

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

March 11, 2024

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%	105.5%	109.3%					107.4%
	Customer Traffic	100.7%	101.1%	100.3%	99.5%	101.4%	100.3%	100.1%	103.1%					100.8%
	Average Spending	107.8%	107.9%	106.0%	107.5%	107.8%	104.4%	105.4%	106.1%					106.5%
	Store Count	591	594	588	588	588	593	589	592					592
	Holiday Count Gap (Day(s))	0	0	0	-1	0	1	-1	1					0
All Stores	Sales	109.8%	110.3%	107.4%	107.7%	110.2%	105.7%	105.9%	110.0%					108.3%
	Store Count	617	618	620	617	617	619	619	619					619
	Store Count (Last Year)	604	605	604	606	606	610	610	609					609

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

- Domestic retail sales** posted significant gains in sales and customer traffic due to an increase of one business day and one holiday due to leap days.  
In addition, all categories were up over the previous year. The month was often sunny ahead of the season, and both businesses benefited from strong sales of cosmetics and skincare (lotions and moisturizing creams) to meet the demand for going out.  
The above-mentioned boost in sales was +4.5%.
- The discount store business** sales of Fashion and leisure goods performed well due to the growth of variety goods and collaboration goods with high amusement value, such as fun T-shirts, collaboration jumpers, and limited-edition anime and manga products.  
In addition, sales continued to grow, firmly capturing demand for outings and daily use.  
The effect of an increase of one business day and one holiday was +4.4%.
- In **the GMS business**, sales of apparel and seasonal home appliances grew as the severe cold and heavy snowfall in the first half of the year provided a tailwind.  
In addition, sales of school uniforms, shoes, and stationery grew just before the school entrance season.  
In food products, daily necessities and fresh foods drove sales. In particular, fruits contributed to sales during the month.  
The effect of one more business day and one more holiday was a 4.8% increase.

&lt;New store openings in March&gt;

(1) Don Quijote: ①March 13 Narimasu(Tokyo) , ②March 26 Gara Town Aomori(Aomori pref.)

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### Fiscal Year Ending June, 2024

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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%	107.9%	111.0%					110.2%
	Customer Traffic	101.9%	102.6%	101.8%	100.6%	103.0%	101.8%	101.0%	103.3%					102.0%
	Average Spending	109.0%	109.2%	107.7%	109.3%	109.8%	105.9%	106.8%	107.5%					108.1%
	Home Appliances	113.3%	107.0%	102.8%	105.6%	113.9%	106.9%	106.5%	107.4%					108.0%
	Household Goods	114.5%	117.1%	116.8%	115.3%	116.8%	111.5%	112.2%	115.9%					114.9%
	Foods	108.0%	109.7%	106.0%	108.3%	109.5%	107.0%	104.7%	106.7%					107.4%
	Watches & Fashion	111.8%	114.7%	110.7%	109.0%	115.4%	103.7%	109.3%	117.0%					111.0%
	Sporting & Leisure	112.5%	109.9%	114.9%	108.5%	118.9%	109.6%	113.4%	119.5%					112.7%
	Store Count	460	463	459	459	459	462	460	462					462
All Stores	Sales	113.4%	114.3%	111.6%	111.6%	115.0%	109.6%	109.3%	112.7%					112.1%
	Store Count	486	487	489	486	486	488	488	488					488
	Store Count (Last Year)	468	469	470	472	472	476	476	475					475

\*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%	99.3%	104.6%					100.0%
	Customer Traffic	97.8%	97.4%	96.7%	96.7%	97.5%	97.1%	98.1%	102.5%					97.9%
	Average Spending	104.1%	104.1%	100.9%	102.4%	102.5%	100.6%	101.2%	102.0%					102.1%
	Clothing	114.1%	110.8%	98.2%	95.1%	107.5%	87.3%	100.1%	107.6%					101.5%
	Household Goods	101.4%	100.9%	96.0%	98.5%	97.9%	95.9%	101.5%	108.5%					99.6%
	Foods	99.8%	100.2%	97.8%	100.0%	99.1%	100.3%	98.8%	103.6%					99.9%
	Store Count	131	131	129	129	129	131	129	130					130
All Stores	Sales	100.2%	99.8%	96.3%	97.7%	98.7%	96.3%	97.3%	102.6%					98.5%
	Store Count	131	131	131	131	131	131	131	131					131
	Store Count (Last Year)	136	136	134	134	134	134	134	134					134

\*3 UNY Co., Ltd.,