

First half of the fiscal year ending
February 20, 2023



Financial Results Presentation Material

OKUWA Co., Ltd. (8217)

October 4, 2022

Consolidated P/L Statement



(Million yen, %)

| | Six months ended August 20, 2021 | Six months ended August 20, 2022 | | |
|---|-------------------------------------|----------------------------------|------------------------|----------------------------|
| | Results | Results | Year-on-year change | Year-on-year change (%) |
| Operating income | 133,002 | 120,653 | — | — |
| Operating profit | 2,470 | 1,026 | (1,443) | 41.6% |
| Ordinary profit | 2,610 | 1,179 | (1,431) | 45.2% |
| Profit attributable to owners of parent | 1,448 | 635 | (813) | 43.8% |
| Basic earnings per share (yen) | 33.04 | 14.48 | (18.56) | — |

Consolidated Operating Income by Company



(Million yen, %)

| | Six months ended August 20, 2021 | Six months ended August 20, 2022 | | |
|---------------------------------|-------------------------------------|----------------------------------|----------------------------|--|
| | Results | Results | Year-on-year change (%) | (Ref.) Before application of the Accounting Standard for Revenue Recognition |
| OKUWA | 131,138 | 117,107 | — | 125,966 |
| Hiramatsu | 3,106 | 2,907 | — | 2,976 |
| OAK FOODS | 650 | 658 | — | 660 |
| Retail Backoffice Support | 195 | 176 | 90.3% | 176 |
| SUNRISE | 2,471 | 2,321 | — | 2,330 |
| Consolidation adjustment | (4,559) | (2,517) | — | (4,815) |
| Consolidated total | 133,002 | 120,653 | — | 127,294 |

Consolidated Ordinary Profit by Company



(Million yen, %)

| | Six months ended August 20, 2021 | Six months ended August 20, 2022 | | |
|--|-------------------------------------|----------------------------------|------------------------|----------------------------|
| | Results | Results | Year-on-year change | Year-on-year change (%) |
| OKUWA | 2,586 | 1,309 | (1,276) | 50.6% |
| Hiramatsu | (56) | (31) | 25 | — |
| OAK FOODS | 35 | 40 | 4 | 113.7% |
| Retail Backoffice Support | 48 | 48 | 0 | 100.7% |
| SUNRISE | 32 | 10 | (21) | 33.7% |
| Consolidation adjustment | (55) | (209) | (154) | — |
| Share of loss (profit) of entities accounted for using equity method | 20 | 10 | (9) | 53.1% |
| Consolidated total | 2,610 | 1,179 | (1,431) | 45.2% |

Consolidated Management Indicators



| | Six months ended August 20, 2020 | Six months ended August 20, 2021 | Six months ended August 20, 2022 |
|---------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| | Results | Results | Results |
| Operating profit/Operating income (%) | 3.01% | 1.86% | 0.85% |
| Ordinary profit/Operating income (%) | 3.10% | 1.96% | 0.98% |
| Return on equity (ROE, %) | 3.16% | 1.86% | 0.81% |
| Return on assets (ROA, %) | 3.13% | 1.91% | 0.89% |
| Basic earnings per share (EPS, yen) | 54.39 | 33.04 | 14.48 |
| Dividend per share (DPS, yen) | 13 | 13 | 13 |
| Book value per share (BPS, yen) | 1,749.28 | 1,788.76 | 1,778.52 |
| Dividend payout ratio (DPS/EPS, %) | 23.90% | 39.35% | 89.79% |
| Equity ratio (%) | 54.22% | 57.90% | 59.13% |
| Debt-to-equity (D/E) ratio (times) | 0.32 | 0.25 | 0.23 |
| Net D/E ratio (times) | 0.05 | 0.03 | 0.05 |

Consolidated Cash Flows



(Million yen)

| | Six months ended August 20, 2021 | Six months ended August 20, 2022 | |
|--|-------------------------------------|----------------------------------|---------------------|
| | Results | Results | Year-on-year change |
| Cash and cash equivalents at beginning of period | 18,239 | 16,668 | (1,570) |
| Operating CF | 4,883 | 4,127 | (755) |
| Investing CF | (3,123) | (3,911) | (787) |
| Financing CF | (3,436) | (3,534) | (97) |
| Cash and cash equivalents at end of period | 16,562 | 13,351 | (3,211) |

Non-consolidated P/L Statement



(Million yen, %)

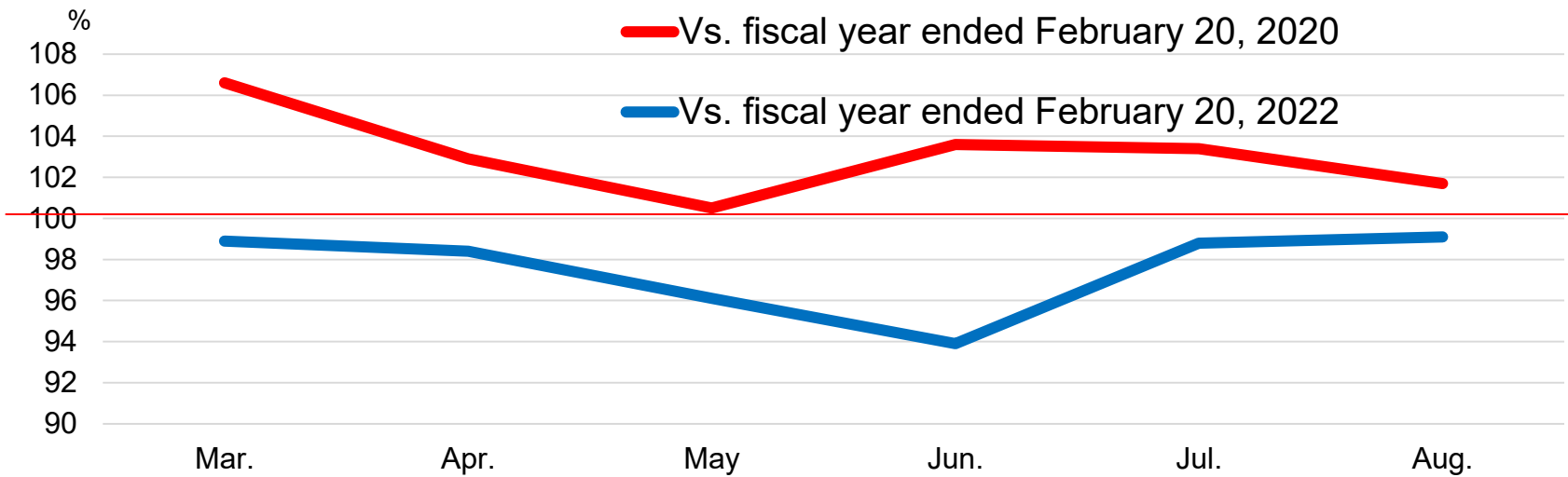
| | Six months ended August 20, 2021 | Six months ended August 20, 2022 | | |
|--|----------------------------------|----------------------------------|---------------------|-------------------------|
| | Results | Results | Year-on-year change | Year-on-year change (%) |
| Operating income | 131,138 | 117,107 | — | — |
| Net sales from direct operation | 118,869 | 113,965 | (4,905) | 95.9% |
| Gross profit | 33,002 | 32,026 | (975) | 97.0% |
| Gross profit margin (%) | 27.8 | 28.1 | 0.3 | — |
| Selling, general and administrative expenses | 35,855 | 35,671 | — | — |
| Operating profit | 2,424 | 976 | (1,448) | 40.3% |
| Ordinary profit | 2,586 | 1,309 | (1,276) | 50.6% |
| Profit | 1,480 | 768 | (711) | 51.9% |

Non-consolidated Net Sales from Existing Stores



| | (%) | | | | |
|--|-----------|---------------------|----------------------------|------------------------------|------------------------|
| | Net sales | Number of customers | Average sales per customer | Number of products purchased | Unit price per product |
| Year-on-year change | 97.5 | 96.6 | 101.0 | 97.8 | 103.2 |
| (Fiscal year ended February 20, 2020*) | 103.0 | 93.2 | 110.4 | 102.1 | 108.1 |

* Comparison among 141 stores that have existed over a period of four years



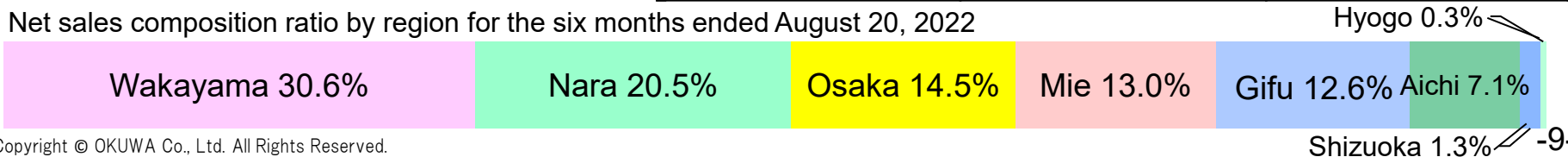
Accounts are closed on the 20th day. Year-on-year changes (%) are based on corresponding dates.

Non-consolidated Net Sales by Region



| | Six months ended August 20, 2021 | Six months ended August 20, 2022 (Million yen, %) | | |
|--------------|----------------------------------|--|-------------------------|---|
| | Results | Results | Year-on-year change (%) | Year-on-year change for existing stores (%) |
| Wakayama | 35,397 | 34,681 | 98.0% | 99.3% |
| Nara | 24,570 | 23,210 | 94.5% | 96.3% |
| Osaka | 17,201 | 16,464 | 95.7% | 95.7% |
| Hyogo | 785 | 390 | 49.7% | 84.6% |
| (Kinki area) | 77,954 | 74,747 | 95.9% | 97.5% |
| Mie | 15,023 | 14,730 | 98.0% | 99.5% |
| Gifu | 14,437 | 14,288 | 99.0% | 97.4% |
| Aichi | 9,901 | 8,053 | 81.3% | 94.6% |
| Shizuoka | 1,512 | 1,524 | 100.7% | 100.7% |
| (Tokai area) | 40,875 | 38,596 | 94.4% | 97.7% |
| Total | 118,869 | 113,965 | 95.9% | 97.5% |

Net sales composition ratio by region for the six months ended August 20, 2022

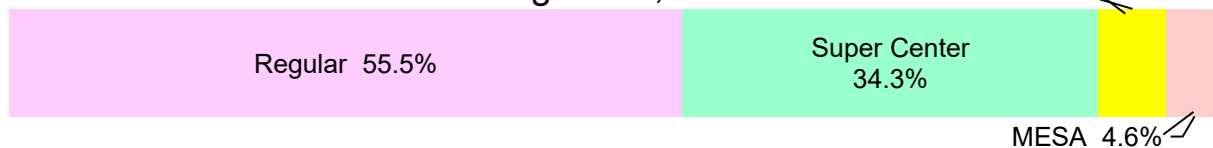


Non-consolidated Net Sales by Business Type



| | Six months ended August 20, 2021 | Six months ended August 20, 2022 (Million yen, %) | | |
|--------------|----------------------------------|---|-------------------------|---|
| | Results | Results | Year-on-year change (%) | Year-on-year change for existing stores (%) |
| SC | 6,493 | 4,607 | 71.0% | 100.1% |
| SSM | 55,426 | 54,182 | 97.8% | 97.3% |
| SM | 4,648 | 4,088 | 88.0% | 99.9% |
| Regular | 66,568 | 62,878 | 94.5% | 97.7% |
| Super Center | 39,656 | 38,882 | 98.0% | 98.0% |
| Price Cut | 7,633 | 6,324 | 82.8% | 94.5% |
| MESA | 4,971 | 5,258 | 105.8% | 96.3% |
| Total | 118,869 | 113,965 | 95.9% | 97.5% |

Net sales composition ratio by business type for the six months ended August 20, 2022



SC: Shopping center
 SSM: Super supermarket (1,000m² or larger)
 SM: Supermarket (smaller than 1,000m²)
 Super Center: Allows one-stop shopping on one floor
 Price Cut: Discount store
 MESA: High quality supermarket (three MESA stores and three Pare Marche stores)

Non-consolidated Net Sales by Department



(Million yen, %)

| | Six months ended August 20, 2021 | Six months ended August 20, 2022 | | |
|--------------------|----------------------------------|----------------------------------|-------------------------|---|
| | Results | Results | Year-on-year change (%) | Year-on-year change for existing stores (%) |
| Fresh foods | 49,888 | 47,820 | 95.9% | 97.9% |
| Processed foods | 51,917 | 49,668 | 95.7% | 96.7% |
| Foods | 101,806 | 97,488 | 95.8% | 97.3% |
| Household supplies | 13,594 | 13,184 | 97.0% | 97.9% |
| Clothing | 3,469 | 3,291 | 94.9% | 103.2% |
| Total | 118,869 | 113,965 | 95.9% | 97.5% |

Fresh foods represent a total of agricultural products, livestock products, marine products, delicatessen foods, and in-store bakeries.

Net sales composition ratio by department for the six months ended August 20, 2022



Non-consolidated Product Gross Profit Margin

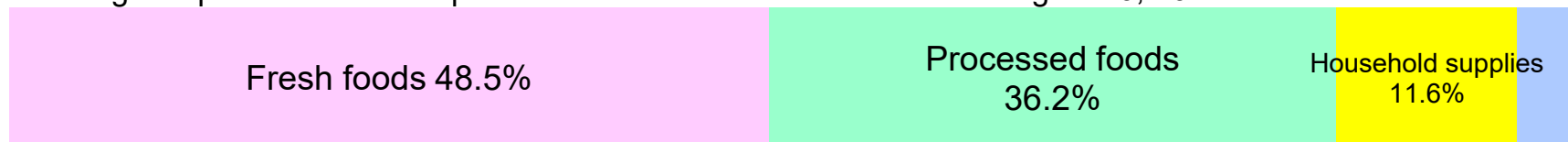


(%, % pt)

| | Six months ended August 20, 2021 | Six months ended August 20, 2022 | |
|--------------------|----------------------------------|----------------------------------|--------------------------------|
| | Results | Results | Year-on-year change (% points) |
| Fresh foods | 32.5% | 32.5% | +0.0%pt |
| Processed foods | 22.7% | 23.4% | +0.7%pt |
| Foods | 27.5% | 27.8% | +0.4%pt |
| Household supplies | 28.2% | 28.1% | (0.1)%pt |
| Clothing | 34.8% | 36.0% | +1.2%pt |
| Total | 27.8% | 28.1% | +0.3%pt |

- For changes in gross profit margin, differences between gross profit margins for the previous corresponding period and the current period, which were rounded off to the first decimal place, were calculated for each product category. There may be calculation differences caused by the rounding off.

Product gross profit amount composition ratio for the six months ended August 20, 2022



Non-consolidated SG&A Expenses



| | Six months ended August 20, 2021 | | Six months ended August 20, 2022 (Million yen, %) | | | |
|---|----------------------------------|--------------------|--|---------------------|-------------------------|--------------------|
| | Results | Ratio to net sales | Results | Year-on-year change | Year-on-year change (%) | Ratio to net sales |
| Net sales | 126,418 | 100.0 | 111,062 | — | — | 100.0% |
| Selling expenses | 1,929 | 1.5 | 966 | — | — | 0.9% |
| Personnel expenses | 15,250 | 12.1 | 15,293 | +42 | 100.3% | 13.8% |
| Rent | 3,821 | 3.0 | 3,620 | (201) | 94.7% | 3.3% |
| Depreciation | 2,813 | 2.2 | 2,982 | +169 | 106.0% | 2.7% |
| Utilities expenses | 2,111 | 1.7 | 2,637 | +526 | 125.0% | 2.4% |
| Other general and administrative expenses | 9,928 | 7.9 | 10,171 | +243 | 102.5% | 9.2% |
| Total SG&A expenses | 35,855 | 28.4 | 35,671 | — | — | 32.1% |

SG&A expenses composition ratio for the six months ended August 20, 2022



Non-consolidated Capital Expenditures



(Million yen, %)

| | Six months ended August 20, 2021 | Six months ended August 20, 2022 | | |
|-----------------------|----------------------------------|----------------------------------|-------------------------|----------------|
| | Results | Results | Year-on-year change (%) | Full-year plan |
| New stores | 1,010 | 762 | 75.5% | 3,000 |
| Existing stores, etc. | 2,712 | 2,199 | 81.1% | 4,900 |
| Systems | 330 | 401 | 121.3% | 1,600 |
| Construction basis | 4,053 | 3,363 | 83.0% | 9,500 |

■ Key capital expenditures

| Item | Key descriptions |
|-----------------------|---|
| New stores | Investment in new store openings |
| Existing stores, etc. | Investment in renovation of existing stores |
| System investment | Revamp of the O-CARD system and POS Renewal of the online supermarket system and introduction of electronic shelf labels |

(Main factors for sluggish performance)

1. Lower gross profit due to sluggish net sales

Six months ended August 20, 2021: 33,002 million yen

Six months ended August 20, 2022: 32,026 million yen

Down 975 million yen

2. Higher utilities expenses due to rising energy prices

Six months ended August 20, 2021: 2,111 million yen

Six months ended August 20, 2022: 2,637 million yen

Up 526 million yen

■ New store: 1

Nakatsugawa Nakamura Store (Gifu, March 24, 2,459 m²)



■ Stores that underwent major renovation: 4

Kishiwada Hatsuta Store (Osaka, March 3)
Pare Marche Nishikani Store (Gifu, April 9)
Price Cut Matsusaka Oishi Store (Mie, April 23)
Izumisano Shofudai Store (Osaka, June 15)

(Izumisano Shofudai Store)







■ Closed stores: 3

Sanda Store (Hyogo, Mach 20)
Momoyama Store (Wakayama, April 20)
Pare Marche Horita Store (Aichi, August 20)

Store Distribution

(Number of stores as of August 20, 2022)

| |  |  |  |  | Total by region |
|------------------------|---|---|---|---|-----------------|
| Wakayama | 29 | 7 | 3 | 2 | 41 |
| Nara | 22 | 5 | 5 | 1 | 33 |
| Osaka | 16 | 2 | 1 | — | 19 |
| Hyogo | — | — | 1 | — | 1 |
| Kinki area | 67 | 14 | 10 | 3 | 94 |
| Mie | 14 | 3 | 6 | — | 23 |
| Gifu | 4 (PM: 1) | 10 | — | 1 (PM: 1) | 15 |
| Aichi | 9 (PM: 4) | 1 | — | 2 (PM: 2) | 12 |
| Shizuoka | 1 (PM: 1) | 1 | — | — | 2 |
| Tokai area | 28 | 15 | 6 | 3 | 52 |
| Total by business type | 95 | 29 | 16 | 6 | 146 |

· The figures within parentheses () represent the numbers of Pare Marche (PM) stores.

● Key points of existing store renovation

1. More appealing products

- Fishmonger's sushi
- Scratch bakeries
- A greater lineup of OKUWA brand products



2. Brand-new display fixtures

- Reach-in showcases
- A broader assortment of regular items with new gondola shelves







3. DAISO

- Inviting 100-yen store DAISO for greater convenience

● Enhancement of OKUWA brand products

Both the number of items and sales amount grew. Aim to further increase market share.

| Brand | | Sales amount (Million yen) | Year-on-year change (%) | Number of items | Composition ratio (%) |
|-------------------|---|-------------------------------|----------------------------|--------------------|--------------------------|
| OKUWA Premium |  | 3,640 | 117.4 | 169 | 3.2 |
| OKUWA Marche |  | 2,561 | 122.7 | 87 | 2.2 |
| OKUWA Select |  | 163 | 159.3 | 22 | 0.1 |
| O-SOZai |  | 3,881 | 101.6 | 304 | 3.4 |
| OKUWA brand total | | 10,247 | 112.6 | 582 | 9.0 |

Targets for fiscal 2022
Sales amount: 26.0 billion yen
700 SKUs

1H sales: Approx. 10.2 billion yen
Number of items: 582

● Bolstering scratch bakeries' competitiveness

Differentiate from other stores by focusing on bread making methods, taste, and quality. Aim to attract new customers.

● Apple and Custard Baguette

産地・素材・製法に
こだわり抜いたブランド
オークワプレミアム

「あつ、
デザートの感覚。」

葉とらず
サンふじ
りんご
使用

※写真はイメージです。

北海道産生乳を使用した口どけの良いカスタードクリームと、「葉とらずサンふじりんご」のシャキシャキとした食感がフランスパンと良く合います。

**りんごとカスタードの
フランスパン**

● Setouchi Lemon-flavored Tartar Fish Burger

産地・素材・製法にこだわり抜いたブランド
オークワプレミアム

※写真はイメージです。

瀬戸内産
レモン
使用
タルタルソース

爽やかな口当たりの
フィッシュバーガー。
レモンの風味香る、

瀬戸内産レモン風味の
タルタルフィッシュバーガー

● The Serious Classic Burger

産地・素材・製法にこだわり抜いたブランド
オークワプレミアム

かなり
本気で
つくりました

一口目、
衝撃の旨さ。

※写真はイメージです。

本気で作った王道バーガー

● *Unta* Fresh Shiitake Mushrooms

産地・素材・製法に
こだわり抜いたブランド
オークワプレミアム

※写真はイメージです。

島根県奥出雲町の
自然が育てた
希少菌種。

肉厚で
大きい

島根県奥出雲町で独自開発を行った希少性の高い菌種を使用するとともに、徹底した温度管理・水分管理を行った栽培方法、原料の地産地消にこだわった栽培を行っています。

島根県奥出雲町産
うんた
雲太生椎茸 (菌床栽培)

● A Gift Set of *Unta* Fresh Shiitake Mushrooms and *Nita* Rice



● AGARA Craft Beer

和歌山工業高等専門学校

× 和歌山ブルワリー

× オークワ

◀クマノザクラ酵母を使用した「AGARAクラフト 3代目」(526円)。豊かな香りとフルーティーな味わいが特徴です。1800本限定で販売



左上から時計回りに和歌山ブルワリー代表取締役・吉田友之さん、和歌山工業高等専門学校生命応用化学科准教授・楠部真崇さん、オークワ加工食品課・下前亮太さん、生物応用科学科・岸田悠佑さん、木脇蓮也さん



和歌山県産にこだわった、「①ホップ」、「②二条大麦」と和歌山高専が発見した「③クマノザクラ酵母」を使用したオリジナルクラフトペールエールです!

香り豊かでフルーティーなクラフトビール。



オークワ限定
オリジナルラベル
和歌山弁いっばいのラベルデザインもお楽しみください

メイドイン和歌山

【和歌山ブルワリー】
AGARAクラフト
三代目ver. 330ml

● Acquired a DX certification

Under the DX certification initiative by the Ministry of Economy, Trade and Industry, OKUWA became a certified operator on May 1, 2022.

In fiscal 2019, an internal project team (IT Strategy Promotion Project) was set up to build a DX promotion system for conceiving and implementing solutions and measures for internal issues and strategies.



● Objectives of DX promotion

To enhance investment efficiency of limited management resources and gain maximum effect.

In order to prevent productivity and customer service from faltering due to labor shortages, increase efficiency of incidental work, such as planning operations, and concentrate resources on merchandise production, customer service, and other operations that generate added value.

● Use of artificial intelligence (AI)

Using forecast data for product ordering

Prepare automated ordering data based on the predicted number of customers over the next 60 days

Forecasting sales amount

The system learns past sales results to forecast daily sales amount for each store/department by taking into account social events and sales promotion plans, etc.

(Effects of introducing DX)

- Able to focus resources on the most essential operations by reducing the time for ordering
- Increased efficiency and accuracy of planning by preparing a daily budget for each department

● Cashless self-service cash registers

Introduced cashless self-service cash registers to the Honsha Nakajima Store on a trial basis on February 17, 2022.

(Benefits of introduction)

- Greater convenience for consumers, faster check-out
- Reduced workload for cash collection, administrative work, etc.
- Reduced stock of large amounts of cash (increased safety for workers)
- Reduced introduction costs (equipment costs)

(Challenges)

- How to promote their use



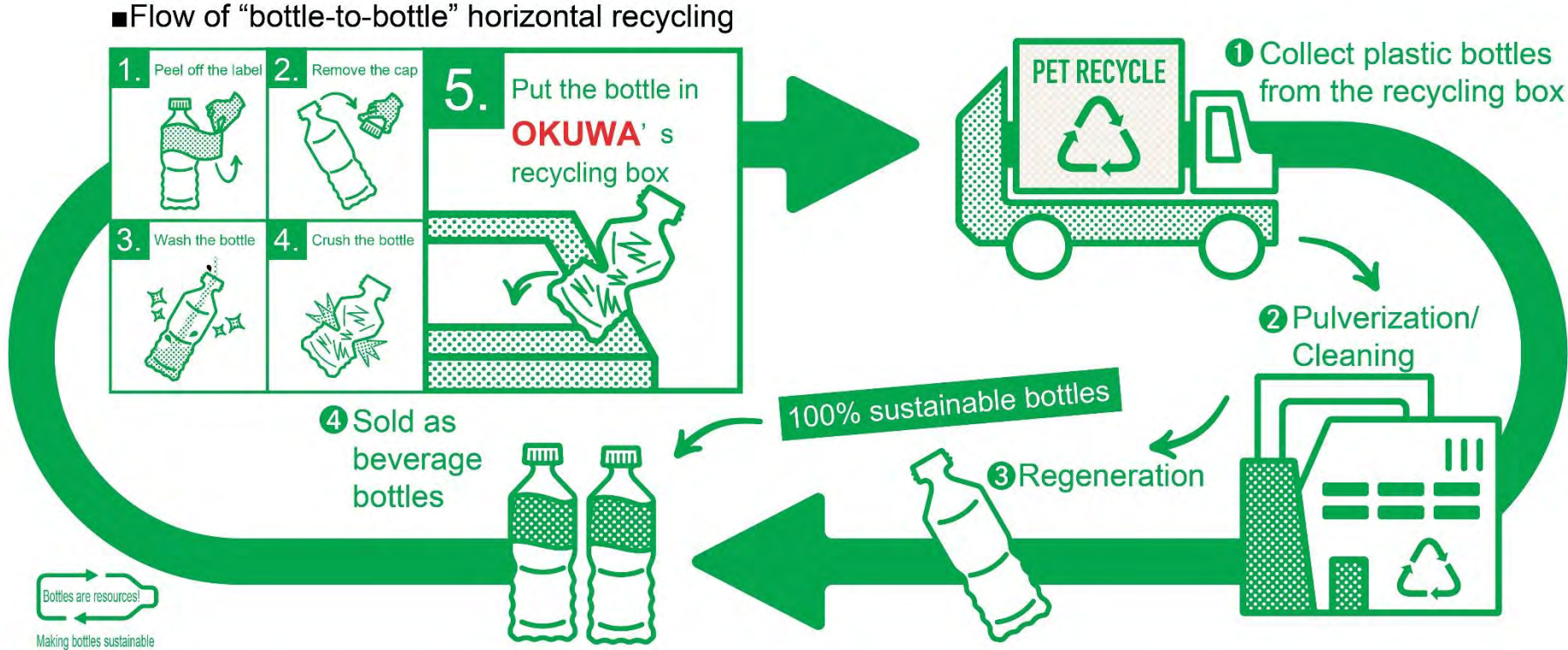
● Revisions to the sustainability priority issues (materiality)

| Priority items | Challenges |
|--|---|
| Reduction of burdens to protect the environment | <ul style="list-style-type: none"> • Respond to climate change (reduce GHG emissions) • Reduce food losses • Reduce environmental burdens |
| Creation of appealing workplace where diverse human resources take on challenges | <ul style="list-style-type: none"> • Recruit/retain human resources • Develop a pleasant working environment (industrial safety and health) • Promote diversity, respect human rights • Advance employee training |
| Provision of sustainability-conscious products | <ul style="list-style-type: none"> • Provide energy-saving/ethical products • Supply chain management |
| Legal compliance and risk management to enhance society's confidence in us | <ul style="list-style-type: none"> • Strengthen corporate governance • Disaster preparedness, disaster mitigation, BCP, and risk management |
| Coexistence with local communities | <ul style="list-style-type: none"> • Respond to declining birthrate and aging population, contribute to regional revitalization • Respond to and provide delivery services to vulnerable road users |
| Realization of customers' health and convenient lifestyles | <ul style="list-style-type: none"> • Support customers' health and nutrition, expand customer experience • Improve product safety • Promote digitization |

(Updated on July 5, 2022)



● “Bottle-to-bottle” horizontal recycling
Started “bottle-to-bottle” horizontal recycling at all of our 19 stores in Osaka Prefecture to collect and recycle used plastic bottles to make new plastic bottles.



OKUWA is committed to resource circulation for environmental protection.

● Plastic bottle volume reduction and collection system

We installed the system at 20 stores to increase in-store collection efficiency of waste plastic bottles and promote resource circulation.

**Bottles collected in 1H
(Mar. 1 – Aug. 31, 2022)**

271,592 bottles

7,612 kg



For every bottle collected, we donate one yen to the Japan Red Cross Society and the Red Feather Community Chest.

Policies and Financial Results Forecast for 2H

● Renewal of the online supermarket system

After over 15 years since we began the online supermarket business in 2006, we will renew the system for greater customer convenience and sales expansion.

**New system
to debut in
November 2022**



■ Smartphone app

Faster transaction speed compared to the conventional browser-based system

■ O-CARD points

Online supermarket members' IDs are linked to their O-CARD numbers to grant O-CARD points

■ AI search engine

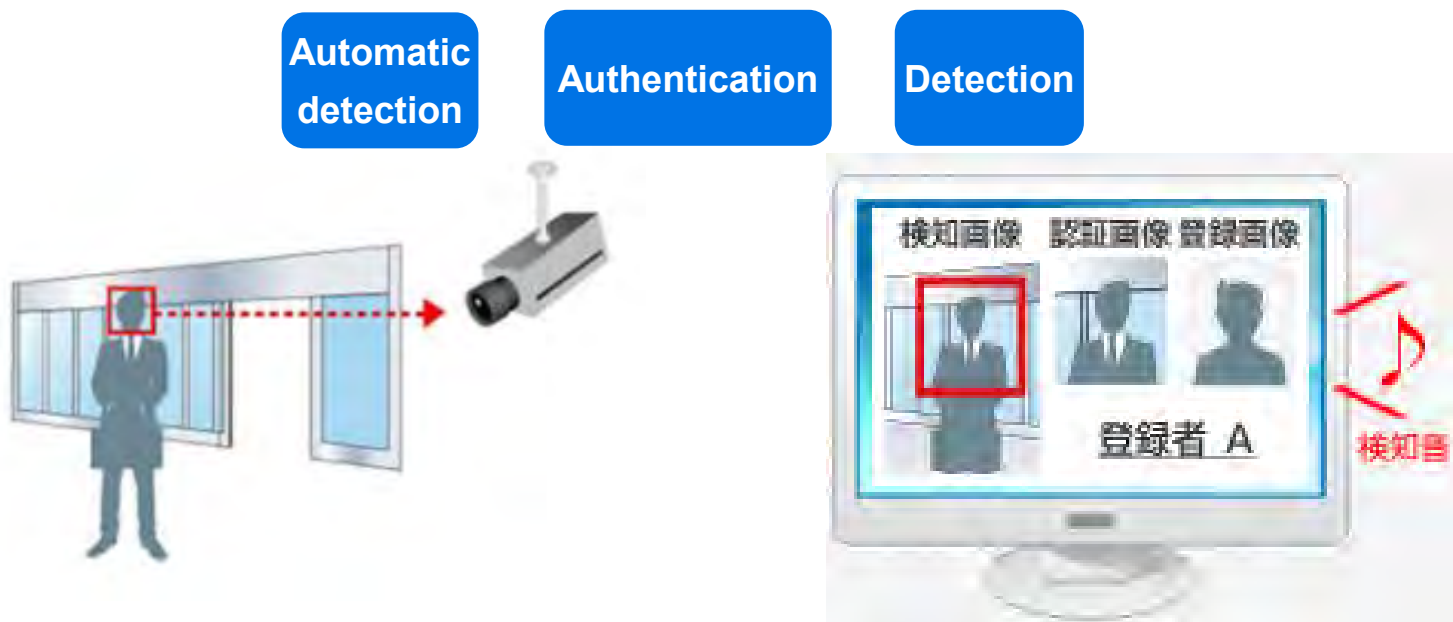
Resolves customer dissatisfaction with a search function



● Introduction of a facial recognition camera system

A visitor detection system equipped with an AI-driven facial recognition engine has been introduced on a trial basis.

In addition to crime/shoplifting prevention, we will consider using the system for sales promotion by, for example, communicating with our top customers at stores.



Installed the system at three stores on a trial basis since August 2022.
Plan to go full scale after completing the verification.

- Smartphone cash registers (Shopimo Regi)

First introduced to the Honsha Nakajima Store on April 1, 2022. Plan to introduce them to neighboring stores in 2H. By enhancing its recognition and utilization, we aim to increase customer convenience and efficiency of cash register-related operations.

- Electronic shelf labels

Currently on trial at two stores.
Preparing for introduction to more stores.

- Promotion of paperless operations

Going paperless for various application forms related to personnel and general affairs, and management approval documents, etc.

- Automated ordering

Approx. 80% of the items are currently ordered automatically at SSM stores.



和歌山 **全国ご当地名産グルメ**

各地のこだわりグルメをお楽しみいただけます。

海と山の豊かな大自然に育まれた和歌山の旨いものを当社バイヤーが厳選しました。私どもが育った土地である和歌山自慢の逸品をぜひ、ご利用ください。

P43~46掲載の商品は、赤い羽根共同募金対象商品です。
 寄付つき商品をご購入頂くと、代金の一部が赤い羽根共同募金に寄付されます。



特選マークは、最高品質「紀州梅干」の証です。
 紀州みなべ梅干協同組合と紀州田辺梅干協同組合で組織する「特選梅干認定審査委員会」はこの認定マークが付された製品が印南町・みなべ町・田辺市・西牟婁郡で生産された梅干であり、「紀州梅の会」が定めた梅干の選別基準でA級の品質を有する梅干を100%使用し、真梅干共同組合に加盟する企業が製造した紀州梅干製品であることを認定します。また、この認定を「紀州梅の会」が推奨します。

中田食品 <賞味期限:180日>
紀州梅の都
 <賞味期限:180日>
 500g
20399 (本体) **3,300円**
 (税込3,564円)
 賞分9%

中田食品 <賞味期限:180日>
紀州南高完熟梅干 禅の匠
 12粒
20402 (本体) **3,300円**
 (税込3,564円)
 20粒 賞分14%

中田食品 <賞味期限:180日>
紀州南高完熟梅干 禅の匠
 20粒
20403 (本体) **5,300円**
 (税込5,724円)
 20粒 賞分14%

中田食品 <賞味期限:180日>
紀州南高完熟梅干 禅の匠
 12粒
20404 (本体) **3,300円**
 (税込3,564円)
 20粒 賞分5%

中田食品 <賞味期限:180日>
紀州南高完熟梅干 禅の匠
 20粒
20405 (本体) **5,300円**
 (税込5,724円)
 20粒 賞分5%

P43~46掲載の商品は、赤い羽根共同募金対象商品です。
 寄付つき商品をご購入頂くと、代金の一部が赤い羽根共同募金に寄付されます。



聖食品
高野山胡麻とうふセット
 MF-12 <賞味期限:90日>
20423 (本体) **3,000円**
 (税込3,240円)
 高野山豆腐とうふ・黒胡麻とうふ・金胡麻とうふ (各100g×3袋)
 計4各箱



黒沢牧場
牛柄ロールケーキ&牧場プリン5個セット <賞味期限:45日>
20424 (本体) **5,000円**
 (税込5,400円)
 ミルクロールケーキ(ブルーベリー・チョコロール(ブルーベリー))各1本
 (80g)・ミルクチーズプリン(80g)×5個・ミルクプリン(80g)×5個

カワ 1618和歌山アイスセット
実 -minorior-
 6種、120ml×6個 <賞味期限:180日>
20425 (本体) **5,200円**
 (税込5,616円)
 濃乳のみんS、三笠花×名産、梅干梅S、あまのむす、ブルーベリー、干し柿×名産、計6種×6個

カワ 生クリームサンド
 12個入り <賞味期限:180日>
20426 (本体) **3,600円**
 (税込3,888円)
 生クリームサンド(チョコ)×12個

伊藤農園
100%ピュアジュース
180ml×10本セット <賞味期限:365日>
20427 (本体) **3,600円**
 (税込3,888円)
 100%ピュアジュース180mlのみんS、まよひ・不知火・はっせく・まよひ×各5本

伊藤農園
100%ピュアジュース
バラエティセット <賞味期限:365日>
20428 (本体) **5,360円**
 (税込5,789円)
 100%ピュアジュース750mlのみんS、はっせく×1本、180mlのみんS、まよひ×各2本

伊藤農園
100%ピュアジュース
&ジュレセット <賞味期限:120日>
20429 (本体) **3,410円**
 (税込3,683円)
 100%ピュアジュース180mlのみんS、まよひ・はっせく×各1本、90gジュレのみんS、まよひ・はっせく×各1本

● Eco-katsu (eco-friendly purchase) support points

オーカード・オーカードプラスカード会員様特別企画

ボトルに100%再生PET採用。バスマジックリン効果の発力で、お掃除のツラさを軽減する自然洗浄力。

ボトルに100%再生PET採用。少ない量で高い洗浄力。

ボトルに100%再生PET採用。スポンジが細かい汚れをまっさら清潔。

詰め替えやすい！ラクラクecoパック、小さくなくても同じ容量。

食材を保存して食品ロスを防ぎましょう。

50ポイント
バス マジックリン エアジェット (本体) 398円 (税込438円)

20ポイント
アタック 250ml (本体) 298円 (税込328円)

20ポイント
キョクウソウ CLEAR 泡スプレー (本体) 228円 (税込251円)

20ポイント
食品保存用 マジッククリップ (本体) 660円 (税込726円)

20ポイント
食品保存用 マジッククリップ (本体) 198円 (税込217円)

9月の **OKUWA** Let's **エコ活** 応援ポイント

ポスター掲載商品お買い上げでオーカードポイントを加算いたします。

実施期間 9/1木▶30金

10ポイント
お酒コーナー (本体) 398円 (税込438円)

70ポイント
純正ごま油 (本体) 698円 (税込754円)

50ポイント
ネスレ ゴールドブレンド エコ&シス コク深め (本体) 838円 (税込906円)

10ポイント
Mitsui (本体) 158円 (税込171円)

100ポイント
ecoひろば (本体) 1,280円 (税込1,383円)

オーカワグループはサステナブルな活動(取り組み)を行なっています。

新聞紙・チラシ・雑誌の回収サービス ecoひろば・エコぼす。の設置

ecoひろば

オーカワでのお買い物ついでに、新聞紙などをリサイクルするとポイントが貯まる古紙回収機を設置し、資源回収を積極的に実施しています。

スーパーセンター各店舗を中心に44店舗で実施中。(2021年2月現在)

ポスター掲載商品は店舗により一部取り扱っていない場合がございます。各店でご確認ください。

※記載の税込価格は、参考価格となります。実際のお支払い額と異なる場合がございます。予めご了承ください。

●広告商品は数量に限りがございます。売切れの際はご容赦ください。

●掲載の写真はイメージです。実際の商品と異なる場合がございます。

150ポイント
ネスレ ゴールドブレンド
・エコ&シス
・コク深め
エコ&シス

50ポイント
バス マジックリン エアジェット (本体) 430ml

10ポイント
ネスレ キットカットミニ 14枚入

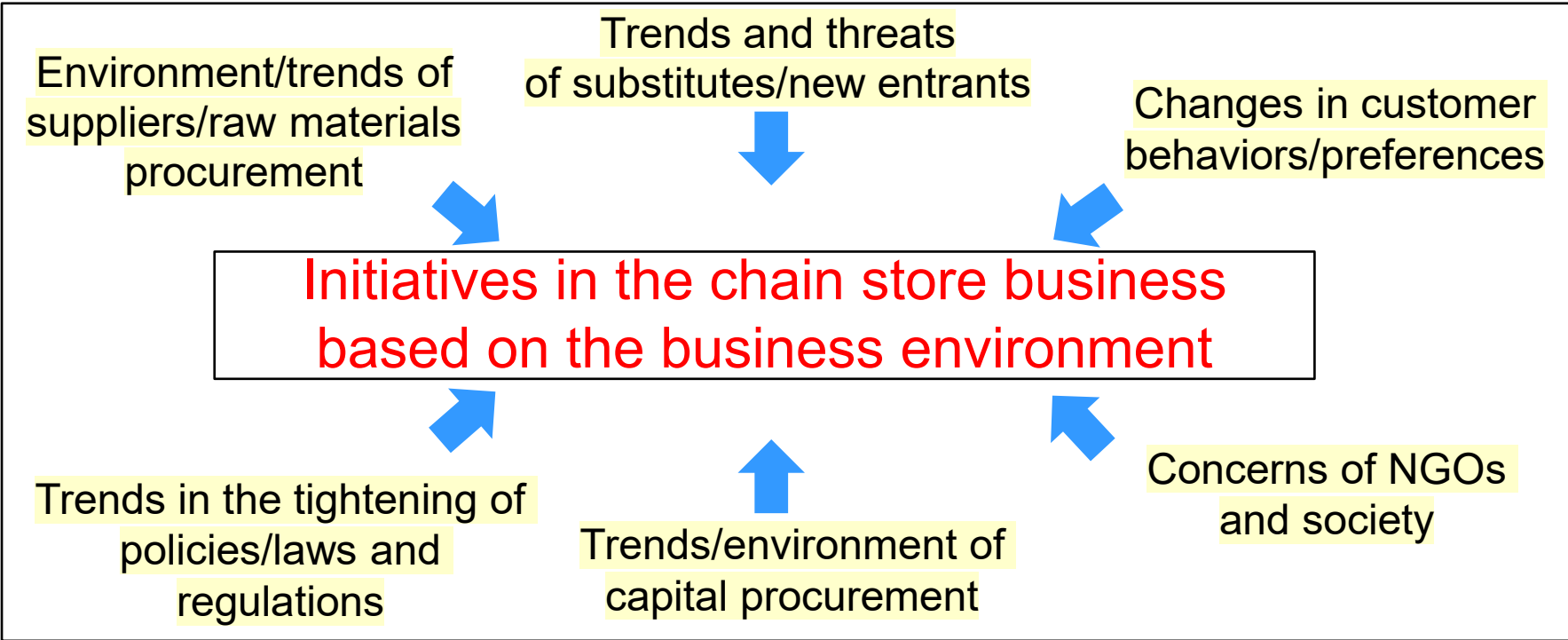
10ポイント
白清 鶴橋風月 焼きそばソース 2入前

Special O-CARD points are given to customers who purchase eco-friendly products. OKUWA will remain committed to pursuing both “environmental friendliness” and “sales promotion.”

● Response to the Task Force on Climate-related Financial Disclosures (TCFD) recommendations

Set up an internal project with a target disclosure date of May 2023. We will contribute to the realization of a sustainable society by developing scenarios to combat risks associated with climate change, and planning related indicators and targets.

(Business environment analysis framework)



● New store

| Store name | Date of opening | Location | Business type (directly-operated sales floor area) |
|------------------|-----------------|---------------------|--|
| MESA Iwade Store | October 28 | Iwade-shi, Wakayama | MESA (2,989 m ²) |

A core tenant of Forest Mall Iwade. The seventh opening of MESA, a high quality supermarket. Our goal is to gain support from customers of all generations by offering a wide selection of fresh, quality products.



■フロアマップ



● Renovated store

| Store name | Date of opening | Location | Business type (directly-operated sales floor area) |
|------------------|-----------------|--------------|--|
| Iga Shindo Store | November 10 | Iga-shi, Mie | SSM (1,873 m ²) |

- Hiramatsu Co., Ltd. will be merged into OKUWA Co., Ltd.

Merger agreement signed on: July 5, 2022

Merger to become effective on: November 21, 2022 (subject to change)

(Hiramatsu Co., Ltd.)

Operates 10 supermarkets mainly in Wakayama-shi.



Regular stores: 2

Discount stores: 8

Formed a capital and business alliance in 2005, and became our wholly-owned subsidiary in 2006.

Financial Results Forecast



| Consolidated | Initial plan (April 4) | | Revised forecast (September 28) (Million yen, %) | | |
|------------------|---|-------------------------|--|---|-------------------------|
| | Forecast for fiscal year ending February 20, 2023 | Year-on-year change (%) | Actual for fiscal year ended February 20, 2022 | Forecast for fiscal year ending February 20, 2023 | Year-on-year change (%) |
| Operating income | 252,000 | — | 266,532 | 245,500 | — |
| Operating profit | 5,400 | 103.2% | 5,233 | 3,700 | 70.7% |
| Ordinary profit | 5,600 | 102.5% | 5,463 | 3,900 | 71.4% |
| Profit* | 2,050 | 134.6% | 1,523 | 1,100 | 72.2% |

* Profit represents profit attributable to owners of parent.

| Non-consolidated | Initial plan (April 4) | | Revised forecast (September 28) | | |
|------------------|---|-------------------------|--|---|-------------------------|
| | Forecast for fiscal year ending February 20, 2023 | Year-on-year change (%) | Actual for fiscal year ended February 20, 2022 | Forecast for fiscal year ending February 20, 2023 | Year-on-year change (%) |
| Operating income | 246,000 | — | 262,734 | 240,000 | — |
| Operating profit | 5,300 | 104.6% | 5,065 | 3,600 | 71.1% |
| Ordinary profit | 5,500 | 103.7% | 5,303 | 4,000 | 75.4% |
| Profit | 2,000 | 134.8% | 1,484 | 1,200 | 80.9% |

● MESA Iwade Store (to open on October 28)



■ Notes regarding handling of this material

The plans, strategies, predictions of future business performance and business outlook of the Company described in this material rest on assumptions and beliefs determined based on information available to the Company at this point in time.

Please be advised that actual business performance may differ due to various factors.

The Company may revise the descriptions regarding the future outlook and/or modify the assumptions and factors which served as the basis for the future outlook without prior notice, unless such notice is legally required.