

UNY CO., LTD.

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ANNUAL TURNOVER (Period ending February 1988)	451 123 million yen
TOTAL NUMBER OF STORES	114
LOCATION OF STORES	Nation-wide
AVERAGE ANNUAL SALES PER STORE	3 957 million yen
PROPORTION OF FOOD SALES	40%
TOTAL FLOOR SPACE	581 000 square metres
TOTAL NUMBER OF EMPLOYEES	6 868
YEAR ESTABLISHED	1950

Uny is the sixth largest superstore/supermarket chain and was formed through the merger of two chain stores in the Nagoya area of Japan. At present, Uny directly operates 106 stores in the central part of Japan, with total sales of about ¥451 billion.

Uny has been diversifying in both the retail and non-retail sectors. In retailing, Uny has set up subsidiaries such as U store (a supermarket chain), Circle K Japan (convenience store under a licensing agreement with Circle K Corp. of the U.S.A.) and Sagami (a specialty kimono store). Uny has been developing its non-retail sector customer services with ventures such as a travel agency, a real estate brokerage and telecommunications services.

To diversify its business, the company established tie-ups with the following overseas companies besides Circle K: Winchell's Donut House, a division of Denny's of the U.S.A., to operate doughnut restaurants; Vendex International of the Netherlands, to use its know-how for operating department stores and specialty store chains; Comp-U-Card International of the U.S.A., to introduce computer terminal shopping services; and Micro Age Computer Stores, to move into the computer specialty store franchise business.

Uny has been opening specialty stores such as Handih, Tom Tom and Almo.

In 1979, Uny joined AIC, an organization which purchases various merchandise from overseas jointly with four other major supermarket chains, i.e. Jusco, Izumiya, Chujitsuya and Uneed (Uneed left the organization in 1981).

In March 1985, Uny established a convenience store, "Circle K Convenience Store (HK)," jointly with Li and Fung of Hong Kong and Circle K International, a subsidiary of Circle K of the U.S.A. In 1987, Uny opened its first supermarket with floor space of 13 000 square metres in Hong Kong.