

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

January 8, 2021.

5 Domestic Retail Companies in Total *		Calendar Year 2020						Calendar Year 2021						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	97.8%	98.5%	85.1%	99.6%	96.7%	96.7%	%	%	%	%	%	%	95.6%
	Customer Traffic	93.4%	94.8%	87.6%	96.1%	95.0%	95.0%	%	%	%	%	%	%	93.6%
	Average Spending	104.7%	103.8%	97.1%	103.6%	101.8%	101.9%	%	%	%	%	%	%	102.1%
	Store Count	521	522	520	518	523	528							528
	Holiday Count Gap (Day(s))	+1	+1	-1	-1	+1	-1							0
All Stores	Sales	100.8%	102.5%	88.0%	102.5%	99.2%	99.9%	%	%	%	%	%	%	98.7%
	Store Count	579	577	578	578	581	582							582
	Store Count (Last Year)	559	560	561	561	561	563							563

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

- This month, although the evaporation of tax-free sales continued for Don Quijote Co., Ltd. (7.7pt push-down), UNY Co., Ltd., UD Retail Co., Ltd., and Daishin Corporation outperformed year-on-year.
 *Note: The figure in the blank above is the one of Don Quijote Co., Ltd. same stores.
- At Don Quijote Co., Ltd., Same Store Sales (SSS) excluding tax-free sales was 96.7%, while suburban stores remained positive at 100.9%.
 With the continuous spread of Covid-19, the number of customers decreased in the early of the month especially in urban areas, and the demand for Christmas-related products, party goods, and variety products slowed down. On the other hand, as of the end of the month, the demand for Year-end and New year was brisked. Also, seasonal home appliances such as humidifiers and heater drove sales due to the severe cold weather.
- At UNY Co., Ltd., SSS stood at 104.2%. Sales of analog games and card games were strong due to the overlap of demand for Christmas, New Year's holidays, and stay-at-home. In food segment, snacks and alcoholic beverages, as well as Western confectionery, osechi, and rice cakes were strong as well.
- From early to middle of December, it cooled nationwide due to the strong cold wave. During the middle of the month, the average temperature was 0.2°C lower than normal and 0.9°C lower than the previous year. In the end of the month, due to the loosening of the winter pressure pattern, it was 1.0°C higher than normal and 1.5°C higher than the previous year. There were 3 days that rained more than 1mm in Tokyo.

< Store opening in January >

There are no new store opening in January.

Monthly Sales Report (Flash Number)

Fiscal Year Ending June, 2021.

January 8, 2021.

Don Quijote Co., Ltd.		Calendar Year 2020						Calendar Year 2021						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	90.4%	91.0%	76.6%	90.8%	89.3%	89.0%	%	%	%	%	%	%	87.7%
	Customer Traffic	88.8%	90.5%	82.0%	91.5%	91.7%	90.8%	%	%	%	%	%	%	89.1%
	Average Spending	101.8%	100.6%	93.4%	99.3%	97.4%	98.1%	%	%	%	%	%	%	98.4%
	Store Count	318	319	317	316	319	320							320
All Stores	Sales	92.9%	93.9%	79.1%	93.1%	91.6%	91.3%	%	%	%	%	%	%	90.2%
	Home Appliances	103.6%	98.9%	82.6%	93.7%	96.4%	95.7%	%	%	%	%	%	%	95.4%
	Household Goods	87.9%	88.9%	67.3%	89.1%	86.1%	86.4%	%	%	%	%	%	%	83.8%
	Foods	96.9%	99.9%	87.2%	98.3%	97.8%	97.8%	%	%	%	%	%	%	96.2%
	Watches & Fashion	99.5%	82.7%	78.2%	88.4%	82.9%	84.0%	%	%	%	%	%	%	83.6%
	Sporting & Leisure	99.5%	107.1%	93.8%	94.5%	102.3%	93.6%	%	%	%	%	%	%	98.6%
	Store Count	342	341	342	342	345	346							346
	Store Count (Last Year)	322	323	325	325	325	327							327

UNY Co., Ltd.		Calendar Year 2020						Calendar Year 2021						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	106.9%	107.5%	98.4%	109.9%	103.4%	104.2%	%	%	%	%	%	%	105.0%
	Customer Traffic	99.3%	100.5%	96.4%	102.0%	98.5%	99.4%	%	%	%	%	%	%	99.4%
	Average Spending	107.6%	107.0%	102.1%	107.7%	104.9%	104.8%	%	%	%	%	%	%	105.7%
	Clothing	94.4%	92.1%	85.4%	113.3%	91.0%	101.6%	%	%	%	%	%	%	96.2%
	Household Goods	108.9%	108.9%	83.7%	124.2%	107.5%	106.3%	%	%	%	%	%	%	105.7%
	Foods	108.9%	110.1%	105.0%	106.6%	105.2%	104.1%	%	%	%	%	%	%	106.6%
	Store Count	145	142	141	138	137	139							139
All Stores	Sales	92.4%	94.0%	86.0%	97.5%	91.5%	94.5%	%	%	%	%	%	%	92.6%
	Store count	149	147	147	147	144	143							143
	Store count (Last Year)	173	172	169	168	165	162							162

UD Retail Co., Ltd.		Calendar Year 2020						Calendar Year 2021						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
All Stores	Store Count (All stores)	43	44	44	44	47	48							48
	Store Count (Last Year)	19	20	22	24	26	29							29