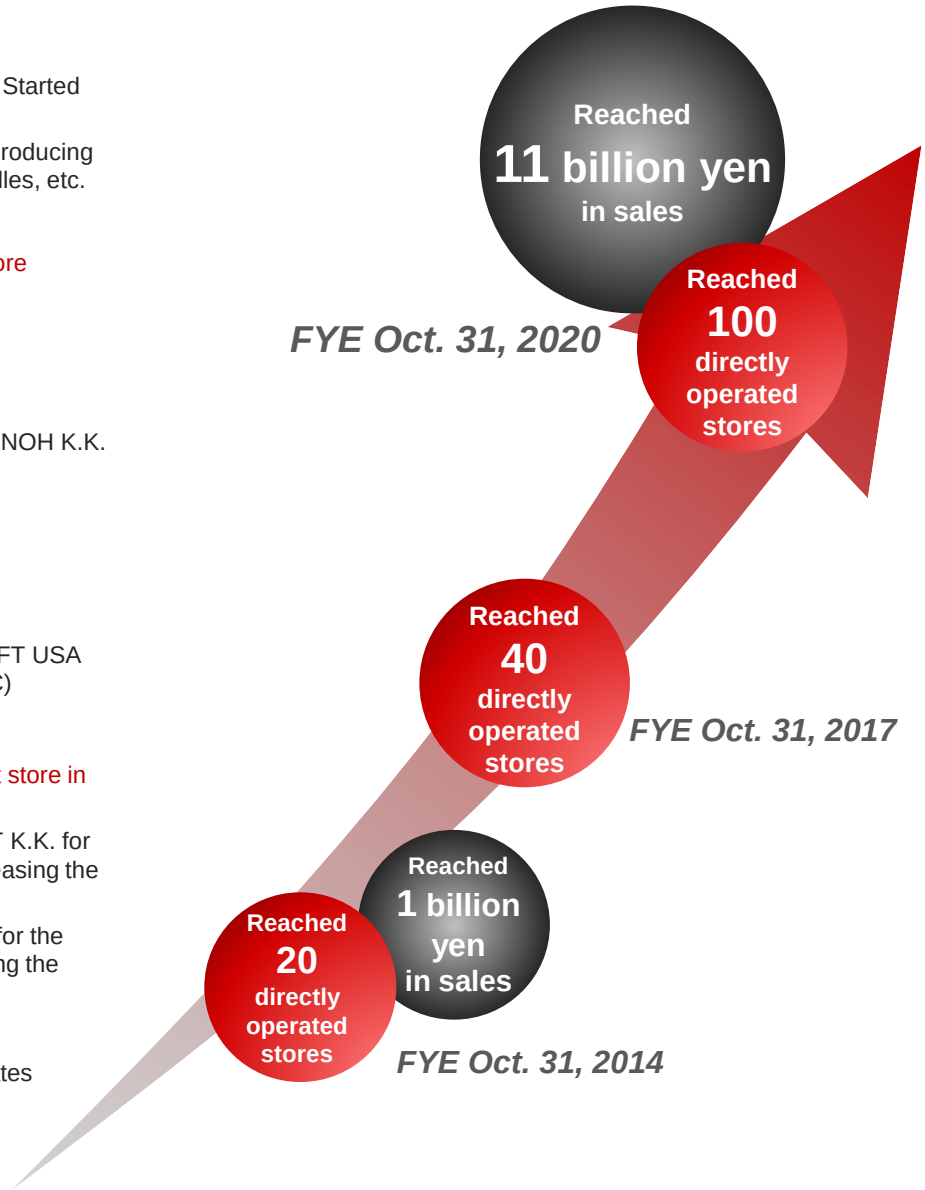
Differences between Produced Stores and Franchise Stores

	Franchise Stores	Produced stores
Trade name	Same	**Free**
Membership fee	1-5 million yen	**0 yen**
Royalties	Approx. 5% of monthly sales	**0 yen**
Freedom of store operation and menu development	×	**○**
Risk of overall ripple effect of damage to brand by a member store	Large	**Small**
Various support*	Yes	**Yes**

* Various support: Property development, store design, employee training, opening support

History

2008	Jan	Opened MACHIDA SHOTEN main store
2009	Dec	Established MACHIDA SHOTEN K.K. (now the Company) Started operation of Directly Operated Store Business Division
2010	Jan	Established FINAL THREE FEET K.K. for the purpose of producing ramen business, sale of PB products, manufacture of noodles, etc. Started operation of Produced Store Business Division
	Aug	Opened Yoyogi Shoten as the second directly operated store
2013	Nov	Established a noodle factory in Hiratsuka-shi, Kanagawa
2014	Mar	Reached 10 directly operated stores in Japan
	Dec	Reached 20 directly operated stores in Japan
2015	Mar	FINAL THREE FEET K.K. acquired all shares of SHI-TEN-NOH K.K. from COLOWIDE CO., LTD. to make it a subsidiary
	May	Changed trade name to GIFT INC. Established first overseas subsidiary in Singapore
	Nov	Reached 30 directly operated stores in Japan
2016	Mar	Established overseas subsidiaries in the United States (GIFT USA INC. / GIFT LOS ANGELES, LLC / GIFT NEW YORK, LLC)
	Jul	Opened first directly operated overseas store (Singapore)
	Dec	Reached 40 directly operated stores in Japan, opened first store in United States (LA)
2017	May	Performed absorption-type merger of FINAL THREE FEET K.K. for the purpose of improving management efficiency and increasing the speed of management decisions
	Aug	Performed absorption-type merger of SHI-TEN-NOH K.K. for the purpose of improving management efficiency and increasing the speed of management decisions
	Dec	Reached 50 directly operated stores in Japan
2018	Feb	Established GIFT NEW YORK No.2, LLC in the United States
	May	Established GIFT DENVER LLC in the United States
	Oct	Listed shares on Tokyo Stock Exchange Mothers
2019	Aug	Acquired shares of Ramen TENKA K.K. and KIK FOODS K.K. to make them subsidiaries
2020	Sep	Changed listing market to First Section of Tokyo Stock Exchange



Measures to Prevent the Spread of COVID-19 in Stores

The Company's stores are taking steps to prevent infection in order to enable customers to come to our stores with peace of mind.

- Ensuring hand washing and alcohol disinfection by employees



- Checking the temperatures of employees upon arrival at work. Instructing them to stand by at home if there is a problem



- Requiring employees to wear masks



- Installation of vinyl sheets and acrylic partitions



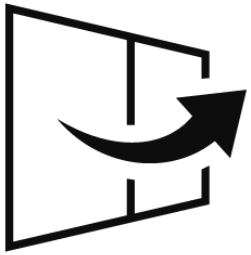
- Periodic disinfection of store equipment with alcohol



- Removal of certain condiments and spoons, etc. from tables



- Recommending store ventilation



- Provision of alcohol disinfectant for customers in stores



Measures to Prevent the Spread of COVID-19 in Stores

The Company's stores are taking steps to prevent infection in order to enable customers to come to our stores with peace of mind.



▼ Clear vinyl sheets and acrylic partitions are installed between seats. These enable customers to concentrate on their ramen without worrying about the spread of airborne droplets.



Disclaimer

Notice Concerning Forward-looking Statements

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