

Monthly Sales Report (Flash Numbers)**Fiscal Year Ending June, 2025**

January 10, 2025

Domestic Retail Companies in Total *1		Calendar Year 2024						Calendar Year 2025						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	102.7%	109.4%	104.6%	103.9%	108.0%	105.8%							105.8%
	Customer Traffic	98.5%	103.6%	101.6%	99.6%	102.5%	101.2%							101.2%
	Average Spending	104.3%	105.6%	103.0%	104.4%	105.4%	104.5%							104.5%
	Store Count	598	606	603	606	606	609							609
	Holiday Count Gap (Day(s))	-2	1	1	-1	0	-1							-2
All Stores	Sales	104.2%	111.2%	106.4%	105.7%	109.9%	107.4%							107.4%
	Store Count	632	633	634	634	635	636							636
	Store Count (Last Year)	617	618	620	617	617	617							617

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

1. In the domestic retail businesses, both the DS store and UNY business have seen strong performance, with winter seasonal products such as apparel, bedding, and seasonal appliances contributing to higher sales and customer traffic compared to the previous year. Additionally, promotional efforts including the majica app, TV commercials, and event sales have been strengthened, further enhancing their effectiveness. Although December this year had one fewer Saturday compared to the previous year, the overlap with the year-end holiday period has kept the impact minimal.
2. The DS store business has successfully captured demand driven by increased year-end outings and events such as Christmas and year-end parties. Beauty-related products, including skincare, hair care, and dryness prevention items, have shown strong performance. Furthermore, driven by gift-giving demand, categories such as fashion accessories, massagers, toys, and character goods have all experienced notable growth. Regarding electronics, sales have surpassed last year's figures, with the exception of game consoles.
3. The UNY business has successfully captured demand driven by Christmas and the New Year's holiday season, with party-sized prepared foods and appetizer platters performing particularly well. Sales of cleaning supplies and kitchenware have also experienced growth, supported by year-end cleaning and replacement purchases. Although sales of gifts and cosmetics through in-store channels have declined, the newly expanded categories of in-bath products and seasonal skincare have contributed positively to overall sales. Daily-use consumables and food items have performed steadily, supported by a reinforced pricing strategy.

<New stores opening in January>

None



Monthly Sales Report (Flash Numbers) Fiscal Year Ending June, 2025

January 10, 2025

Discount Store Business *2		Calendar Year 2024						Calendar Year 2025						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	104.0%	111.0%	105.6%	106.2%	109.2%	106.6%							107.1%
	Customer Traffic	98.3%	104.1%	101.6%	99.9%	102.3%	101.0%							101.2%
	Average Spending	105.7%	106.6%	104.0%	106.3%	106.8%	105.6%							105.8%
	Home Appliances	96.6%	107.6%	100.3%	95.4%	92.6%	97.5%							98.3%
	Household Goods	109.9%	114.6%	112.5%	112.8%	115.9%	112.1%							112.9%
	Foods	101.3%	108.8%	101.0%	103.2%	106.8%	104.5%							104.3%
	Watches & Fashion	106.3%	111.6%	108.1%	105.7%	110.2%	106.9%							108.1%
	Sporting & Leisure	103.0%	114.2%	111.4%	113.3%	117.6%	112.0%							111.6%
Store Count (Last Year)	468	476	475	478	478	478							478	
All Stores	Sales	106.0%	113.3%	107.9%	108.7%	111.7%	108.9%							109.4%
	Store Count	501	502	503	503	504	505							505
	Store Count (Last Year)	486	487	489	486	486	486							486

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

UNY Business *3		Calendar Year 2024						Calendar Year 2025						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	98.8%	104.9%	101.6%	97.0%	104.5%	103.5%							101.8%
	Customer Traffic	99.0%	102.4%	101.7%	98.7%	103.2%	101.8%							101.1%
	Average Spending	99.8%	102.5%	100.0%	98.3%	101.3%	101.7%							100.7%
	Clothing	89.8%	96.2%	100.7%	85.4%	105.1%	105.4%							97.0%
	Household Goods	99.0%	105.5%	104.5%	96.7%	104.7%	103.7%							102.5%
	Foods	100.6%	106.2%	101.2%	99.5%	104.3%	103.2%							102.6%
Store Count	130	130	128	128	128	131							131	
All Stores	Sales	98.7%	104.8%	101.8%	97.1%	104.7%	103.5%							101.8%
	Store Count	131	131	131	131	131	131							131
	Store Count (Last Year)	131	131	131	131	131	131							131

*3 UNY Co., Ltd.,