

August 7, 2019

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Notice of Management Indicator (July 2019)

We disclose index about our “*Demae-can*” business, in order to inform you monthly progress information timely.

| | Jul. 2019 | Y-O-Y |
|---|-----------|------------|
| Number of orders (orders) | 2,449,085 | 113.7% |
| Number of affiliated stores (stores) | 19,680 | 116.6% |
| Number of active users (10k users) | 295 | 111.0% |
| Number of locations for <i>sharing delivery</i> | 198 | (MOM: +26) |

*Active users: the number of members ordered at least one time (from August 1, 2018 to July 31, 2019)

The number of orders in July, the growth rate became lower due to the influence of less weekend compared with last year etc.

In July, we addressed to the improvement of quality of delivery by *sharing delivery* which is expanding month by month. We started the collaboration with FP Corporation which is the leading company in food conainer manufacturer on July 19, and AS ONE Corporation which handles chemical science instruments to improve food hygiene control on July 31.

As for the expansion of affiliated stores, the category of casual restaurants which have high demand from families are increasing. the number of “Denny’s” which is the casual restaurant chain achieved 100 stores in *Demae-can* on July 2. Moreover, “COCO’S” was newly joined in *Demae-can* on July 18.