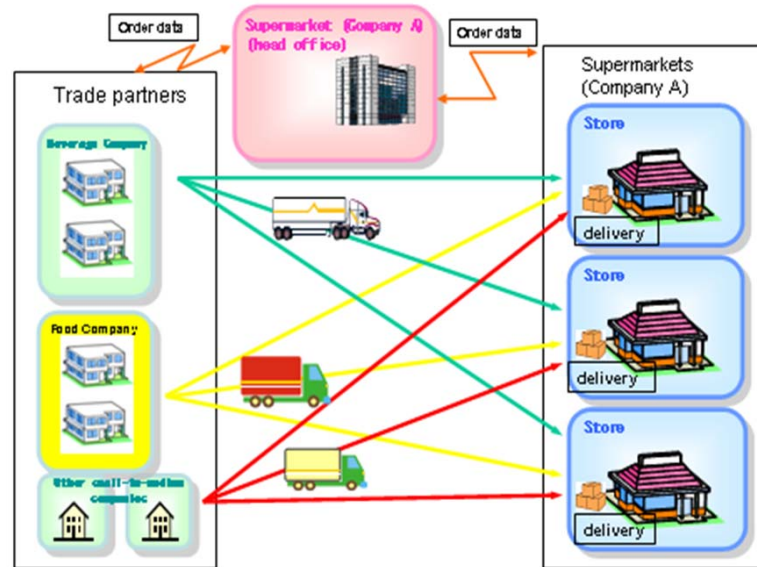


## General "Distribution" to food supermarkets

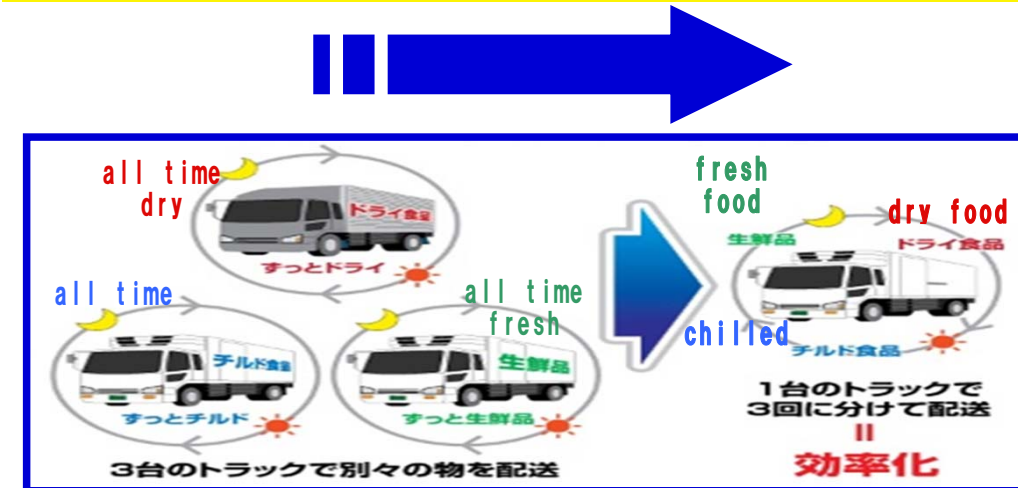
- \* Number of delivery vehicles per store and per day: approx. 70 vehicles
- \* It is necessary to inspect the received goods per trading partner in each store.
- \* Each trade partner sorts out goods per store.
- \* Each trade partner delivers goods to each store.



## Our proposal

We can realize a redistribution of profits of 150 million Yen

## Cost reduction by



The goods divided in three lots are delivered simultaneously by three trucks.

The goods divided in three lots are separately delivered by only one truck.

= optimization

## Situation when concentrating "Distribution" to food supermarkets into "Distribution Center"

- \* Delivery by one truck (capable to keep goods in three temperature ranges) sorting out goods by type can reduce the number of trucks in operation.
- \* [ex. 1st delivery of "dry" food, 2nd delivery of chilled food and 3rd delivery of fresh food]
- \* Three temperature ranges: normal, low (0°C~10°C) and frozen (-25°C)
- \* Depending on the trade partners, all goods can be delivered to the distribution centers and we can sort them out according to the stores in the centers.
- \* Going through the distribution centers can make the stores free from inspection.
- \* Installation of an efficient delivery system can realize cost reduction.
- \* Delivering goods per cage-truck can shorten the time of delivery
- \* Using the trucks fitted with tail lift can make smooth loading and unloading.



• Our client (supermarket)  
■ Hokuyo Lucky Co., Ltd.  
Starting in the Sapporo area, they have developed supermarkets and clothing outlets throughout Hokkaido.  
Number of Stores: 37 (including 10 clothing outlets)  
Sales Floor Area: 1,000 ~ 2,000m<sup>2</sup>

Trading volume 26 billion

IIT Ishikari 1st Distribution Center  
Site area 19,843m<sup>2</sup>  
Building area 3,234m<sup>2</sup>

• Our client (General discount store)  
■ Trial Company, Inc.  
They operate suburban general stores.  
They sell food, fresh food, household goods, clothing and electric appliances  
Number of stores: 169 Average sales floor areas: 4,000m<sup>2</sup>  
Our role  
We oversee distribution of food, household goods and clothing to 21 stores in Hokkaido

Trading volume 18 billion

IIT Ishikari 3rd Distribution Center  
Site area 12,738m<sup>2</sup>  
Building area 4,752m<sup>2</sup>

• Our client (supermarket)  
■ Hasegawa Co., Ltd.  
They have developed supermarkets in the Tomakomai and Sapporo areas.  
Store name: Food D  
Number of stores: 13 Sales Floor Area: 1,000 ~ 2,000m<sup>2</sup>

• Our client (General discount store)  
■ Don Quijote Holdings Co., Ltd.  
The company operates various general discount stores including Don Quijote, MEGA Don Quijote and Napasakaya.  
Total number of stores: 309 Average sales floor area of MEGA Don Quijote: 7,000m<sup>2</sup>  
Our role  
We oversee sorting and distribution of food as a joint distribution center for 14 stores in Hokkaido

Trading volume 8 billion + Trading volume 11 billion

Makers and restaurants, etc.  
Trading volume 3.8 billion

IIT Ishikari 4th Distribution Center  
Site area 10,560m<sup>2</sup>  
Building area 6,682m<sup>2</sup>

• Our client (supermarket)  
■ JR FARM-FRESH MART GROUP  
Operating company:  
JR Freshness Retail Co., Ltd.  
[Fully financed by JR Hokkaido] Store names: JR Fresh Food Market Sanchoku Ltd.  
They have developed supermarkets in the Sapporo area, focusing on food products.  
Store name: Sanchoku Seisan Ichiba  
Number of stores: 15 Sales Floor Area: 800 ~ 900m<sup>2</sup>

Trading volume 21.3 billion

DYI stores and restaurants, etc.  
Trading volume 3.5 billion

IIT Ishikari 2nd Distribution Center  
Site area 8,794m<sup>2</sup>  
Building area 5,646m<sup>2</sup>

Sapporo Nishi Distribution Center  
Site area 4,950m<sup>2</sup>  
Building area 2,980m<sup>2</sup>