



Monthly Sales Report (Flash Numbers)

Fiscal Year Ending June, 2025

March 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%	106.7%	105.2%					105.8%
	Customer Traffic	98.5%	103.6%	101.6%	99.6%	102.5%	101.2%	101.5%	100.0%					101.1%
	Average Spending	104.3%	105.6%	103.0%	104.4%	105.4%	104.5%	105.2%	105.2%					104.7%
	Store Count	598	606	603	606	606	609	605	610					610
	Holiday Count Gap (Day(s))	-2	1	1	-1	0	-1	0	0					-2
All Stores	Sales	104.2%	111.2%	106.4%	105.7%	109.9%	107.4%	108.8%	107.3%					107.6%
	Store Count	632	633	634	634	635	636	636	639					639
	Store Count (Last Year)	617	618	620	617	617	619	619	619					619

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

- In **the domestic retail businesses**, both DS and UNY saw an increase in sales despite having one less business day due to the leap year. Sales of daily food and consumables grew significantly, driven by enhanced promotions through the majica app, such as *Maji-kakaku* (exclusive prices for app members) and coupon campaigns. The impact of having one less business day was a 3.4% decrease.
- Sales in **the DS business** were driven by an increase in beauty and health-related products, such as humidifiers, skincare items, and face masks, which are popular for combating dryness. Additionally, products that gained attention on social media and through word-of-mouth, like thermal socks and imported chocolate snacks, performed well and contributed to sales. The impact of having one less business day was a 3.3% decrease.
- In **the UNY business**, non-food items with enhanced assortments performed well, particularly skincare products, home appliances, and kitchenware. Additionally, food sales were strong, driven by snacks and groceries, along with an expanded selection of convenient prepared foods like salads, deli items, and sushi, all contributing to sales. The impact of having one less business day was a 3.8% decrease.

<New stores opening in March>

None



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

March 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%	108.2%	106.1%					107.1%
	Customer Traffic	98.3%	104.1%	101.6%	99.9%	102.3%	101.0%	102.0%	100.3%					101.2%
	Average Spending	105.7%	106.6%	104.0%	106.3%	106.8%	105.6%	106.1%	105.8%					105.9%
	Home Appliances	96.6%	107.6%	100.3%	95.4%	92.6%	97.5%	99.4%	93.2%					97.9%
	Household Goods	109.9%	114.6%	112.5%	112.8%	115.9%	112.1%	113.0%	110.9%					112.7%
	Foods	101.3%	108.8%	101.0%	103.2%	106.8%	104.5%	106.5%	105.8%					104.8%
	Watches & Fashion	106.3%	111.6%	108.1%	105.7%	110.2%	106.9%	107.0%	102.6%					107.3%
	Sporting & Leisure	103.0%	114.2%	111.4%	113.3%	117.6%	112.0%	116.3%	111.7%					112.2%
	Store Count (Last Year)	468	476	475	478	478	478	476	481					481
All Stores	Sales	106.0%	113.3%	107.9%	108.7%	111.7%	108.9%	111.0%	109.0%					109.5%
	Store Count	501	502	503	503	504	505	505	508					508
	Store Count (Last Year)	486	487	489	486	486	488	488	488					488

*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%	102.2%	102.4%					101.9%
	Customer Traffic	99.0%	102.4%	101.7%	98.7%	103.2%	101.8%	100.1%	99.0%					100.7%
	Average Spending	99.8%	102.5%	100.0%	98.3%	101.3%	101.7%	102.1%	103.3%					101.2%
	Clothing	89.8%	96.2%	100.7%	85.4%	105.1%	105.4%	96.3%	98.1%					97.0%
	Household Goods	99.0%	105.5%	104.5%	96.7%	104.7%	103.7%	102.2%	103.0%					102.5%
	Foods	100.6%	106.2%	101.2%	99.5%	104.3%	103.2%	103.3%	102.9%					102.7%
	Store Count	130	130	128	128	128	131	129	129					129
All Stores	Sales	98.7%	104.8%	101.8%	97.1%	104.7%	103.5%	102.3%	102.3%					101.9%
	Store Count	131	131	131	131	131	131	131	131					131
	Store Count (Last Year)	131	131	131	131	131	131	131	131					131

*3 UNY Co., Ltd.,