

## KOTOBUKIYA CO., LTD.

Address: 3-3-3, Honjo, Kumamoto 860, Japan Tel: 096-366-3111 Telex: 0762522 KTBKY J	
ANNUAL TURNOVER (Period ending February 1988)	279 653 million yen
TOTAL NUMBER OF STORES	148
LOCATION OF STORES	Western Japan
AVERAGE ANNUAL SALES PER STORE	1 890 million yen
PROPORTION OF FOOD SALES	36%
TOTAL FLOOR SPACE	361 000 square metres
TOTAL NUMBER OF EMPLOYEES	10 038 Full-time: 5 010 Part-time: 5 028
YEAR ESTABLISHED	1947

Kotobukiya is the ninth largest supermarket chain in Japan, with 148 stores almost entirely in Kyushu. The company is not a member of any specific corporate grouping.

Kotobukiya was started in 1947 as a cosmetics and clothing retailer and did not begin marketing food products until 1961. Much of its food products are handled by its 43 K Combie stores, for which food usually amounts to 80 per cent or 90 per cent of total sales. All but seven of Kotobukiya's stores offer at least some food products.

Kotobukiya's other food-related businesses include:

<u>Company</u>	<u>Type of Operation</u>
Hakusho	Supermarket chain
Hyuga	Supermarket chain
Ejimaya	Supermarket chain
Gruppe	Restaurant
Kotobukiya Bakery	Bakery

Kotobukiya has one overseas office in Taiwan.