

## NAGASAKIYA CO., LTD.

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Tel: 03-661-3810	
Telex: 02523838 NAGASA	
ANNUAL TURNOVER (Period ending February 1988)	311 177 million yen
TOTAL NUMBER OF STORES	114
LOCATION OF STORES	Nation-wide
AVERAGE ANNUAL SALES PER STORE	2 706 million yen
PROPORTION OF FOOD SALES	0%
TOTAL FLOOR SPACE	474 000 square metres
TOTAL NUMBER OF EMPLOYEES	3 388
YEAR ESTABLISHED	1948

Nagasakiya is the eighth largest supermarket chain and handles mainly clothing from its 114 shops throughout Japan.

Nagasakiya was set up in 1948 as a retail store for bedding and clothing in the suburbs of Tokyo. Due to its historical background, its sales of clothing annually exceed 60 per cent of total sales. The company's store brand, "Sunbird" (clothing), started in 1970 and has influenced the development of original brands by other supermarkets. The company operates a chain of "Sunbird" franchise stores which number 320 outlets, including franchisees such as Kasumi Co.

Nagasakiya plans to introduce a POS system to all 1 400 stores belonging to the group which includes restaurants and specialty stores. As a first step, Nagasakiya will install a POS system in its 114 supermarkets by 1989. After the introduction of the POS system, the compiled data will be controlled and managed by Sun Joho Kaihatsu, an affiliate of Nagasakiya.

Nagasakiya merged its trading affiliates, Sun East International and Sun Trading, in September 1988 to reinforce its "develop and import" trade. The new trading company, named "Sun East," has paid-up capital of ¥203 million. Sun East International has representative offices in the Philippines and Thailand.

Nagasakiya also operates "Sunkus," a franchise convenience store chain, which now has about 320 stores, owned or franchised in Hokkaido, and the Tohoku and Kanto areas, enjoying rapid expansion since 1985.

Nagasakiya is presently putting emphasis on bolstering its food section. The company engages in food sales via its subsidiary, Sundore Group, which operates 47 stores with annual sales of ¥50 billion for the year ending February 1988. Nagasakiya has decided to absorb and merge its subsidiaries, Sundore and Sundore Hokkaido, in 1989, to strengthen its food business.

Nagasakiya is engaged in the family restaurant business through its subsidiary, "Oasis," which operates 65 stores in Nagasakiya supermarket stores. Nagasakiya also operates 15 suburban "IHOP" restaurants through a tie-up with IHOP (International House of Pancakes) of the U.S.A.