

2017  
Corporate Profile



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# For your shiawaseikatsu (happy life)

## A Message from President

### — Maintaining our growth though the thinking, actions and practices of all staff —

Our predecessor, Uoetsu Shoten, was established in October 1945, engaging mainly in fish sales in the Saitama prefecture city of Urawa, now part of the city of Saitama. Over the years, we have responded to the diverse needs of our customers on the basis of our principle of taking root in local communities and satisfying customers to achieve steady growth. As the largest food supermarket chain in the Tokyo area, we now operate a healthy total of 290 stores to serve around 650,000 customers each day.

With diversifying customer needs, we have worked together to enrich the array of goods we handle and to create products and selling spaces that satisfy customers in accordance with our management philosophy, under which we contribute to a healthy and rich eating life through with provision of safe and good products. Convinced that human resources are the company's greatest asset, we engage proactively in human resources development to ensure that our staff will have a spirit of meticulously serving customers, acting from customers' standpoints to make our stores full of smiles and vivacity and ensure that they are beloved by local consumers.

In March 2015, we set up a joint holding company called United Super Market Holdings Inc. (U.S.M.H.) with Kasumi Co., Ltd. and MaxValu Kanto Co., Ltd., and since then have been taking actions to produce synergy while capitalizing on individual companies' own characteristics. In the future, we will strive as a group to establish a new model of supermarkets and maximize our corporate value by creating new value.

We will remain dedicated to supermarket operations. Every one of our employees will proactively think about customers' needs that emerge day by day and take action accordingly in an effort to deliver shiawaseikatsu (happy life) to all stakeholders.

June 2017

**Makoto Ueda**  
President and  
Representative  
Director



## Brand Message

### Shiawaseikatsu (Happy Life)

This message embodies our aspiration to make customers feel happier in their daily life.



## Corporate Symbol



Our corporate symbol represents a wide variety of fresh food items with its shape that looks like a fish or a vegetable and colors that are associated with liveliness. Its shape also represents the initial Roman alphabet of our company name, which is "M."

#### Management Philosophy

- **Objective**  
We will contribute to a healthy and rich dietary life by offering safe and good products.
- **Management Policy**  
We will always innovate while striving to be a fair and sincere company.
- **Standard of Conduct**  
We are determined to create lively, happy supermarkets that are beloved by local customers.

#### Commitments to Customers

- Our Aim  
**We will support customers' dietary life with a smile.**
- Our Offer  
**We will deliver fresh discoveries an excitement.**
- Our Heart  
**We love the locality and value ties with customers.**

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# For a rich dietary life

Maruetsu will help customers enjoy rich and healthful diets, while valuing its ties with local communities. In doing so, we aspire to earn a leading position in the region and to become the leading supermarket chain in Tokyo.



## Supporting dietary life with smiles

With impressive freshness and quality, we will help customers enrich their dietary life. Safety and reassurance bring a healthy life and deliciousness brings smiles.

## Delivering fresh discoveries and excitement

Our product lineup is so extensive that it is fun to find and select products. We aim to make selling spaces so attractive that customers will feel like coming to the shop every day.

## Emphasizing ties with customers

Human links are fundamental. With gratitude and sincerity toward our local customers, we will improve the quality of customer reception and services.



# U.S.M.Holdings

United Super Markets Holdings Inc.

## Stepping into a new phase for growth over the next ten years

As a joint holding company established through the management integration of Kasumi Co., Ltd., MaxValu Kanto Co., Ltd. and our company, United Supermarkets Holdings Inc. celebrated the second anniversary of its establishment on March 2, 2017.

We have drawn up a new medium-term management plan with fiscal 2017 as the initial fiscal year. We will thereby speed up our reforms and make steady progress toward growth over the next ten years.

### Overview of the Medium-Term Management Plan

#### Basic Policy

- (1) Introduce common business infrastructure to maximize synergy
- (2) Ambitiously seek to establish a new supermarket model that aligns with consumer changes

#### Numerical Targets

[Targets under the First Medium-Term Management Plan]

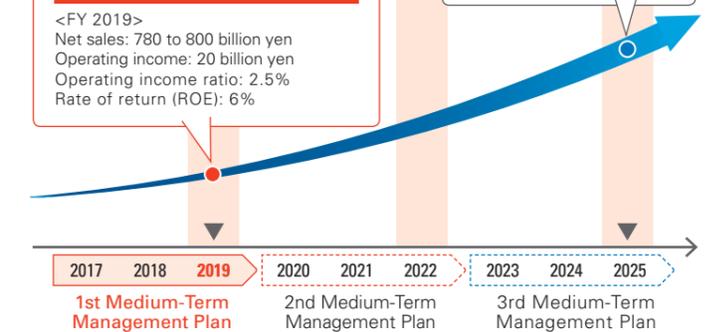
Produce synergy to establish a position as Japan's leading supermarket chain

<FY 2019>  
 Net sales: 780 to 800 billion yen  
 Operating income: 20 billion yen  
 Operating income ratio: 2.5%  
 Rate of return (ROE): 6%

[Long-term target]

Realize a desirable form aligned with consumer changes

Net sales: 1,000 billion yen



### Corporate Profile

Company Name: United Super Markets Holdings Inc.  
 Representatives: Makoto Ueda, chairman and representative director  
 Motohiro Fujita, president and representative director  
 Head Office: 1 Kanda Aioicho, Chiyoda-ku, Tokyo, Japan  
 Date of Establishment: March 2, 2015  
 Capital: 10 billion yen  
 Business: Management of supermarket operations

### Number of Stores in the Group

A total of 507 stores in the Group



### Group's Operating Income

	Number of Stores	Operating Income
The Maruetsu, Inc.	292	3,747 billion yen
KASUMI CO., LTD.	181	2,645 billion yen
MaxValu Kanto Co., Ltd.	34	456 billion yen
Total	507	6,848 billion yen

\* The figures for the number of stores are as of the end of May 2017. \* The operating income figures are based on the financial results for the fiscal year ended February 29, 2017.





Stores

# Aiming to ensure that stores respond to both community and customer needs



Working to make their stores an integral part of the local community, store managers produce selling spaces in consideration of their significance, local contribution and helpfulness for customers. Store staff and head office staff provide the necessary support, working together to constantly review products, equipment, services and customer reception, to provide customers with a comfortable, pleasant and hassle-free shopping experience.

Customers have varied demands: seeking something for their family's health, wanting to shorten meal preparation times, hoping for a more luxurious meal on the weekend, trying to satisfy voracious family members, or just looking for something new. We believe that supermarkets have a duty to meet the different needs associated with eating styles that vary with customers' lifestyles and situations.

## ▶ The strength of Maruetsu Petit: refining the supermarket

Maruetsu stores are classified by size into three categories: large stores, standard stores and city center stores (Maruetsu Petit). Especially at small city center stores, fresh food processing centers are used to enable stores without processing space to sell a variety of fresh meat and fish products. The centers perform small-lot picking for city center stores to reduce the workload at the stores. The stores used automated systems for ordering operations. This enables even small stores to operate at low cost. However, even small stores have food processing capacity, coming equipped with kitchens to offer food freshly prepared. The allocation of shelf spaces is carefully thought out to display the maximum lineup of products in a limited space. This means that even at small stories located in city centers, many different kinds of fresh food are available. They represent the zenith of supermarkets in terms of the quality and range of items available.



## ▶ Store operations

To offer the products and services best suited to their region, we operate stores under different trade names such as Maruetsu, Maruetsu Petit and Lincos.



While dealing mainly with fresh food items, Maruetsu supermarkets also offer an extensive lineup of products, including daily miscellaneous goods, to enable customers to enjoy convenient shopping every day.



Maruetsu Petit stores are urban-style supermarkets that provide customers living in urban areas with fresh food, hot prepared food and services. Ranging in area for 120 to 450 square meters, they offer the products needed for everyday life.

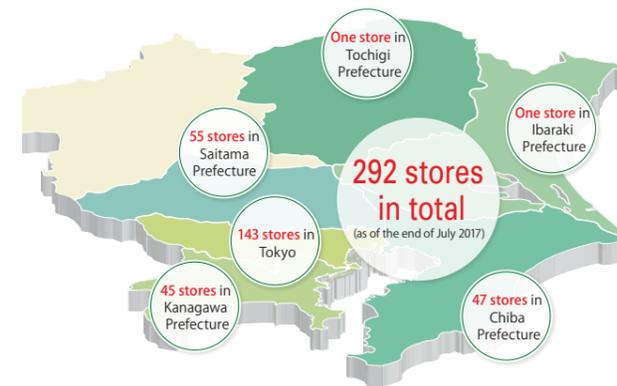


Dealing with an array of high quality goods and services, Lincos is a brand of quality supermarkets that answer the sophisticated needs of customers.



As quality supermarkets with Japanese hospitality that offer comfortable new lifestyles, two Lincos stores have opened in the city of Wuxi in Jiangsu Province in China.

## ▶ Maruetsu stores cover the Tokyo area



	Maruetsu	Maruetsu Petit	Lincos	Uoetsu	Total
Tokyo	73	66	4	—	143
Saitama Pref.	53	—	—	2	55
Chiba Pref.	45	1	1	—	47
Kanagawa Pref.	43	2	—	—	45
Ibaraki Pref.	1	—	—	—	1
Tochigi Pref.	1	—	—	—	1
<b>Total</b>	<b>216</b>	<b>69</b>	<b>5</b>	<b>2</b>	<b>292</b>

\* As of the end of May 2017

## ▶ Building ties with local customers

### Kurashi Catalog

After 30 years of publication, our catalog has been upgraded. Each month, it features recipe proposals, life information and Maruetsu's promotions.



### Direct message to the store manager

Introduced to all stores in 1996. The store manager will reply to each of the valued comments or requests from customers within three days.



### Eatopia

A fun cooking and culture lesson that is open to all. Since it was launched in 1991, a large number of customers have taken part.





# We will efficiently deliver safe and reassuring goods.

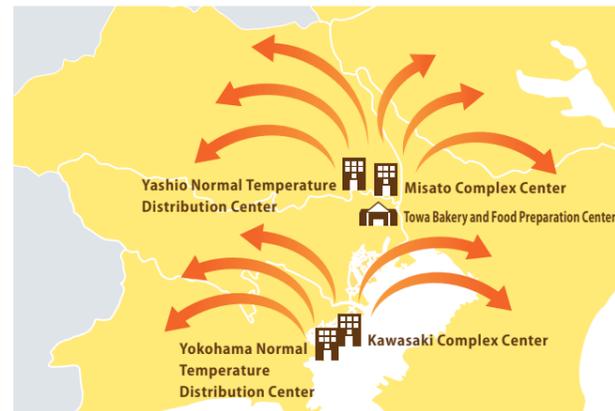
## ▶ A Distribution System that Supports Store Operations

We have four distribution and fresh food processing centers that cover our network of some 290 stores in the Tokyo area. Specifically, they are classified into two types. The first comprises the Yashio Normal Temperature Distribution Center in Saitama Prefecture and the Yokohama Normal Temperature Distribution Center in Kanagawa Prefecture. In the second category are the Misato Complex Center in Saitama Prefecture and the Kawasaki Complex Center in Kanagawa Prefecture, both of which deal with fresh fish and meat processing as well as low-temperature products. They efficiently distribute products to individual stores.

To keep fresh food fresh, we have constructed an integrated low-temperature distribution system, or cold chain, which accepts fresh food carried in, processes fish and meat, and distributes them to individual stores. Under stringent hygiene control in place, our distribution



centers have upgraded their processing technologies to improve product quality. Taking advantage of these centers, we will increase the package production capacity and provide a broad variety of high quality fresh food. In addition, the Towa Bakery and Food Preparation Center commenced operation in November 2016. In a bid to achieve differentiation, it supplies hot bread and bento boxed meals to stores where they used to be unavailable.



# Proposing maruetsu365-branded products and other products that enrich the dietary lives of customers

## ▶ Product development

We offer a selection of approximately 480 different items mainly in the category of daily necessities at reasonable prices as Ninki no Osusume-hin (Popular Recommended Goods). Our merchandisers and the product development team play a central role in product development, to ensure that we can continue to offer appealing products.



## ▶ Certified with ISO 22000

The Kawasaki and Misato Complex Centers have been certified with the ISO 2200 international standards for food safety management systems. Under ISO 22000, quality management is undertaken in all processes of production, distribution and sales to ensure food safety.



## ▶ Voluntary inspection of radioactive substances

To provide customers with reassurance in purchasing food products at any of our stores, we have been conducting 100% inspections of beef produced in Japan as well as sampling inspections of fresh food and private label products since 2011. In response to the revision to the standard levels specified by the Japanese government, we developed our own standards in 2012 to disclose inspection results on our website.



## ▶ maruetsu365 items include environmentally friendly goods.

We work to develop environmentally friendly products. For example, we use paper recycled from used cartons for maruetsu365-branded tissue and other products.



Products recycled from paper cartons

## ▶ Maruetsu's strength in fresh food

To fulfill the duty of a food supermarket, when we develop products we work to ensure not only safety and reliability, but also attractiveness in terms quality, price and other aspects. We are proud to offer some outstanding original products available only at Maruetsu stores.



Yuyumegyu Beef

A superior beef from carefully raised cattle that inherit the positive characteristics of Japanese Black Cattle as fathers and from Holstein raised in Japan as mothers. Yuyumegyu is tasty beef with a texture close to that of wagyu beef and with moderately marbled fat.



We operate an education system that encourages trainees to vigorously take on the exercises. That teaches them the joy of doing business and builds their spirit of hospitality.



### ▶ An education system with field staff, trainers and instructors

Maruetsu has an approximate total of 180 staff members appointed as field personnel, trainers and instructors. Their duties are to provide indirect support for functions at individual stores. Field staff act as a bridge between the product department and the store. To execute department initiatives, they visit the store and become involved in shopping area creation and other tasks by themselves so that they can give guidance and instructions to the store. Field staff also coordinate with different departments on issues that face the store and on the store's requests for dealing with the issues. Trainers meanwhile provide product knowledge, and give guidance on freshness management, processing, manufacturing, display and selling techniques and customer services at stores. Instructors offer practical education and skills training for new employees and

other employees at different levels at Nippon Ryutsu Mirai Kyoiku Center Co., Ltd. They provide support under the policy of *all for building up hands-on capabilities at stores*, aiming to help stores operate efficiently and concentrate on their business.



### ▶ Development of service care-fitters

We are also endeavoring to acquire the service care-fitter qualification so that all customers visiting our stores, including elderly customers and customers with disabilities, can shop with confidence. To date, more than 1,000 employees have acquired this qualification to serve customers with a spirit of hospitality in day-to-day operations.

\* The service care-fitter qualification is accredited by the Nippon Care-Fit Education Institute.



### ▶ Customer service initiatives

To improve our customer service, we have an internal five-star rating system for greeters (cashier personnel) based on strict written and practical exams that take place once every half year. We also hold a Best Greeter Competition to determine the most outstanding greeter of all.



### ▶ Training on production sites

Trainees visit vegetable farms to learn how vegetables sold at stores are carefully grown, harvested and shipped and to receive hands-on training. They then incorporate what they have learned into the method of selling vegetables at stores and assisting customers. In addition, we act as a bridge between producers and customers, contributing to the overall development of agriculture. For products other than fruit and vegetables, we provide different training such as inspection tours of production factories and participation in outside seminars.



Taking part in burdock roots harvesting at the Wada Farm in Hokkaido

### ▶ Initiatives for building up product knowledge

All employees take regular product knowledge tests. These tests are aimed at encouraging them to acquire knowledge about the products they deal with at stores, irrespective of their department, so that they will learn to help customers with shopping. As our employees thus build their product knowledge they have more opportunities to interact with customers, which in turn makes more shoppers loyal to Maruetsu stores.



### ▶ Workplace conditions for bringing out the outstanding performance of staff members

Taking advantage of our employment program, which allows elderly workers to continue making full use of the experience they have accumulated, they work in a lively manner, helping pass down their skills to younger staff and develop them. In March 2017, we established a subsidiary, Asubiz Support Co., Ltd. It actively dispatches elderly and other competent personnel.



### ▶ Stepping up in terms of disability employment

We employ workers with disabilities through our special subsidiary Marno Co., Ltd. As of the end of February 2017, our employees with disabilities accounted for 2.6% of our personnel. We appoint job coaches who help these employees to carry out their duties efficiently. The range of tasks they deal with is broadening, including commissioned clerical work, letter dispatch work, operations in complex centers and product displays in stores.





We are committed to social contribution and environmental conservation activities.



### Environmental Policy

The Maruetsu, Inc. ("the Company") operates friendly stores that are locally-based and dedicated to serving local communities. The Company not only offers safe and reassuring goods and services, but provides support for environmental conservation activities and local environmental activities that aim to help build a sustainable recycling society. It also works to prevent pollution and constantly improve its environmental management system.

- The Company will set and regularly revise its objectives and goals in order to minimize the environmental impact of its business activities through its environmental management system.
  - The Company will work to develop and spread environmentally friendly goods.
  - The Company will carry out efforts to cut electricity and other forms of energy and resource consumption.
  - The Company will apply the 3-R approach (reduce, reuse, and recycle) to cut final waste.
  - The Company will reduce the CO2 emissions of each store to help stop global warming.
- The Company will comply with the applicable legal requirements related to its environmental activities and other requirements that it has agreed on.
- The Company will make this policy known to its employees and ensure that each one of them observes it and actively engages in environmental conservation activities.
- The Company will make this policy known to people inside and outside the company and strive to actively offer information.

### Career development after joining Maruetsu

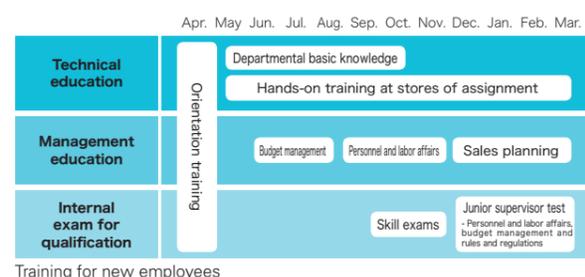
After joining Maruetsu, employees will have the experience of working at selling spaces, where they actually serve customers to learn the basics. Later, they will be promoted to team leaders, sales managers, acting store managers, store managers, merchandisers, field staff, trainers, instructors, head office staff or other positions, depending on their aptitude, capacity, exam results and other factors. First, they accumulate experience, develop their skills and discover their aptitude and personality through the day-to-day performance of duties. They are then assigned to positions where each can work with a sense of fulfillment and purpose.



### Education system

Received by employees just after their entry, training for new employees begins with orientation. After department-specific induction training, the new employees receive hands-on training at stores. While their straightforward questions and their fresh viewpoints unique to newcomers are valued, they acquire the business basics. In

the second-year group training, they go to the next step. Nippon Ryutsu Mirai Kyoiku Center K.K. provides cashier operation training to part-time workers, and runs a training program, including practical product processing and skill acquisition, for both partners and employees. As they climb the career ladder to team leader, acting store manager and beyond, employees receive position-specific training geared to their duties.



### Engaging in activities in compliance with ISO 14001

In September 2006, our Head Office and five stores received certification under the ISO 14001 international standards for environmental management systems (EMS). The number of our certified facilities has reached 281 to date. In accordance with the ISO 14001-compliant EMS, we have set environmental goals for FY 2017, including the reduction of electric power consumption, which has a particularly high environmental impact in our operation, the reduction of combustible waste emissions and an increase in the number of

consumers who decline plastic bags, and we work toward meeting them. In addition, we have a goal of cutting CO<sub>2</sub> emissions by 30% per store from the FY 2007 level by 2020. Everyday actions to cut down on electric power and waste emissions not only lead to lower CO<sub>2</sub> emissions but also lower expenses. We will continue our environmental activities in the belief that they are by no means far removed from the realm of our ordinary business activities.

Environmental goals helpful to environmental and business activities that we are working in accordance with the ISO 14001 standards

Environmental goal for FY 2016	Numerical goal	Result	
Reduce power consumption	Down 1.3% from the FY 2015 level	Down 2.8%	Goal achieved
Increase the number of consumers who decline plastic bags	Up 3 million consumers from the FY 2015 level	Up 5.06 million	Goal achieved
Reduce food waste	Down 3% from the FY 2015 level	Up 0.6%	Goal not achieved
Reduce combustible waste emissions	Down 1% from the FY 2015 level	Down 3.7%	Goal achieved



## ▶ Carbon offsetting actions

Carbon offsetting is a scheme for taking the portion of CO<sub>2</sub> and other greenhouse gas emissions that is hard to reduce after efforts are made to cut these emissions from business activities, and then offsetting them against a credit, or an amount of CO<sub>2</sub> absorption, from another project designed to absorb CO<sub>2</sub> emissions through forest preservation and other similar actions.

Since 2014, we have been purchasing CO<sub>2</sub> credits, which are calculated based on the amount absorbed by forests preserved in areas afflicted by the Great East Japan Earthquake, from the Iwate Prefectural Government, the Tome City Government in Miyagi Prefecture and the Kitakata City Government Fukushima Prefecture, to offset CO<sub>2</sub> emissions from plastic bag manufacturing. For FY 2016, we thus offset 240 tons of CO<sub>2</sub>. This purchase was financed by proceeds from the sales of paper cartons and PET plastic bottles collected at stores with the help of customers. The scheme is designed to conduct environmental activities together with customers to support environmental conservation activities and regional revitalization in disaster-hit areas.

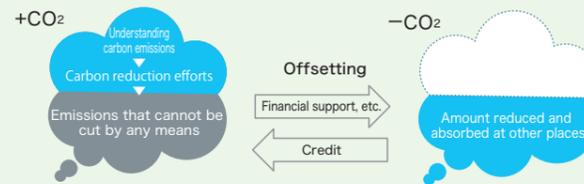
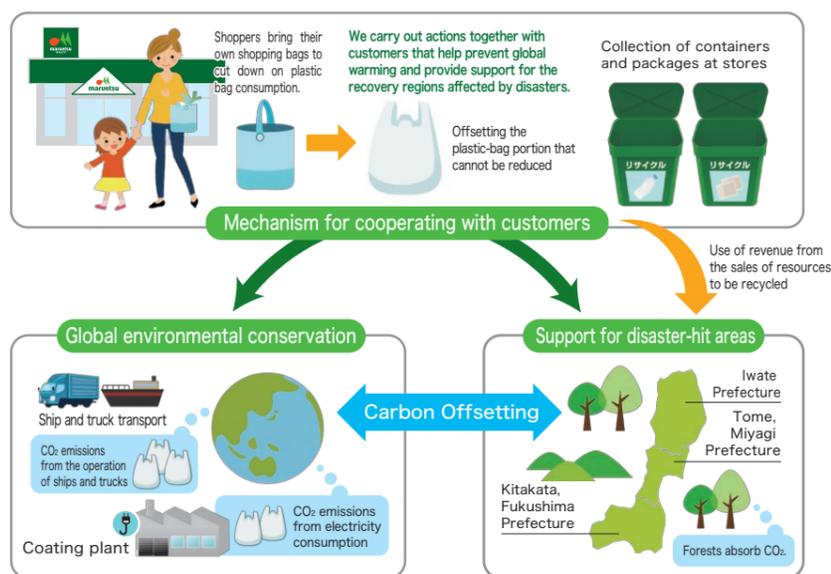
In recognition of these efforts, we earned an honorable mention at the fifth Carbon Offsetting Awards and an appreciation prize at the Tohoku Region Carbon Offset Grand Prix in 2015.



A ceremony for awarding a carbon offset credit certificate in the Miyagi Prefecture city of Tome in October 2016

### What is carbon offsetting?

Carbon offsetting is a scheme for taking a part or all of one's greenhouse gas emissions that hard to reduce by various means and offsetting them against the amount of CO<sub>2</sub> emissions reduced or absorbed at another place.

## ▶ Bring Shopping Bag campaign

We are working together with customers to reduce the amount of plastic bags used. Each customer who presents his or her T card earns two T points when declining to receive plastic bags, regardless of the amount purchased. We actively implement the Bring Shopping Bag Campaign in which we call on customers to bring their own shopping bags.

■ Percentage of cases in which plastic bags are declined

	FY 2014	FY 2015	FY 2016
Percentage of cases in which bags are declined	28.8%	29.9%	30.8%
Number of plastic bags reduced	83,862,000	90,944,000	96,090,000



## ▶ Voluntary forest conservation activities in Maruetsu's Forest



Since 2010, we have been taking part in the Saitama prefectural forest conservation project entitled the Musashino Forest Revitalization Project. Launched as a forest conservation project by the Saitama Prefectural Government, it aims to revitalize thickets and woods in the Musashino area by cutting down Japanese cedars in both flat and hilly areas where pest damage occurred and working with local residents and volunteers to plant deciduous broad-leaved trees. In the woodland nicknamed Maruetsu's Forest that is located at Yokote in the Saitama Prefecture city of Hidaka, some of our employees planted wild cherry, maple, saw tooth oak, and other trees by hand in April 2010. Since then, voluntary employees have removed the weeds every year to help preserve the forest. This activity also serves as an opportunity for educating new employees. We will continue studying the importance of preserving and multiplying the blessings of the earth, and each one of our staff members will engage in these activities and contribute to their local communities, firmly aware of the need to protect the environment.



Installing a signboard for Maruetsu's Forest

Planted fifty trees, including wild cherry trees.

## ▶ Pushing ahead with recycling

We have installed collection boxes at stores and are pushing ahead with the collection of recyclable resources. Three boxes are installed at each store: one for paper cartons, one for food trays, and one for plastic bottles. Our boxes for paper cartons can also accept cartons with vapor-deposited aluminum.



## ▶ For contributing to supporting disaster-hit regions: Learning lessons from the earthquake disaster

On November 24, 2016, a store managers' meeting took place, attended by all the store managers and personnel at the level of department manager and above. On this occasion, Ms. Mitsuyo Saito, who was the deputy manager of the Aeon Supermarket Kesenuma Store at the time of the Great East Japan Earthquake, delivered a lecture entitled *The Great East Japan Earthquake: A Review of the Judgments and Actions Taken That Day and A Message*. The story told by the lecturer who had actually experienced the disaster was very real and informative. We learned the importance of carrying out drills and making communications to store management in day-to-day operations.



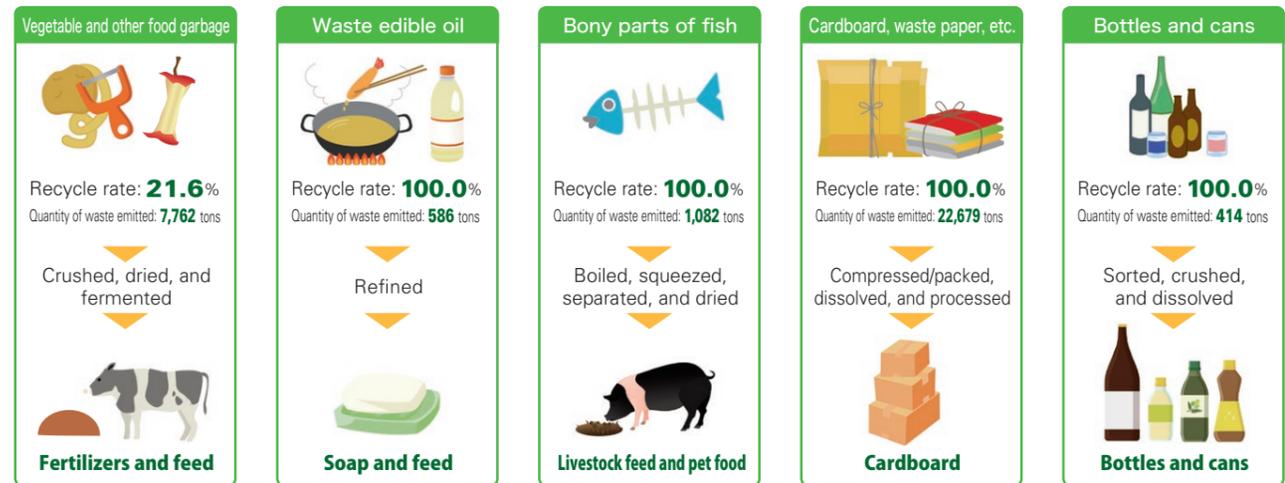
## ▶▶ Recycling in cooperation with local communities



The reuse of precious resources helps to conserve resources and energy, reduce CO2 emissions, and mitigate global warming. We set up collection boxes for paper cartons, food trays, and other items in each store in order to recycle these resources.



**Recycling waste from stores**  
We are working to recycle waste emitted by stores, and have stepped up efforts to suppress and reduce food waste generated from stores in contribution to realizing a recycling society



## ▶▶ Visualization of waste helps to raise waste reduction awareness among employees

We have taken many different actions to raise and improve global environmental conservation awareness among individual employees. In addition to sorting the waste emitted by business activities, we are working to increase their awareness of the need to cut waste emissions. Understanding the types and quantities of waste emitted is the first step towards slashing waste emissions. We introduce waste measurement and management systems chiefly to Maruetsu stores in an attempt to visualize waste emissions. In an effort to reduce these emissions, we motivate each staff member to reduce emissions by having them measure and quantify waste emission amounts on their own.



## ▶▶ Supporting the breeding of guide dogs

There are currently 3,000 visually impaired people in Japan who desire to have a guide dog. This demand far surpasses the 1,000 guide dogs in service all over the country. In a bid to change this situation for the better, since 1993 we have been collecting contributions for the guide dog breeding fund and donating the money collected to

the Japan Guide Dog Association. For FY 2015, the contributions collected amounted to 13,067,429 yen. The cumulative total money raised is nearly 250 million yen. In addition, we take an amount equal to 1% of the price of each item of maruetsu365-branded pet food sold and donate it to the Japan Guide Dog Association.



Campaign for interacting with guide dogs near Iwatsuki station

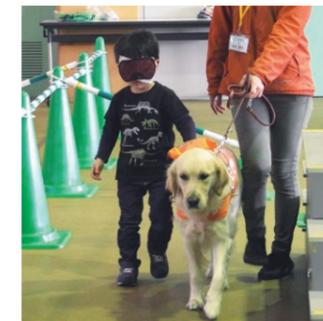


Photo courtesy of the Japan Guide Dog Association



## ▶▶ Helping people better understand guide dogs

In addition to fund raising activities, we organize tours to the Kanagawa Training Center of the Japan Guide Dog Association for customers in a bid to boost their understanding for visually impaired people. For FY 2017, we invited 48 Maruetsu customers, including 23 children, to take part in a tour on March 30. The event included a trial walk in which the participants were blindfolded and led by guide dogs, as well as experience of writing in braille. These activities provided the participants with hands-on experience that simulated the troubles the visually impaired face in everyday life. We also give training to our employees to ensure that customers with guide dogs can have a comfortable shopping experience at our stores.



Trial walk at the Kanagawa Training Center

## ▶▶ C-Rating under the DBJ Environmentally Rated Loan Program



We took out an environmentally rated loan from the Development Bank of Japan (DBJ) in March 2017. The bank rated us as a company with sufficient environmental initiatives.

## ▶▶ Donations

We actively make donations to help further our contributions to local communities, society, and environmental conservation in the future. When the Japanese eel, or *Anguilla japonica*, was designated as an endangered IB species in 2014, we began supporting activities to help conserve eels. In addition, we conducted fund raising activities to provide aid in the wake of the 2016 Kumamoto Earthquake.

### ■ Major donations

Donation	Period	Amount	Recipient
<b>Donation from the guide dog breeding fund</b>	Contributions collected from Mar. 2016 to Feb. 2017	12,817,700yen	Japan Guide Dog Association
<b>Donation of 1% of sales from beverage vending machines</b>	Amount equivalent to 1% of sales from beverage vending machines from Mar. 2016 to Feb. 2017	3,500,000yen	Social welfare conferences in different regions
<b>Donation of gain on sales of collected caps for PET plastic bottles</b>	Gain on sales of caps collected from Mar. 2015 to Feb. 2016	435,093yen	Japan Committee, Vaccines for the World's Children
<b>Donations for activities to conserve eels</b>	10 yen per eel product sold contributed from sales of such products on July 26-30, 2016	1,885,450yen	Kagoshima Prefectural Council for Boosting Eel Supply
<b>Fund of contributions in the wake of the 2016 Kumamoto Earthquake</b>	Contributions collected at the stores on Apr. 19-30, 2016 and contribution from our company	5,000,000yen	Kumamoto Prefectural Government

\* The environmental accounting data and other data included in the past Social Contribution and Environmental Activity Reports will be published in the Environment and Social Contribution section of our website no later than the end of August 2017.



Presentation of 1% of the sales from beverage vending machines

## History

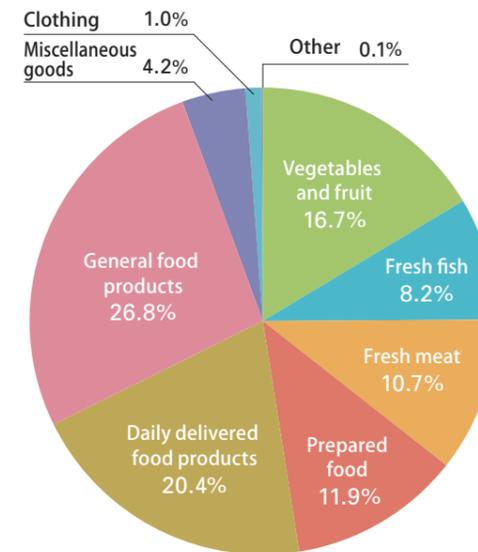
- 1945: Uoetsu Shoten begins business in the city of Urawa (now in the city of Saitama) in Saitama Prefecture.
- 1952: Uoetsu Shoten Y.K. is established.
- 1959: The company name is changed to Maruetsu Store Y.K.
- 1965: The Omiya store opens as the first self-service food supermarket
- 1970: Operations are expanded into Tokyo and the company is reorganized as Maruetsu Store K.K.
- 1974: The company name is changed to The Maruetsu, Inc.
- 1975: The Omiya Distribution Center is built in the city of Omiya (now part of the city of Saitama) in Saitama Prefecture.
- 1976: Operations are expanded into Chiba Prefecture.
- 1977: Listed on the Second Section of the Tokyo Stock Exchange, the first food supermarket to do so.
- 1978: The number of stores in the Tokyo area exceeds 100 after the merger with Primart Co. Ltd.
- 1979: The consumer monitoring program is introduced.
- 1981: Shares of Sundaymart Co., Ltd. are acquired and a merger with Sanko Co., Ltd. is conducted.
- 1984: Shares are transferred to the first sections of the Tokyo and Osaka Stock Exchanges.
- 1986: Introduction of point-of-sales systems begins.
- 1989: The Head Office is relocated to Higashi Ikebukuro, Toshima-ku, Tokyo.
- 1991: The Eatopia hands-on lesson on health and eating culture is launched.
- 1993: The guide dog breeding fund is launched.
- 1995: The planting fund is launched.
- 1996: The direct message to the store manager is introduced for encouraging customer feedback.
- 1999: Maruetsu wins a Minister of International Trade and Industry award for excellent consumer-oriented companies in FY 1999.
- 2000: Maruetsu wins a Minister of Labour award at the FY2000 Awards for Outstanding Offices and Workers for the Employment of Persons with Disabilities.
- 2001: A business and capital alliance is formed with Suehiro Co., Ltd.
- 2002: Shares of Pororoca Corporation are acquired. Nippon Ryutsu Mirai Kyoiku Center Co., Ltd. is established. The number of Maruetsu stores reaches 200.
- 2003: Sundaymart Co., Ltd. merges with Suehiro Co., Ltd.
- 2004: The cumulative total of the guide dog breeding fund exceeds 100 million yen.
- 2005: Maruetsu wins a prize in the fourth Tokyo Metropolitan Green Consumer Encouragement Award.
- 2006: A new management philosophy is formulated. The Head Office and five stores are certified with ISO 14001.
- 2007: A new symbol and a new brand philosophy are formulated. A business alliance is formed with Aeon Co., Ltd. and with Marubeni Corporation. Mergers with Sundaymart Co., Ltd. and with Pororoca Corporation take place.
- 2009: A shareholder special benefit program is launched. The Head Office and all stores are certified with ISO 14001. Certification of an excellent company in disability employment is obtained from the Ministry of Health, Labour and Welfare.
- 2010: Store brands are integrated into three: Maruetsu, Maruetsu Petit and Lincos. Normal temperature distribution centers are inaugurated in Yokohama and Yashio. The Kawasaki Complex Center is inaugurated.
- 2011: The number of Maruetsu Petit stores reaches 50. Assistance efforts are made for reconstruction of the region devastated by the Great East Japan Earthquake.
- 2012: The cumulative total of the guide dog breeding fund exceeds 200 million yen. The Misato Complex Center is inaugurated. A joint venture is set up with Suning Appliance Corporation with a view to launching a store in China.
- 2013: The Kawasaki and Misato Complex Centers are certified with ISO 22000. Maruetsu wins the highest prize in the demonstration project category in the Sakana no Kuni no Shiawase Award organized by the Fisheries Agency. The Lincos Wuxi Suning Plaza Store is inaugurated as the first store in China.
- 2014: A basic agreement is signed to establish an alliance of supermarkets in the Tokyo area. The Lincos Wuxi Coastal City Store is inaugurated as the second store in China. Assistance in eel resources conservation activities is commenced. Shares are delisted from the First Section of the Tokyo Stock Exchange.
- 2015: The Maruetsu, Inc., Kasumi Co., Ltd. and Max Valu Kanto Co., Ltd. integrate to establish a joint holding company called United Super Market Holdings Inc. Its shares are listed on the First Section of the Tokyo Stock Exchange. Maruetsu wins honorable mention at the fifth Carbon Offsetting Awards.
- 2016: The Towa Bakery and Food Preparation Center is inaugurated.

## Corporate Profile

Company Name	The Maruetsu, Inc.
Head Office Location	5-51-12 Higashi Ikebukuro, Toshima-ku, Tokyo 170-8401 Japan
Main Phone Number	+81-(0)3-3590-1110
President and Representative Director	Makoto Ueda
Date of Foundation	October 1945
Date of Incorporation	June 16, 1952
Capital	37,549,514,941 yen
Operating Income (consolidated)	347,396 million yen
Number of Stores	292 (as of the end of May 2017)
Number of Employees (non-consolidated)	16,347 (incl. 12,266 part-time workers; on average for the period on the assumption that one working day equals eight hours)
Business	Food supermarket operations

\* The data are correct as of the end of February 2017 unless otherwise specified.

Sales share by product category (non-consolidated) FY 2016



## Group companies

### Maruetsu-Kaihatsu Co., Ltd.

Location: 5-51-12 Higashi Ikebukuro, Toshima-ku, Tokyo  
Date of Incorporation: April 1989  
Representative: Kiyoshi Hara, president and representative director  
Business: Real estate management and development of stores and shopping centers

### Maruetsu Fresh Foods Co., Ltd.

Location: 5-51-12 Higashi Ikebukuro, Toshima-ku, Tokyo  
Date of Incorporation: April 2010  
Representative: Kenji Ikeno, president and representative director  
Business: Manufacture and processing of food products at fresh food processing centers

### Marno Co. Ltd.

Location: 5-51-12 Higashi Ikebukuro, Toshima-ku, Tokyo  
Date of Incorporation: March 1992  
Representative: Shinya Nishino, president and representative director  
Business: A special subsidiary engaging in contracted operations and clerical services

### Asubiz Support Co., Ltd.

Location: 5-51-12 Higashi Ikebukuro, Toshima-ku, Tokyo  
Date of Incorporation: March 2017  
Representative: Masashi Sakamoto, president and representative director  
Business: Worker dispatch and contracted services

### Food Quality Management Center Co., Ltd.

Location: 5-51-12 Higashi Ikebukuro, Toshima-ku, Tokyo  
Date of Incorporation: July 2010  
Representative: Hitoshi Aoki, president and representative director  
Business: Contracted inspections on food quality, safety and hygiene

### Nippon Ryutsu Mirai Kyoiku Center Co., Ltd.

Location: 3-22-30 Chuo, Warabi, Saitama Prefecture  
Date of Incorporation: October 2002  
Representative: Takashi Nakamura, president and representative director  
Business: Education services exclusively for supermarkets

### Maruetsu (Hong Kong) Co., Ltd.

Location: Hong Kong, China  
Date of Incorporation: September 2012  
Business: A holding company of Maruetsu (Wuxi) Trading Co., Ltd., which runs retail business in China

### Maruetsu (Wuxi) Trading Co., Ltd.

Location: Wuxi,  
Date of Incorporation: January 2013  
Business: Management of retail business (supermarkets) in China

