



2022-2023 Corporate Profile

Shiawaseikatsu



The Maruetsu, Inc.

5-51-12 Higashi Ikebukuro, Toshima-ku,
Tokyo 170-8401 Japan

<https://www.maruetsu.co.jp/>



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Pleased to meet you, we are Maruetsu.

We humans must have “food” to live.

And we cannot grow without connections to our communities.

That is why we “play the role of a stabilizing lifeline in the lives of our customers in the community.”

We have also striven through the generations to fulfil our mission as “essential workers,”

and, with this mission in mind, we aim to be the supermarket for new generations yet to come.

Maruetsu will continue to grow in unison with the community as a presence that can help the community develop sustainably and contribute to the healthy, abundant diets of all who live there.

Closest to community “happiness.” Maruetsu

Brand Message **Shiawaseikatsu (Happy life)**

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

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.

Corporate Symbol

Our logo is shaped like a fish or a vegetable and uses colors that are full of life to represent the wide variety of fresh foods we offer our customers. It is also shaped like an “M,” which is the first letter in “Maruetsu.”



Aiming to be a store that customers choose and trust

Maruetsu is a chain of 305 (as of March 2023) food supermarkets in Tokyo, and its five surrounding prefectures, operating under the names "Maruetsu," "Maruetsu Petit," and "Lincos."

The global situation and the weak yen have led to price hikes for food and other necessities, and energy costs continue to rise. In this environment, we are working to reform our business model to satisfy customer needs, aiming to become a store chosen and trusted by customers. In particular, using "health" and "next generation" as keywords, we are striving to develop health-centered products, make proposals on the sales floor, disseminate information to support customers’ health, and create an environment where customers of all ages can enjoy shopping comfortably and stress-free. In addition, we are actively promoting digital transformation (DX) and working to build new value and services that leverage online and in-store services. Further, to realize a sustainable society, we are expanding our environmentally friendly products and services and making initiatives to help solve social issues.

Our company was founded in October 1945 in Urawa City (now Saitama City), Saitama Prefecture, as "Uoetsu Shoten," mainly selling fish. It has been 77 years since then. We strive to shift to a corporate culture that values diversity so that our company remains essential to our customers’ lives through the 100th anniversary of our founding and beyond.

Maruetsu is committed to contributing to the healthy and abundant dietary life of everyone and the sustainable development of our communities and society through business activities.



Chairman and Representative Director
古瀬 良多
Ryota Furuse



President and Representative Director
本間 正治
Masaharu Homma



Maruetsu by the Numbers

* Consolidated financial results for the fiscal year ended February 2022



Established

76th Anniversary



No. of Stores

303

* As of the end of July 2022 (Japan)



No. of Customers per Day

Approximately
610,000



Consolidated Operating Revenue

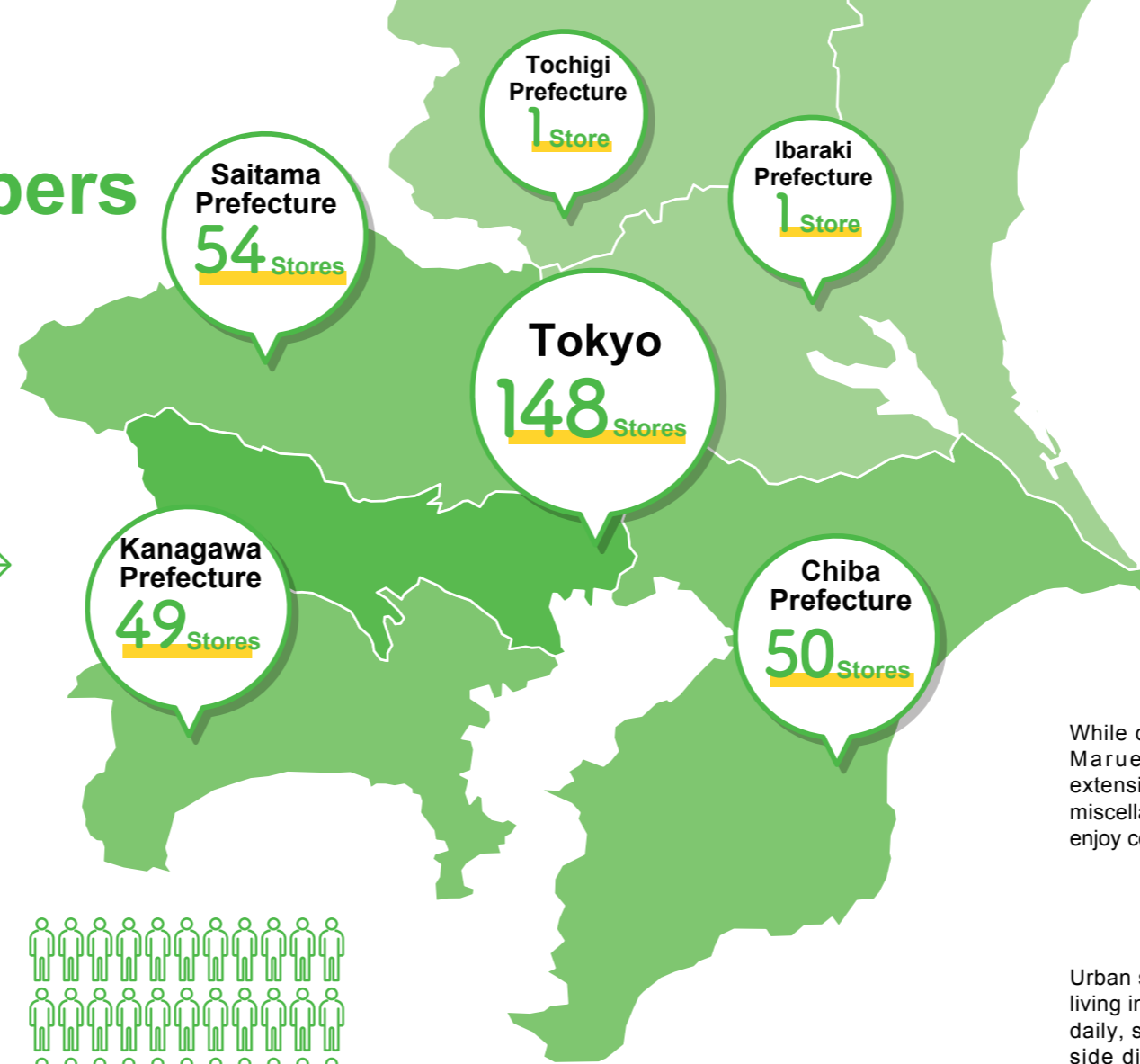
388.5
billion yen



Consolidated No. of employees

16,952

* Including 12,870 part-time employees (average number of employees during the period converted to eight hours a day)



We have opened two "Lincos" stores in the City of Wuxi in Jiangsu Province, China.

Store Types



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.



Urban supermarkets that provide customers living in urban areas with products they need daily, such as fresh foods, freshly prepared side dishes, and daily necessities. Found mostly in cities, these supermarkets range in size from 40 to 150 m².



High-quality supermarkets that offer coziness, a little luxury, and the value of delicious products, and that connect with customers through circles of communication.



Joint Holdings Company

U.S.M. Holdings

ユナイテッド・スーパーマーケット・ホールディングス

United Supermarket Holdings Inc. was established in March 2015 as a joint holdings company, established through the integration of Maruetsu with Kasumi Co., Ltd. and MaxValue Kanto Co., Ltd.

As our customers' lifestyles and expectations with respect to food change, we are working to create the four values of (1) unsurpassed freshness, (2) encounters with products, (3) enrichment, and (4) "connections with community," as "experiences that create an impression," build a new format for providing these values, and evolve into a presence that is indispensable to local communities.



Overview of the Second Medium-Term Management Plan (2020-2022)

Basic Policy Push forward with structural reform based on the digital infrastructure and lay the foundation for our growth through future generations
Repeat cooperation and creation, aiming to ensure the availability of food for diverse people.



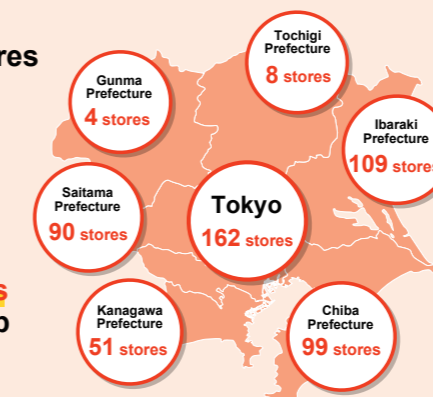
Corporate Profile

Company Name: United Super Markets Holdings Inc.
Representatives: 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 **523 stores** in the Group



Group's Operating Income

	The Maruetsu, Inc.	KASUMI CO., LTD.	MaxValu Kanto Co., Ltd.	Total
Number of Stores	303 stores	190 stores	30 stores	523 stores
Operating Income	3,885 billion yen	2,835 billion yen	445 billion yen	7,164 billion yen

* The figures for the number of stores are as of the end of July 2022.
* The operating income figures are based on the consolidated financial results for the fiscal year ended February 2022.

Services to Meet the Needs of Diversified Customers

Providing products and services that truly satisfy each and every one of the many customers who visit our stores every day is the most important thing in ensuring we continue to be a company these customers rely upon.

More convenient, faster, more enjoyable.

We are creating new stores that make full use of “human and digital capabilities” toward the realization of new “Happy Life.”



Promoting Digitization from the Customer's Perspective.

By promoting the practice and digitization of new lifestyles, we are developing new services that enable both customers who are, and who are not, able to visit our stores to enjoy more comfortable, stress-free shopping.

Advertisements

Maruetsu Leaflet App

The "Maruetsu Flyer App" allows you to easily check valuable Maruetsu flyer information from your smartphone at any time. Also, when you log in, you can use your Maruetsu T Point Card to check your points and purchase history as well as limited coupons, etc.



In-Store Customers
(Shop in stores)

Information Transmission

Transmitting Information using Signage

We are deploying "signage services" that provide valuable information to our customers, such as information on our original and seasonal products. We are proposing shopping experiences that are more enjoyable than ever.



Pay

Self-serve registers

In addition to normal registers, and semi-self-serve registers, which only allow customers to process payments, we are implementing self-serve registers, which allow customers to do everything from product registration to payment.



Scan&Go Smartphone Payment App

A payment function app that allows customers to do everything from product registration to shopping on their smartphones. Enables a smooth shopping experience where customers do not have to wait in line at a register to checkout.



Digital Shelf

We are introducing a "digital shelf," which allows customers to purchase rare items that cannot be placed in the store via "Scan&Go" from signs around the store. In addition, you can make reservations for delicacies and specialties through the online delivery site by using the QR code on the "digital shelf."



Maruetsu Card

In addition to various credit cards, you can use your "Maruetsu Card." The "Maruetsu Card" is a credit card integrated with "WAON" electronic money that makes shopping at Maruetsu even more beneficial and convenient.



Receive

Take home



Easy Bear Home Delivery

We have deployed our "Handy Bear Home Delivery" (Paid) service that delivers products you buy in stores to your home within three hours of purchase. This service meets the needs of customers who want to buy in bulk but can't carry everything home, customers who have more errands to run before going home, and customers who want to use home delivery more freely.

Receive at home (Stores/Internet)



Unattended Pickup Rooms

We are deploying a service that allows you to pick up products without entering stores. Security keys on smartphones are used to enter rooms. These services enable safe and secure shopping that is contactless.



Drive-Thru

This is a service that delivers products at dedicated drive-thru pickup parking lots. Since products are received at specified dates and times and there is no need to wait for delivery, this service can support new lifestyles that avoid crowding.



Buy Online Pickup In-Store (BOPIS)

Services to Meet the Needs of Diversified Customers



DX certified Business Operator

In recognition of its proactive promotion of the creation of new digitally-enhanced stores, on April 1, 2022, the company was accredited as a "DX Certified Business Operator" under the DX Certification System established by the Ministry of Economy, Trade, and Industry.



On-line Customers
(Order via the Internet)

Internet Shopping
(Order gifts and reserved items, etc.)

Online Delivery

A service that allows you to order products available in our stores from a smartphone or PC that can later be delivered to your home or in-area destination or picked up at a store. In addition to products available in our stores, this service offers a wide-range products that includes products not available in stores, such as home appliances, etc.

Unattended Stores for Corporations smart petit

A service that allows Maruetsu products to be purchased using the "Scan & Go" smartphone payment app from convenient workplace locations as a benefit for those who want to avoid going out for lunch and for employees who go to offices to work.



Creating Training Programs that enable Active Engagement and Workplaces in which Diverse Human Resources can plan Active Roles

Because good workplaces create good employees.

Our human resources development begins with feeling and thinking about what customers need now, and what we can do for them. Through our various training programs, we endeavor to train personnel who can think and act for themselves.



Career Support System that Maximizes Potential

At Maruetsu, we support the career development of every employee through an educational system that allows them to work actively with a sense of purpose through the provision of orientation training after employees enter the company, group Off-the-Job Training (Off-JT) at education centers, second through fifth year follow-up training, and many types of skill enhancement training. Currently, we are actively conducting online remote training and self-development using e-learning.

In-house Qualification	J	L	S1	S2	M
Job Title	New Hires to General Employees Partners and Crew Members	Sales Managers and Managers	Acting store managers		Section manager Department manager Store managers
Position-specific training	Annual Training	Sales Manager Management Training	Qualification promotion training		MD Training
	Training by Affiliation	Professional Training			Training for all department heads Training for all section heads Training for all store managers Training for new store managers
Selfdevelopment, etc.	Greeter and Customer Service Level Certification		Newly appointed manager training		
			New Acting Store Manager Training	Training to obtain public qualifications	
	Product knowledge tests				

Certification System for Skill Enhancement

Product knowledge tests

We conduct regular product knowledge tests so that all employees, regardless of the department they belong to, can acquire varied knowledge of the products carried in our stores and help customers with their shopping. More knowledgeable employees have led to the creation of Maruetsu fans.



Greeter and Customer Service Level Certification

Cashiers are called "greeters," which means they are in charge of greeting and welcoming customers. As a measure for improving customer service, we have established an in-house certification system called "Five Star Greeters," which certifies greeters through rigorous written and practice tests.



Five Star Badge

Promoting Active Roles for Women

Our Diversity Promotion Office is working to improve work environments and work styles so that all employees, including women, working at our company can play active roles. We hold "Bright Future Seminars" as venues for cultivating the aspirations of and motivating the young employees who will lead Maruetsu in the future, and for deepen their understanding of available personnel systems.

Female Managers: 28
(Percentage of managers that are women: 7.0%)
(As of the end of May 2022)

We have obtained a second stage "Eruboshi Certification" from the Minister of Health, Labor and Welfare



Work Environments Where Everyone Can Thrive

We are actively creating employment opportunities and environments where everyone can work with vigor and enthusiasm. Many seniors over 60 years old are taking advantage of our employment system to make the most of their experience, where they can thrive as store managers/area store managers. We are also promoting recruiting non-Japanese workers throughout the Maruetsu Group, including technical intern trainees from Vietnam. In terms of employing people with disabilities, we are expanding sectors of activity through our special subsidiary, "Mano Co., Ltd.," on various fronts, such as office work agencies and product displays.

The employment rate of persons with disabilities is 3.0%
(As of June 1, 2022)



Certified emergency lifesaving technicians assigned to our supermarkets

So, they can calmly take appropriate initial responses in the event of sudden in-store accidents or when customers fall ill, employees actively participate in "Ordinary Lifesaving Training" held at fire department headquarters and stations, and work to acquire "Lifesaving Skills Test" qualifications. We currently have about 520 employees, mostly managers, who hold active life-saving skill certifications. In 2019, we received a letter of appreciation from the Toshima Fire Department, which is an organization that promotes such certifications.

Employees with life-saving skill certifications: Approximately 520
(As of the end of July 2022)



Promoting Work Styles Tailored to Life Events

Maintaining harmony between "work" and "private life" is essential for employees to stay satisfied and motivated with respect to their work. We have a system that allows employees to choose work styles that are tailored to their life events. We also have a system that supports childbirth and child-rearing so that employees can achieve a balance between work and these events. We use these systems to promote the creation of an environment where people can continue to work actively in a wider range of fields.

Major Childcare Support Schemes	Systems of Paid Time Off
<ul style="list-style-type: none"> Reduced working hours during pregnancy Maternity leave (before and after giving birth) Childcare leave Reduced working hours for childcare 	<ul style="list-style-type: none"> Half-day paid leave Special paid leave Refreshment leave Paid leave for sickness, injury or caregiving Reduced working hours for caregiving





Efforts for Resolving Social Issues

Sustainability

Maruetsu's Idea of Sustainability

Maruetsu has been nurtured by our customers as a food supermarket rooted in the community. We will continue working for communities. And for the future. By co-creating prosperous communities through SDG efforts, we aim to promote sustainable growth in the communities in which we live and of Maruetsu as well.

What are SDGs?

At the United Nations Summit in September 2015, all UN member nations adopted the international "SDGs (Sustainable Development Goals)" action plan in which they promised to make their best efforts from 2015 through 2030 to reach their goals for sustainable development. The SDGs consist of 17 goals related to such issues as poverty, hunger, energy, climate change, and peaceful societies, which, it is believed, can be achieved with the active participation of companies.



Efforts to Create Products that will Help Realize a Sustainable Society



We aim to contribute to the conservation of the global environment and realize a sustainable society by actively developing products that take biodiversity into consideration.

Plant-Farm Vegetables "Green Growers" lettuce

U.S.M. Holdings is building a new manufacturing and retailing business (SPF: Specialty store retailer of Private label Foods) that grows vegetables under scientific control in a completely enclosed environment and sells them. Lettuce produced at the company-operated plant factory "THE TERRABASE" is the first product sold under the proprietary brand "Green Growers." To contribute to the realization of a sustainable society, we will continue to create "new forms of agriculture" while focusing on food safety and freshness.



Plant Based

In response to food supply and demand problems caused by the increasing world population, we sell substitutes to meats, which require a large amount of grain, from "Plant Based" product displays. We offer soy-derived "soy meat" as a processed meat product, and, at the deli, we offer original burgers and lunch boxes that use the "soy meat."



Entomophagy (Insect Eating)

"Entomophagy" is attracting worldwide attention as a highly productive way to ingest protein efficiently. Maruetsu offers related products including rice crackers made with cricket powder.



MSC Certified Products

We are developing "MSC certified" (eco-labeled marine products) products. MSC certifications are granted to natural marine products caught in sustainable fisheries that are properly managed in consideration of marine resources and the environment.



Certified Products that can help Solve Social Issues

By continuously importing agricultural goods and products from developing countries at fair prices, we have created a lineup of "Rainforest Alliance Certified" products certifying that "Fair Trade Certified" goods, products, or raw materials intended to improve the lives of producers and workers and help them become independent were produced using methods that enhance the sustainability of society, the economy, and the environment.



U.S.M.H.'s private label "eatime" brand coffee made with 100% Rainforest Alliance Certified coffee beans

Efforts to Create Connections with Local Communities



To bring smiles to the faces of local citizens!

Photo provided by: Musubie, Certified NPO National Children's Cafeteria Support Center

In order to contribute to the development of sustainable local communities, Maruetsu is joining with our customers to actively promote activities that contribute to society.

For healthy and prosperous lives

Joining with customers to support "children's cafeterias"

As an initiative for ensuring children, who hold the future in their hands, grow up healthy, and to support regional revitalization and sustainable development, we have set up donation boxes to support the "Children's Cafeterias" at all stores and are joining with our customers to support "Children's Cafeterias." Each month, Maruetsu contributes an amount equal to the donations placed in donation boxes by customers in our stores and delivers the proceeds to "Children's Cafeterias" in areas where we have store through the "Musubie, Certified NPO National Children's Cafeteria Support Center" that supports the activities of network groups (intermediate support groups) that support the "Children's Cafeterias."



Photo provided by: Musubie, Certified NPO National Children's Cafeteria Support Center

Cumulative Donations of 58 Million JPY

(As of the end of May 2022)

We also carry out "T Point" fundraising that supports "Children's Cafeterias" using common "T Points" sponsored and operated by T Point Japan Co., Ltd.

T Site (T Point Donations)
Fund raising to support Maruetsu x Musubie "Children's Cafeterias"



Collaboration with Food Banks

We cooperate with our customers to organize "food drives" where customers donate food they have sitting at home to stores, which then donate the food to food banks and other organizations that conduct activities to deliver the food to facilities, organizations, and families that need assistance. We are also contributing to solving local community issues and reducing food loss by donating unopened food products that have not expired but that are hard to sell at stores due to damage to outer boxes, etc.



Our Original Permanent Food Donation Box

For healthy and prosperous lives

Issuance of the Kurashikata Catalog

A free monthly catalog customers can pick up at our stores that provides useful information for better living, such as cooking suggestions, seasonal information, recipes, and Maruetsu recommended products. First published in 1984, this catalog is popular with many of our customers.



Introduction of "Experience-Based Station Meet!" retail spaces

We set up the "Experience-Based Station Meet!" spaces in our Funabashi Miyama Store, Edogawabashi Store, and Ichinoe-Ekimae Store as places for encountering new products, new value, and the future. These spaces exhibit new ideas and state-of-the-art products proposed by various manufacturers and startups and guide everything from confirmation of detailed information to purchases using tablets or QR codes. We provide our customers with the excitement of discovery.



Initiatives to Address Health Challenges

Based on the management philosophy of "contributing to a healthy and prosperous diet by providing safe and delicious products," we promote the "health" of the minds and bodies of our customers and employees. As one of the initiatives, store managers and regional managers have completed a training course for "heat stroke prevention advisors" to learn about heat stroke, which is a risk to everyone. The course also included information on how to prevent heat stroke, and the managers are applying this knowledge in creating sales areas and serving customers. We support the health of everyone in the community from various perspectives by providing products, services, and information.



Providing Comfortable Buying Experiences for All Customers

Direct Message to the Store Manager

Since its establishment in all stores in 1996, store managers have responded to all important suggestions and requests received from customers within three days. We share customer suggestions companywide and utilize them in management, which helps us create better stores.





Efforts to Create Connections with Local Communities

Creating Venues for Encountering and Learning about Food

Conducting “EATOPIA” cooking and culture classes

We conduct “EATOPIA” classes in the City of Warabi, Saitama Prefecture as a venue for disseminating information on and practicing ways of enriching “food” and “life” in support of “dining tables that bring smiles to our customers’ faces.” In addition to courses on cooking breads and sweets, we support children’s dietary education at our “Kids Cooking” children’s cooking classes taught by our registered dietitians and nutritionists. This is also a base we use as a Japan Dietetic Association “Certified Nutrition Care Station” where we hold health seminars and provide nutrition consultations designed to support the health of local citizens.



Connecting with Customers at “Kitchen EATOPIA”

We have established “Kitchen EATOPIA” locations in 16 of our stores as venues for helping customers enjoy the full “richness of food” by proposing menus that can be used as hints for daily dining and health based on products available on sales floors, and for introducing recommended products, seasonal and popular products, convenient cooking appliances, and other goods found at each of the stores. We create connections through close, personal two-way communication and experiences with our customers.



Aiming to Enhance Social Welfare

Assigning Service Care-Fitters* at Stores

We are working to provide qualified “Service Care-Fitters.” Assistants learn “hospitality” and “caregiving skills” that help them assist elderly and disabled people with their shopping and are active in all stores to ensure that all customers can shop with peace of mind.

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

Service Care-Fitters: Approximately 1,020

(As of the end of July 2022)



Aiming to Enhance Social Welfare

Supporting Guide Dog Breeding Businesses

We have engaged in “guide dog breeding fundraising activities” since 1993 and donate the funds collected from customers through those activities to the “Japan Guide Dog Association.” To date, with the cooperation of our customers, we have donated a total in excess of 300 million yen to the association. Our aim for the future is to create stores where all customers, including those with guide dogs, can shop comfortably.

Total donations: 330 million yen

(As of the end of February 2022)



Photo provided by: The Japan Guide Dog Association

We donate 1% of beverage vending machine sales

Since 2008, we have donated an amount equivalent to 1% of sales from beverage vending machines in front of or inside all of our stores to nursing care facilities through social welfare councils in regions where stores are located. To date, these donations have been used to purchase wheelchairs and install handrails at these facilities.

Total donations: 44.57 million yen

(As of the end of February 2022)



Donating Vaccines by Collecting PET Bottle Caps

With the cooperation of our customers, we sell PET bottle caps collected at stores as a recycled resource and donate the profits from the sales to the “NPO Japan Committee, Vaccines for the World’s Children” (JCV). Through JCV, we have given various vaccines, including the polio vaccine, to countries all over the world. We are helping to create environments where the children of the world can live healthy, abundant lives.



Photo provided by: NPO Japan Committee, Vaccines for the World’s Children



Environmental Initiatives



Many Maruetsu products that bring a smile to the faces of our customers are grown in rich natural environments. We continue to join with our customers in efforts to protect the global environment towards the realization of sustainable business activities that support local communities.

Maruetsu Environmental Policy

The Maruetsu, Inc. (“the Company”) operates supermarkets that are locally-based and dedicated to serving local communities. The Company not only offers safe and reassuring goods and services, but also provides support for environmental conservation activities and local environmental activities, together with its customers, with the aim of helping to build a sustainable recycling society.

- The Company will operate and continuously improve its environmental management system, including the setting and furthering of environmental goals, in order to minimize the environmental impact of its business activities.
 - The Company will carry out efforts to cut electricity consumption 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 CO2 emissions per store to help stop global warming.
 - The Company will work to spread and popularize environmentally friendly products.
- The Company will endeavor to prevent environmental pollution and protect ecosystems for the purpose of environmental conservation, and will comply with applicable legal regulations relating to the environment, 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 both within and outside the company, and endeavor to actively provide information.

The Maruetsu, Inc.
President and Representative Director **Ryota Furuse**

Engaging in activities in compliance with ISO 14001

Our headquarters and five stores obtained “ISO14001” certifications in September 2006. ISO14001 is the international standard for Environmental Management Systems. At present, 299 of our business locations (including headquarters) have obtained this certification.

We promote environmental conservation activities to create a sustainable, recycling-oriented society.



Introducing Solar Power Generation and EV Charging Stations

We have installed solar power generation equipment on the roof of our Funabashi Miyama Store, and the store self-consumes this self-produced power in its business activities. This power not only helps reduce electric power costs, it can also be used as an emergency power source during power outages caused by disasters. In conjunction with the recent increase in electric vehicles, we are installing EV quick charge stations in customer parking lots. In addition to being one part of our infrastructure services that enables quick charging while customers shop, these stations also help reduce our environmental load.



Promoting Recycling Activities

To promote the collection of recyclable resources, we have installed collection boxes at stores for food trays, paper cartons and other recyclable resources. At some stores, a distinguishing feature of our boxes for paper cartons is that they can also accept cartons with vapor-deposited aluminum.

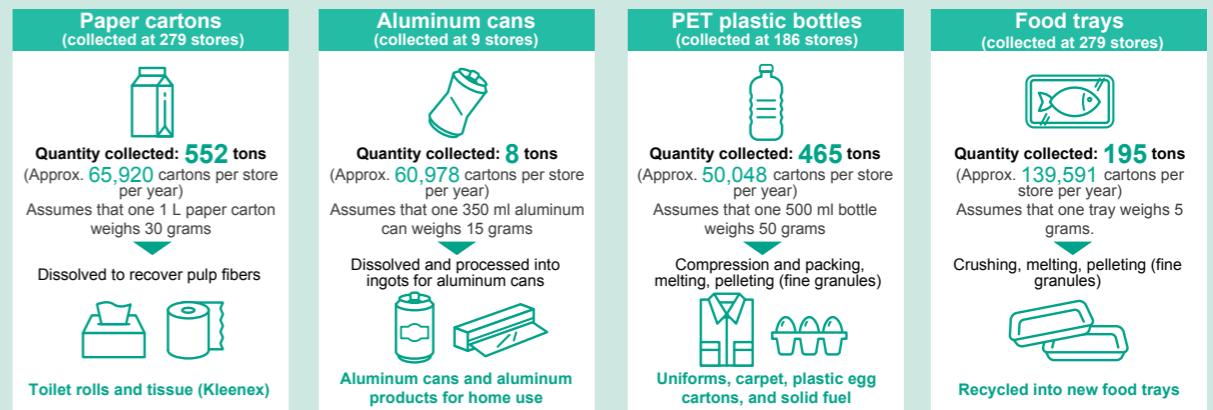


Recycling in cooperation with local communities



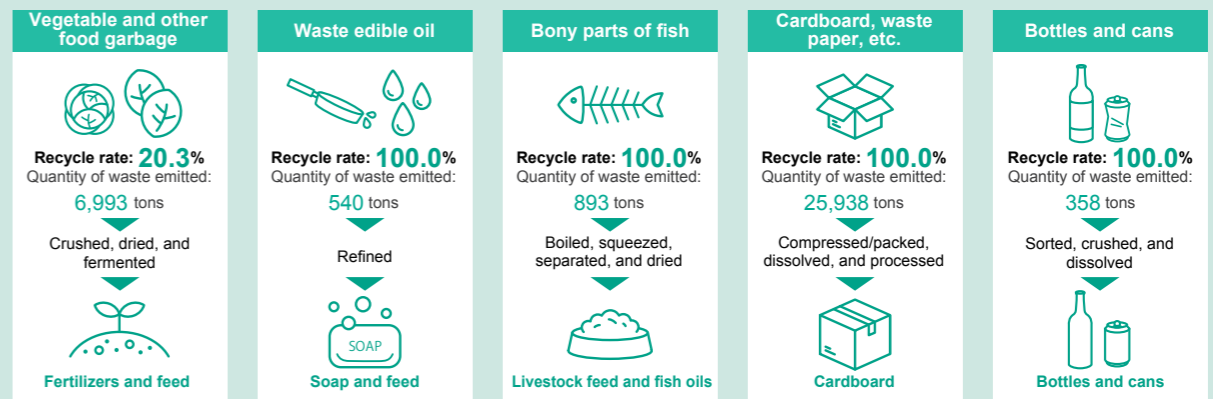
Recycle resources collected at stores

The recycling 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



* FY2020 results

[Click here for environmental accounting](#)



Visualization of waste helps to raise waste reduction awareness among employees

The first step in reducing waste emissions is understanding how much of what kind of waste is being emitted. Maruetsu is working to promote the “visualization” of waste emissions by implementing Waste Emission Management Systems mainly at stores bearing the Maruetsu name. Measuring and visualizing the numerical values of emissions for themselves will give each employee a greater motivation to reduce waste.






Supporting Environmental Conservation Activities

We have been donating to environmental conservation groups since 2020 to promote natural environment conservation and biodiversity. These groups have put our donations to use in environmental conservation activities, like mitigating the ocean plastic garbage problem for example.

Donation Recipients

- ◆ Japan Environmental Action Network (JEAN)

JEAN is a non-profit environmental NGO that has been continuously engaged in activities for resolving the ocean garbage problem in order to pass garbage-free, healthy, clean oceans to future generations since 1990.


- ◆ World Wild Fund for Nature Japan (WWF Japan)

From April 1, 2020, Maruetsu has become a corporate member of WWF Japan and supports its activities toward the preservation of the environment. WWF is an environmental preservation organization active in more than 100 countries. Its projects are funded by membership fees, donations and other money.

Voluntary forest conservation activities in Maruetsu's Forest

We have participated in the "Musashino Forest Restoration Project," which is a forest conservation project in Saitama Prefecture, since 2010. Ever since planting wild cherry trees and maples in 2010 at the "Maruetsu Forest" located in Yokote, Hidaka City, Saitama Prefecture, employee volunteers have been cutting undergrowth from the trees each year as an activity for conserving them. We will continue our activities to protect local environments and reduce greenhouse gases.



Arakawa Clean Aid Project

Arakawa Clean Aid is a project for restoring the abundant nature of the Arakawa River by picking up garbage in various places on the riverbed of the Arakawa River to address such problems as river garbage, water quality, and natural recovery. At Maruetsu, as part of their environmental training, all new employees also participate in the training to learn the division of roles and how to work with others.



Actual Donations (for 2021 through 2022)

We actively support activities that contribute to society and to environmental conservation activities with the aim of realizing a sustainable society.

Major Donations	Period	Amount of donations	Recipient
Donation from the guide dog breeding fund	Contributions collected from Mar. 2021 to Feb. 2022	13,704,477 yen	Japan Guide Dog Association
Donation of funds raised to support "Children's Cafeterias"	Store donations and contributions from Maruetsu from Mar. 2021 to Feb. 2022	33,262,000 yen	Musubie, Certified NPO National Children's Cafeteria Support Center
Donation of 1% of sales from beverage vending machines	Amount equivalent to 1% of sales from beverage vending machines from Mar. 2021 to Feb. 2022	2,700,000 yen	Social welfare conferences in different regions
Donation of gain on sales of collected caps for PET plastic bottles	Gain on sales of caps collected from Mar. 2021 to Feb. 2022	1,051,115 yen	Japan Committee, Vaccines for the World's Children
Ukraine Children's Relief Fund	March 9, 2022 - April 30, 2022	5,548,750 yen	Japan Committee for UNICEF
Donations to support environmental conservation activities	Donation date: March 31, 2022	1,000,000 yen	Japan Environmental Action Network (JEAN)
		1,000,000 yen	World Wide Fund for Nature Japan (WWF Japan)
Donations for activities to conserve eels	10 yen per eel product sold contributed from sales of such products on July 18-23, 2022	2,071,790 yen	Kagoshima Prefectural Council for Boosting Eel Supply

Group companies



Maruetsu Fresh Foods Co., Ltd.



We will stably and continuously supply safe and worry-free products at low cost with the goal of "enhancing productivity" while targeting "the production of beautiful products."

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



Marno Co., Ltd.



Our aim is to become a company "overflowing with employees who work energetically despite their disabilities."

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



Maruetsu-Kaihatsu Co., Ltd.

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



Asubiz Support Co., Ltd.

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

Food Quality Management Center Co., Ltd.

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

Nippon Ryutsu Mirai Kyoiku Center Co., Ltd.

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

Maruetsu (Hong Kong) Co., Ltd.

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

Maruetsu (Wuxi) Trading Co., Ltd.

Business: Management of retail business (supermarkets) in China
 Location: Wuxi City, Jiangsu Province, China
 Date of Incorporation: January 2013
 President and representative director: Hidemasa Ishii

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. **CSR**
- 1993** The guide dog breeding fund is launched. **CSR**
- 1995** The planting fund is launched. **CSR**
- 1996** The direct message to the store manager is introduced for encouraging customer feedback. **CSR**
- 1999** Maruetsu wins a Minister of International Trade and Industry award for excellent consumer-oriented companies in FY 1999. **CSR**
- 2000** Maruetsu wins a Minister of Labour award at the FY2000 Awards for Outstanding Offices and Workers for the Employment of Persons with Disabilities. **CSR**
- 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. **CSR**
- 2005** Maruetsu wins a prize in the fourth Tokyo Metropolitan Green Consumer Encouragement Award. **CSR**
- 2006** A new management philosophy is formulated. The Head Office and five stores are certified with ISO 14001 **CSR**
- 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. **CSR** Certification of an excellent company in disability employment is obtained from the Ministry of Health, Labour and Welfare. **CSR**
- 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. **CSR**
- 2012** The cumulative total of the guide dog breeding fund exceeds 200 million yen. **CSR** 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. **CSR** 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. **CSR** Maruetsu wins appreciation prize at the Tohoku Region Carbon Offset Grand Prix. **CSR**
- 2016** The Towa Bakery and Food Preparation Center is inaugurated.
- 2017** Asubiz Support Co., Ltd. is established. Maruetsu wins Tohoku appreciation prize at the Tohoku Region Carbon Offset Grand Prix for the second time. **CSR**
- 2018** Maruetsu obtains the "Eruboshi" Level 2 certification based on the Act on Promotion of Women's Participation and Advancement in the Workplace. **CSR** Maruetsu wins Tohoku appreciation prize at the Tohoku Region Carbon Offset Grand Prix for the third time (and second time in two consecutive years). **CSR**
- 2019** Cumulative amount of donations to the training of guide dogs reaches and exceeds 300 million yen. **CSR** Issuance of Maruetsu Card starts. Maruetsu receives Tohoku appreciation prize at the Tohoku Region Carbon Offset Grand Prix for the fourth time (third consecutive year). **CSR**
- 2020** 75th Business Anniversary Achieves 300 Maruetsu stores
- 2021** Launches "Smart Petit" chain of unattended stores for companies
- 2022** Obtained "DX Certified Business Operator" certification from the Ministry of Economy, Trade, and Industry

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
Representative directors	Chairman and Representative Director Ryota Furuse President and Representative Director Masaharu Homma
Date of Foundation	October 1945
Date of Incorporation	June 16, 1952
Capital	100 million yen
Number of Stores	303 (as of the end of July 2022)
Number of Employees (nonconsolidated)	16,952 (incl. 12,870 part-time employees) * Average number of employees during the period converted to eight hours a day * As of the end of February 2022

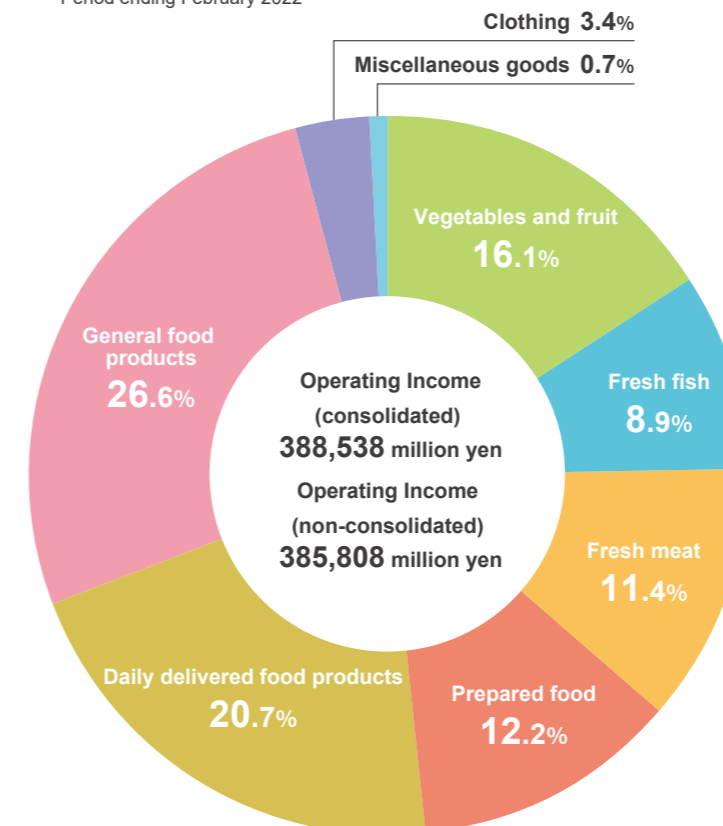
Distribution System



In terms of the distribution and fresh food processing centers for supporting our more than 300 stores, we have two room temperature distribution centers, a small-store distribution center, and two complex centers that form a low temperature distribution system (cold chain) that handles fresh food processing and low temperature products. We have also established a bakery/deli center and a satellite supply system in the heart of Tokyo.

Sales share by product category (non-consolidated)

* Period ending February 2022



Operating Income (consolidated)
388,538 million yen

Operating Income (non-consolidated)
385,808 million yen

