

IZUMIYA CO., LTD.

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ANNUAL TURNOVER (Period ending February 1988)	319 436 million yen
TOTAL NUMBER OF STORES	76
LOCATION OF STORES	Western Japan "
AVERAGE ANNUAL SALES PER STORE	4 203 million yen
PROPORTION OF FOOD SALES	44%
TOTAL FLOOR SPACE	325 000 square metres
TOTAL NUMBER OF EMPLOYEES	4 053
YEAR ESTABLISHED	1949

Izumiya attained annual sales of Y320 billion for the year ending February 1988, surpassing Nagasakiya. Izumiya is now the seventh largest supermarket chain in Japan, handling mainly clothing and food.

Izumiya set up AIC (Allied Import Co.) in 1979, to jointly purchase various types of merchandise from overseas sources, in co-operation with Jusco, Chujitsu, Uny and Uneed (Uneed left the organization in 1981).

Izumiya has been diversifying its business — in 1979, Izumiya commenced franchise business operations and, as of 1988, the company has 14 franchises in the western part of Japan, hoping to increase the number rapidly. In 1982, the company also embarked on automobile sales as a member of Autorama.

Izumiya is introducing a main frame host computer and POS system to cope with its proposed business expansion. In 1986, the company completed an on-line network among its headquarters, branch outlets and delivery centre.

Izumiya opened its first two stores in the Kanto region in 1987; the Ushiku Store in Ibaraki prefecture and the Yachiyo Store in Chiba prefecture.

Izumiya has made continuous efforts to increase membership in its Izumiya Card Scheme since 1985.

Izumiya has more than 30 affiliated companies such as Sun Sports, Pelican, Sun Fresh, Sun Rolly and Sun Foods.