

April 5th, 2017

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### **Notice of Management Indicator (Mar 2017)**

We disclose index about our “demaecan” business, in order to inform you monthly progress information timely.

	Mar 2017	Y-O-Y
The number of orders (orders)	1, 507, 168	129.8%
The number of affiliated stores (stores)	14, 669	115.5%
The number of active users (10k users)	189	115.5%

\*From this notice, we disclosure the active users instead of whole number of members.

\*Active users: the number of members ordered at least one time (from April 1, 2016 to March 31, 2017)

In March 2017, we opened the first collaborative store with ASA, the newspaper distributor of the Asahi Shimbun, which we concluded a collaboration agreement with in December 2016, in Sagami-hara city (Kanagawa-ken). In this area, variety menus are popular especially rice bowl dishes, such as “roast beef-don” and “Sta-don”. Other menus are also popular, such as curry and rice, Chinese cuisine, Western cuisine, and bento. We are planning to hire more salesperson in order to increase the number of collaborative store and our “demaecan” partnership store.