Pan Pacific International Holdings Corporation Naoki Yoshida, President and CEO

PPIH
Pan Pacific International Holdings

(Ticker: 7532、First Section, Tokyo Stock Exchange)
Information Disclosure: Mitsuo Takahashi, CFO

Monthly Sales Report (Flash Number)
Fiscal Year Ending June, 2021.

Contact: Corporate Communication Div. IR.

September 10, 2020.

5 Domestic Retail Companies in Total *				Calendar `	Year 2020			Calendar Year 2021						
		July	August	September	October	November	December	January	February	March	April	May	June	Full Year
	Sales	97.8%	98.5%	%	%	%	%	%	%	%	%	%	%	98.1%
Com	Customer Traffic	93.4%	94.8%	%	%	%	%	%	%	%	%	%	%	94.2%
p. Sto	Average Spending	104.7%	103.8%	%	%	%	%	%	%	%	%	%	%	104.2%
ores	Store Count	521	522											522
	Holiday Count Gap (Day(s))	+1	+1											+2

₽	Sales	100.9%	102.5%	%	%	%	%	%	%	%	%	%	%	101.7%
Sto	Store Count	579	577											577
res	Store Count (Last Year)	559	560											560

^{*}Don Quijote Co., Ltd., UNY Co., Ltd., Nagasakiya Co., Ltd., UD Retail Co., Ltd. and Daishin Corporation.

- 1. After the end of the rainy season, the temperature rose and clear summer days continued nationwide. With little rainfall, some areas set a record for consecutive extreme hot days.
- 2. Due to dragging rainy season, summer products started softly. With the movement to refrain from outdoor events and leisure, consumption for going out struggled. On the other hand, the suburban roadside stores with parking lots highly contributed with its solid need for daily necessities.
- 3. For Don Quijote Co., Ltd., the disappearance of inbound sales (push-down: 6.5pt.) continued, but daily necessities such as processed foods were strong.

 The rise in temperature stimulated "cooling-down in hot summer" consumption, such as air conditioners and ice shaver machines. In addition to the growth of fireworks and popular animation goods, indoor sports equipment grew as well.
- 4. For Uny Co., Ltd., loungewear sold well in clothing segment. Seasonal home appliances such as air conditioners and game consoles contributed in household goods segment. In food segment, alcohol and confectionery grew and fresh foods such as meat made double digit growth.
- 5. As of the end of August, the total number of majica application members exceeded 4 million. Membership acquisition is accelerating in 2020, and we have acquired 1 million members over the last 8 months from Jan. to Aug. (In 2019, 920 thousand members were acquired from Jan. to Dec.)

< Store opening in September >

(1) Don Quijote: ① Sep, 18 「Don Quijote Shibata Store(Niigata Pref.)」

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	on Quijoto Co. Itd		, , , , , , , , , , , , , , , , , , ,	Calendar `	Year 2020					Full Year				
Don Quijote Co., Ltd.		July	August	September	October	November	December	January	February	March	April	May	June	ruli teat
Cor	Sales	90.4%	91.0%	%	%	%	%	%	%	%	%	%	%	90.7%
mp.	Customer Traffic	88.8%	90.5%	%	%	%	%	%	%	%	%	%	%	89.6%
Sto	Average Spending	101.8%	100.6%	%	%	%	%	%	%	%	%	%	%	101.2%
res	Store Count	318	319											319
	Sales	93.0%	94.0%	%	%	%	%	%	%	%	%	%	%	93.5%
	Home Appliances	103.7%	99.9%	%	%	%	%	%	%	%	%	%	%	101.7%
≧	Household Goods	88.0%	89.0%	%	%	%	%	%	%	%	%	%	%	88.5%
St	Foods	97.0%	100.3%	%	%	%	%	%	%	%	%	%	%	98.7%
tores	Watches & Fashion	86.1%	82.6%	%	%	%	%	%	%	%	%	%	%	84.3%
SS	Sporting & Leisure	99.6%	107.3%	%	%	%	%	%	%	%	%	%	%	103.9%
	Store Count	342	341											341
	Store Count (Last Year)	322	323											323

	UNY Co., Ltd.			Calendar Y	ear 2020				Full Year					
	ONT CO., Ltd.	July	August	September	October	November	December	January	February	March	April	May	June	Tull Teal
	Sales	106.9%	107.5%	%	%	%	%	%	%	%	%	%	%	107.2%
	Customer Traffic	99.3%	100.5%	%	%	%	%	%	%	%	%	%	%	99.9%
Com	Average Spending	107.6%	107.0%	%	%	%	%	%	%	%	%	%	%	107.3%
Ģ	Clothing	94.4%	92.1%	%	%	%	%	%	%	%	%	%	%	93.3%
Stor	Household Goods	108.9%	108.9%	%	%	%	%	%	%	%	%	%	%	108.9%
es	Foods	108.9%	110.1%	%	%	%	%	%	%	%	%	%	%	109.5%
	Store Count	145	142											142
≧	Sales	92.4%	94.0%	%	%	%	%	%	%	%	%	%	%	93.2%
Stc	Store count	149	147											147
res	Store count (Last Year)	173	172											172

UI	D Retail Co., Ltd.			Calendar	Year 2020					Calendar	Year 2021			Full Year
	D Retail Co., Ltd.	July	August	September	October	November	December	January	February	March	April	May	June	ruii rear
Sto	Store Count (All stores)	43	44											44
res	Store Count (Last Year)	19	20											20