



LOPIA CO., LTD CORPORATE PROFILE

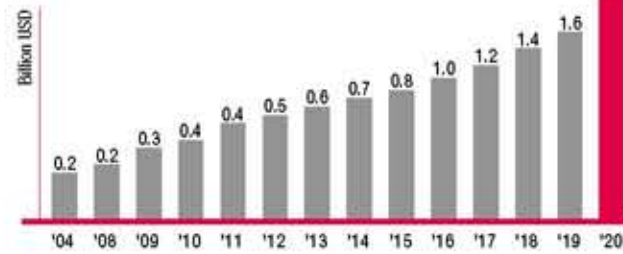
Company Profile

Lopia Group is aiming at sales of 10 billion USD by 2031 fiscal year.

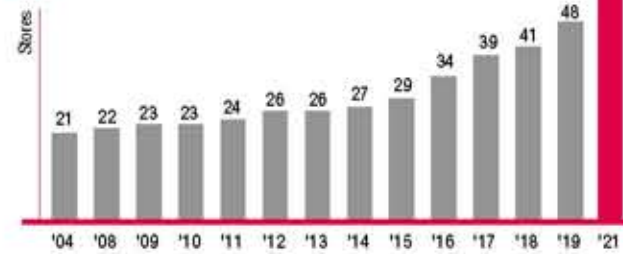
Company Profile

Established	April, 1971
Location	2-9, Minamisaiwai, Saiwai, Kawasaki, Kanagawa, Japan
Representative	President, Yusuke Takagi
Businesses	Management of supermarkets and meat shops, manufacturing and selling of own hams and sausages and import trade of foods and liquors
Annual sales	2.1 billion USD (as of February, 2020)
Number of stores	62 (as of September, 2021)
Employees	1266 (full time employees)
Location of Stores	Tokyo, Kanagawa, Chiba and Saitama *New stores will be opened in Osaka this year.

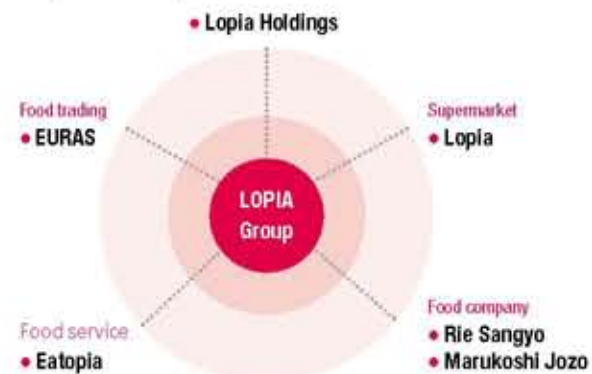
Trends in sales



Trends in number of stores



Lopia Group



A shop full of love that can be moved and enjoyed



PHILOSOPHY



Lopia was established to build a utopia at low price by our motto "Love Foods, Love Lopia".

Our motto

We provide a better price if the products are same quality.
We provide a better quality if the products are of same price.
We provide the stores with love that can be moved and enjoyed.

Our concept

Creating attractive stores even our employees want to come.

Our store concept

Creating stores we are proud of and want to come as our stores

Business description

Management of supermarkets

Lopia runs supermarkets especially in metropolitan area. We try to improve qualities of food cultures and provide community-based services. New stores will be opened in Osaka this year. We plan to expand the network in Kansai area.

Manufacturing and selling of own hams and sausages and import trade of foods and liquors

Learning authentic manufacturing process in Germany, we provide sausages, hams, bacons, frankfurter, roasted pork and the like using 100% of domestic pork in own supermarkets and meat shops.



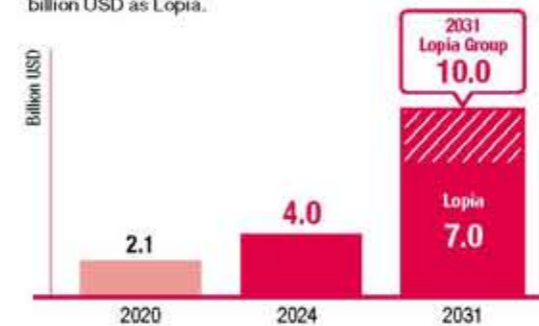
The future of Lopia

New general food distribution

Lopia Co., Ltd. running supermarkets is aiming at sales of 3 billion USD in 2024 fiscal year. We aim at "Utopia of foods" and love all the people involving Lopia and to be loved by manufacturing and providing of the products with Japan's No.1 of additional value. We also care strongly about the price and quality. Lopia group has EURAS (import of foods and liquors), Rie Sangyo (development and manufacturing of delicatessen), Marukoshi Jozo (manufacturing of seasoning) and the like. And Eatpia providing new style of food entertainment focusing on meat was established in 2018. Lopia group always pursues further progress with the target sales of "10 billion USD by 2031 fiscal year" as a retailer and a food service provider go anywhere.

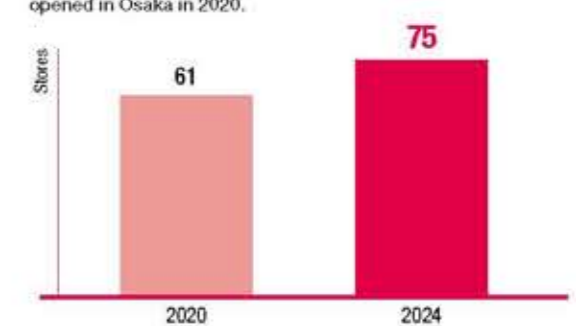
Sales

Changing the company name to Lopia Co., Ltd. in 2011, the sales has been more than 15% increase every year. We aim at sales of 10 billion USD as Lopia Group and 7 billion USD as Lopia.



Number of stores

Lopia plans to open 5 stores every year and targets to achieve 75 stores by 2024. Meanwhile, we carry out the store refurbishment to improve customer satisfaction. And new stores will be opened in Osaka in 2020.



Speciality store retailer of Private label Food (SPF)

Our ideal is to provide the products satisfying all the customers with pleasure. We are constantly launching our original brand based on the customer's needs.



Overseas expansion

Not just within Japan, we aim for overseas expansion with Lopia's business style. Some projects are in progress currently.



Restaurant business

We open the restaurant and grocerant using our products such as meat. Eatpia established in 2018 is providing food entertainment focusing on meat.



Trading company for foods

We are considering selling our products to other chain stores and overseas clients. Good products will go beyond the company scope and border.

History of Lopia Group

- 1971 ▶ Niku no Takaraya Co., Ltd. was established (Fujisawa, Kanagawa)
- 1972 ▶ Niku no Takaraya Nakagawa Chikusan Co., Ltd. was established
- 1980 ▶ Started to manufacture and sell own hams and sausages
- 1993 ▶ First store opened in Tokyo (Higashi Mukoujima)
- 1994 ▶ Started supermarket business
- 1996 ▶ Changed the organization and company name to Yutakaraya Co., Ltd.
- 2011 ▶ Changed the organization and company name to Lopia Co., Ltd.
- 2012 ▶ Opened Shonan Process Center
- 2013 ▶ First store opened in Chiba (Lalaport TOKYO-BAY)
- 2016 ▶ First store opened in Saitama (Higashimatsuyama Sekichu)
EURAS Co., Ltd. was established
- 2017 ▶ Lopia achieved the sales of 1 billion USD
- 2019 ▶ Eatpia was established
- 2020 ▶ First store will be opened in Osaka

Store network

Having more people know Lopia

Lopia started a business in Kanagawa where the predecessor company was established and has expanded the business area to Tokyo, Chiba and Saitama. And new stores will be opened in Osaka this year. Our basic strategy is the concentrated store openings in the metropolitan area and Kansai region and we aim for increasing of our market share. We are also thinking about supplying Lopia's products to more people.



Handling category, product

Speciality store retailer of Private label Foods (SPF)

Lopia's advantage is to be able to hear customer's demands in the forefront of retail business. Some original products have been launched according to the proposal made by store staff. In this way, our product development based on the customer's points of view improves customer satisfaction.



Staple products having roots in butchers

One of the advantages of Lopia is meat corner. We are providing the delicious "Minamoto beef" at reasonable price by purchasing of whole cow. We are also particular about imported beef, pork and chicken by making use of our experiences and knowledge. And our extensive line-up of lunch box and delicatessen using our processed meat is favored by our customers.



Fresh fishes purchasing directly from fish market

Lopia is providing the fresh fishes such as Japanese horse mackerel, mackerel, black carp and the like purchasing directly from fish market. We take orders of processing and cooking in response to the request of the customers. And we also offer bluefin tuna for sashimi (Saku). As for the popular food Sushi, we have variety of serving in order for wide range of people to enjoy our products.



Handling category, product



Abundant line-up and vibrant stores

You can buy fresh fruits and vegetables purchasing directly from market and producers at reasonable price in Lopia. We are also running strawberry farm in Shizuoka and supplying fresh and delicious strawberry to all stores. All stores create vibrant atmosphere for the customers to enjoy the shopping. Banana, tomato and the like on sale are favored by our customers.



Extending line-up of delicatessen in high demand

Lopia has lunch box, fried food and other delicatessens in abundance. Fried food is cooked on the premises. Some products Rie Sangyo manufactures are also available in Lopia. Delicatessen is much in demand due to the change in life style such as working couple.



Offering national brand products at competitive price

Lopia provides regular items such as seasoning, edible oil, dried food, snack, alcohol, beverage and other products at competitive price. In addition to that, we also have private brand products* such as vinegar, soy sauce and sauce from Marukoshi Jozo and imported products (pasta, olive oil, wine and others) from EURAS. *support people's diet.



Proposing pleasures of table with private brand products

Lopia provides national brand daily foods at competitive price and gains a good reputation. There are also variety of private brand products such as cheese cake manufactured by Rie Sangyo, cheese imported by EURAS, ham, sausage and the like. Our private brand products propose the pleasures of the table.



Logistics

Our imported products and developed products overseas are gathered in Lopia's distribution center and distributed to all stores. Logistics cost can be decreased by importing the products as a whole by EURAS. We always make an efforts to provide the attractive products at reasonable price.



Manufacturer / vendor



Distribution center



Store

