

Monthly Sales Report (Flash Number)**Fiscal Year Ending June, 2024**

January 10, 2023

Domestic Retail Companies in Total *1		Calendar Year 2023						Calendar Year 2024						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	108.5%	109.1%	106.3%	106.9%	109.2%	104.8%							107.4%
	Customer Traffic	100.7%	101.1%	100.3%	99.5%	101.4%	100.3%							100.5%
	Average Spending	107.8%	107.9%	106.0%	107.5%	107.8%	104.4%							106.8%
	Store Count	591	594	588	588	588	593							593
	Holiday Count Gap (Day(s))	0	0	0	-1	0	1							0
All Stores	Sales	109.8%	110.3%	107.4%	107.7%	110.2%	105.7%							108.4%
	Store Count	617	618	620	617	617	619							619
	Store Count (Last Year)	604	605	604	606	606	610							610

*1 Don Quijote Co., Ltd., Nagasakiya Co., Ltd., UD Retail Co., Ltd., Tachibana Departmentstore Co., Ltd., and UNY Co., Ltd.

- Domestic retail** sales increased YoY, driven by sales and customer numbers in the discount business. The performance continues to be strong.
Although there was one more holiday (Sunday) this year than in the previous year, the boost was negligible considering that it coincided with the year-end holidays.
- In **the discount store business**, many categories were buoyant in the previous year on the back of increased opportunities to go out. Despite this, all categories were up again this year from the previous year. In December, entertainment-oriented goods such as party goods, toys and game consoles saw growth due to the increased number of events and gatherings from the beginning of the month to Christmas. Furthermore, at the end of the year, sales of detergents, laundry products and kitchenware increased due to the demand for traditional year-end cleaning and for replacing consumable items.
- In **the GMS business**, food and fresh food products were up from the previous year, capturing demand for Christmas as well as the year-end and New Year holidays.
In particular, growth was recorded in Christmas cakes, and New Year's food such as osechi (traditional Japanese New Year cuisine), and seafood. On the other hand, winter seasonal products did not grow, with winter clothing, bedding and seasonal appliances struggling.

<New store openings in January>

None

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Discount Store Business *2		Calendar Year 2023						Calendar Year 2024						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	111.0%	112.0%	109.6%	110.0%	113.0%	107.7%							110.4%
	Customer Traffic	101.9%	102.6%	101.8%	100.6%	103.0%	101.8%							101.9%
	Average Spending	109.0%	109.2%	107.7%	109.3%	109.8%	105.9%							108.3%
	Home Appliances	113.3%	107.0%	102.8%	105.6%	113.9%	106.9%							108.3%
	Household Goods	114.5%	117.1%	116.8%	115.3%	116.8%	111.5%							115.2%
	Foods	108.0%	109.7%	106.0%	108.3%	109.5%	107.0%							108.0%
	Watches & Fashion	111.8%	114.7%	110.7%	109.0%	115.4%	103.7%							110.5%
	Sporting & Leisure	112.5%	109.9%	114.9%	108.5%	118.9%	109.6%							111.8%
	Store Count	460	463	459	459	459	462							462
All Stores	Sales	113.4%	114.3%	111.6%	111.6%	115.0%	109.6%							112.5%
	Store Count	486	487	489	486	486	488							488
	Store Count (Last Year)	468	469	470	472	472	476							476

*2 Don Quijote Co., Ltd., Nagasakiya Co., Ltd., UD Retail Co., Ltd., and Tachibana Departmentstore Co., Ltd.

GMS Business *3		Calendar Year 2023						Calendar Year 2024						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	101.8%	101.3%	97.6%	99.0%	99.9%	97.7%							99.5%
	Customer Traffic	97.8%	97.4%	96.7%	96.7%	97.5%	97.1%							97.2%
	Average Spending	104.1%	104.1%	100.9%	102.4%	102.5%	100.6%							102.3%
	Clothing	114.1%	110.8%	98.2%	95.1%	107.5%	87.3%							101.0%
	Household Goods	101.4%	100.9%	96.0%	98.5%	97.9%	95.9%							98.3%
	Foods	99.8%	100.2%	97.8%	100.0%	99.1%	100.3%							99.6%
	Store Count	131	131	129	129	129	131							131
All Stores	Sales	100.2%	99.8%	96.3%	97.7%	98.7%	96.3%							98.1%
	Store Count	131	131	131	131	131	131							131
	Store Count (Last Year)	136	136	134	134	134	134							134

*3 UNY Co., Ltd.,