

June 6th, 2017

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Notice of Management Indicator (May 2017)

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

	May 2017	Y-O-Y
The number of orders (orders)	1, 427, 434	122. 6%
The number of affiliated stores (stores)	14, 953	114. 9%
The number of active users (10k users)	183	100. 9%

*Active users: the number of members ordered at least one time (from June 1, 2016 to May 31, 2017)

In May 2017, we simplified T-point merge operation workflow. As a result, customers are able to merge T-points from Demae-can and other services together without operating on Demae-can website. In association with this update, we offered “Yahoo! Zubatoku Demae-can lottery” campaign, and gave additional T-points to users who merged points with other services from May 30. We also established sharing delivery offices; 2nd office in Rokkakubashi (Yokohama), 3rd office in Machida (Tokyo). Less holidays and rainy days made delivery needs low in whole food industry in this month.