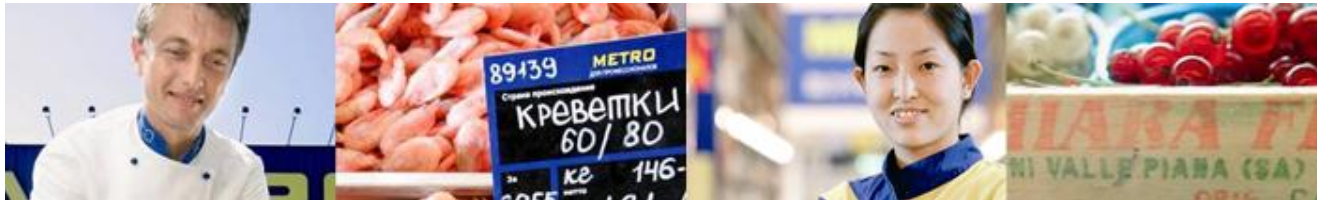


## METRO Cash & Carry



### METRO Cash & Carry Japan K.K. Public Relations 2010

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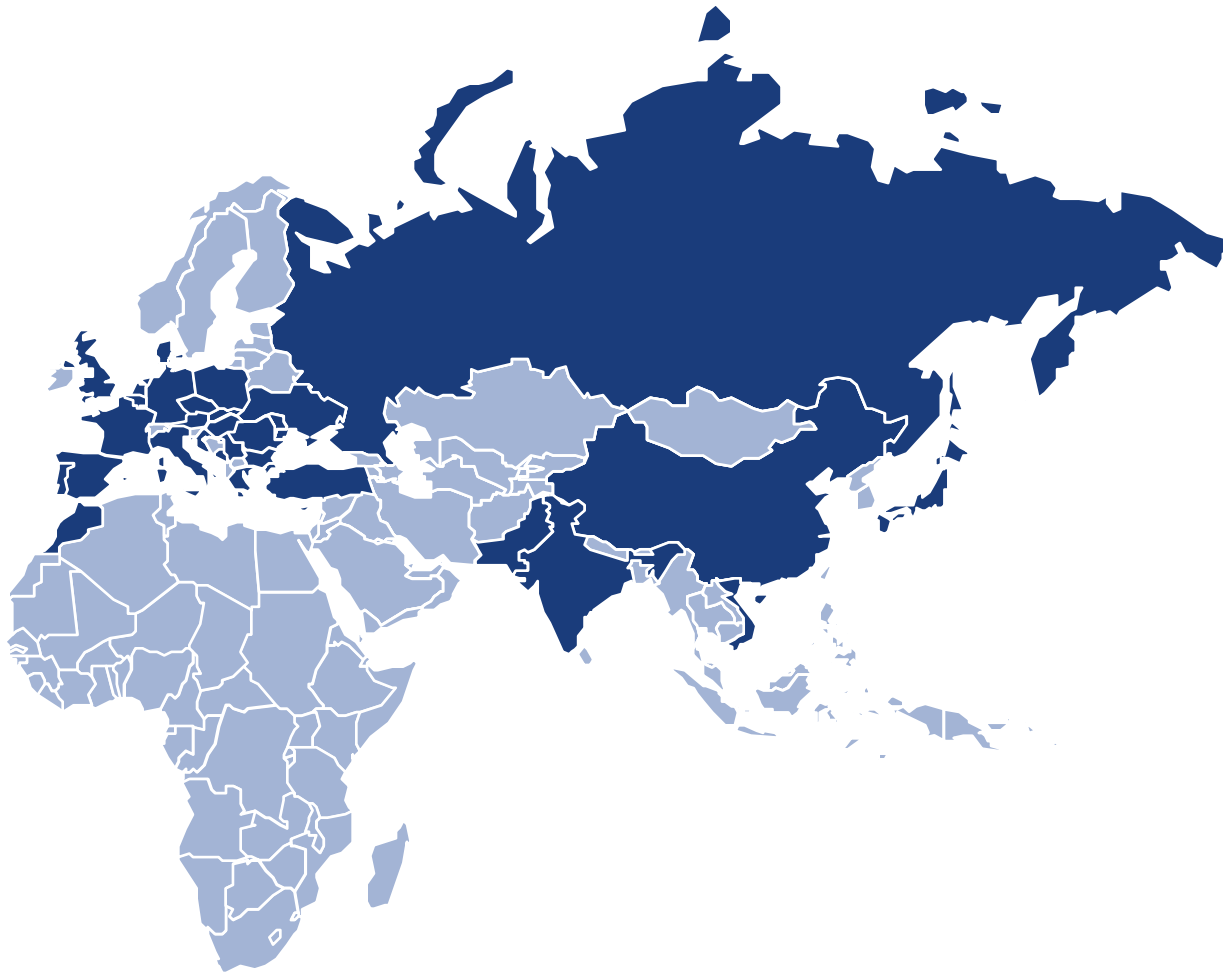
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**METRO Cash & Carry is one of the growth drivers within the METRO Group.**

			Sales € billion	No. of countries
Self-service wholesale		Leading global cash & carry wholesaler	30.6	30
Food retail		Leading player in Germany's hypermarket sector; strong position in Eastern Europe	11.3	6
Consumer electronics		Pan-European market leader in consumer electronics	19.7	16
Department stores		Concept and systems leader in Germany; market leader in Belgium	3.5	2
		3rd largest retailer worldwide and one of the most international	65.5	32

*As of January, 2010*

**METRO Cash & Carry is present in 30 countries with about 670 self-service wholesale centers and sales in 2009 of €30.6 billion.**



Countries	Stores*	Since
Germany	126	1964
Netherlands	17	1968
Belgium	11	1970
Austria	12	1971
Denmark	5	1971
France	91	1971
UK	30	1971
Italy	48	1972
Spain	34	1972
Portugal	11	1990
Turkey	13	1990
Morocco	8	1991
Greece	9	1992
Hungary	13	1994
Poland	29	1994
China	38	1996
Romania	24	1996
Czech Rep	13	1997
Bulgaria	11	1999
Slovakia	5	2000
Croatia	6	2001
Russia	51	2001
Japan	6	2002
Vietnam	9	2002
India	5	2003
Ukraine	25	2003
Moldova	3	2004
Serbia	5	2005
Pakistan	5	2007
Kazakhstan	1	2008

\* Status: November, 2009

## METRO Cash & Carry Japan K.K. was established in 2000

- Head Office Location:  
Omori Bellport D, 7F  
6-26-3 Minami-oi, Shinagawa-ku,  
Tokyo 140-0013, Japan
- Establishment: November 27<sup>th</sup>, 2000
- Board of Directors:
  - Takashi Ishida - Managing Director
  - Bruno de Lausun - Operations Director
  - Xavier Gardies - Procurement & Merchandising Director
  - Taeko Ohya – Marketing Director
  - Noriko Tadano – Finance Director



# Current Wholesale center locations in Japan

2<sup>nd</sup> wholesale center: Kawaguchi Angyo  
[opened February 2003]

4<sup>th</sup> wholesale center: Utsunomiya  
[open in November 2008]

5<sup>th</sup> wholesale center: Nagareyama  
[open in September 2009]

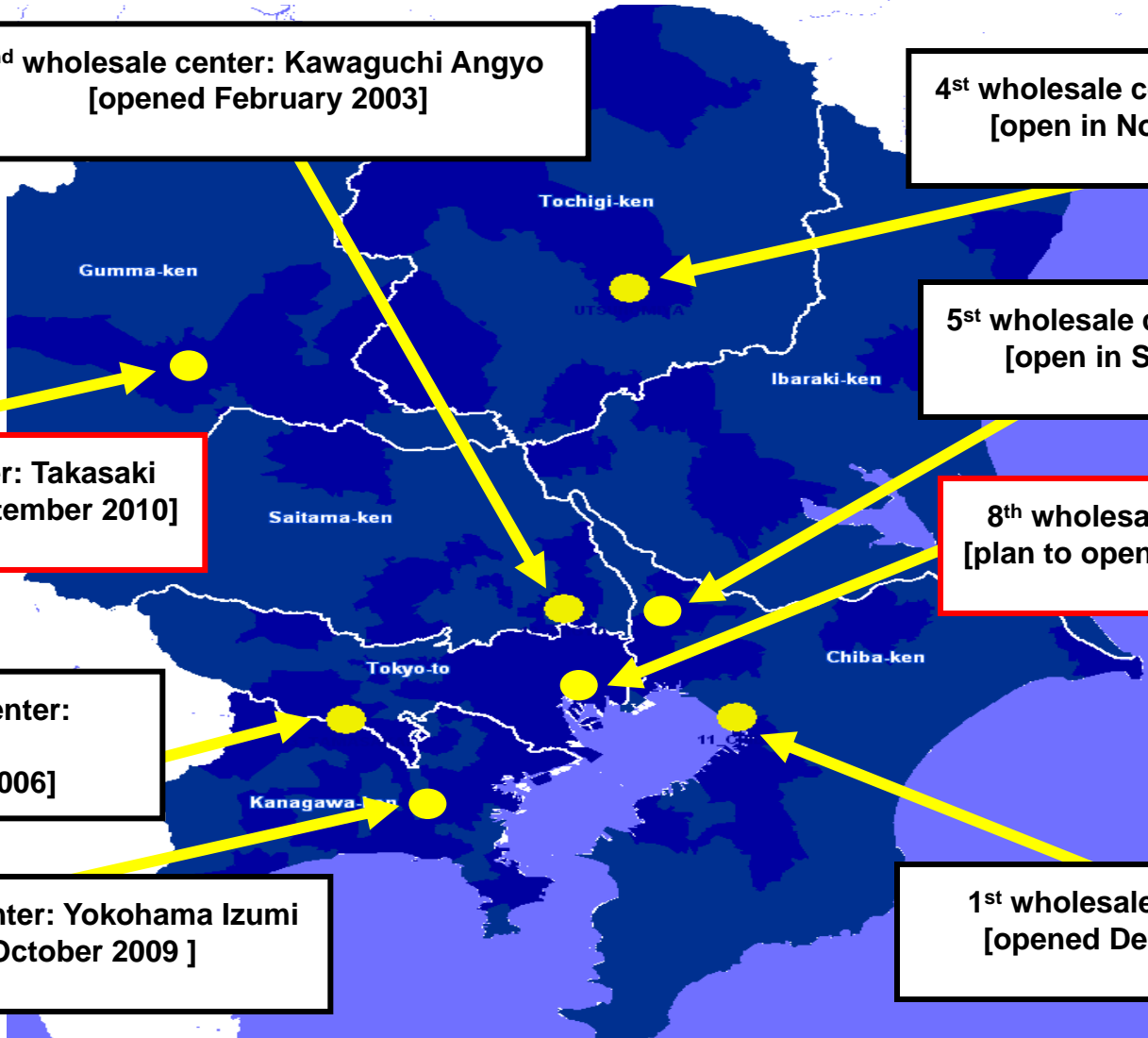
8<sup>th</sup> wholesale center: Tatsumi  
[plan to open in November 2010]

7<sup>th</sup> wholesale center: Takasaki  
[plan to opened September 2010]

3<sup>rd</sup> wholesale center:  
Tamasakai  
[opened May 2006]

6<sup>st</sup> wholesale center: Yokohama Izumi  
[open in October 2009]

1<sup>st</sup> wholesale center: Chiba  
[opened December 2002]



## METRO Cash & Carry Japan's business concept is clearly focused on food professionals

### ■ Only for professional customers:

Targeted customers are hotels, restaurants, catering businesses and general merchandising professionals, based on a free registration system. Business concept is based on the distribution formula of "Cash & Carry": Customers are able to touch products, pay by cash and carry them to their businesses.



### ■ Assortment matches professional needs:

A variety of foreign and local articles (approximately 12,500 items) is available: Fresh products / prepared foods, non-food products (tableware, cooking utensils), alcohol, beverages, etc.



### ■ One-Stop Shopping:

Customers are able to purchase all their needed products at METRO Cash & Carry directly under one roof. This results in a quick and convenient shopping process and helps our customers to save time.



■ **Cold Chain Support**

In-store temperatures (Varying by department / product category) are strictly maintained at a low levels to keep products in proper temperature ranges. This makes is different from other operators (e.g. supermarkets)



<b>F+V</b> <b>10-12°C</b>	<b>Fish</b> <b>6-8°C</b>	<b>Dairy</b> <b>6-8°C</b>	<b>Meat</b> <b>0-2°C</b>	<b>Wine</b> <b>14°C</b>
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We do support customers to keep product temperature low on the way back to their stores by providing cooler boxes, free ice and free dry-ice.



■ **Customer Service**

- METRO Mail
- Customer Consultant

