



Monthly Sales Report (Flash Numbers)

Fiscal Year Ending June, 2025

February 13, 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%						105.9%
	Customer Traffic	98.5%	103.6%	101.6%	99.6%	102.5%	101.2%	101.5%						101.2%
	Average Spending	104.3%	105.6%	103.0%	104.4%	105.4%	104.5%	105.2%						104.6%
	Store Count	598	606	603	606	606	609	605						605
	Holiday Count Gap (Day(s))	-2	1	1	-1	0	-1	0						-2
All Stores	Sales	104.2%	111.2%	106.4%	105.7%	109.9%	107.4%	108.8%						107.6%
	Store Count	632	633	634	634	635	636	636						636
	Store Count (Last Year)	617	618	620	617	617	619	619						619

*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 DS Store and UNY saw an increase in sales and customer numbers YoY. The New Year's sales and lucky bags, along with TV commercials and exclusive campaigns for majica app members, attracted many customers to our stores. From mid to late January, ongoing promotions like *Maji-kakaku* (exclusive price for app members) continued to drive sales in food and daily consumables.

2. **The DS store business** captured the increased demand for indoor entertainment and hobbies during the New Year holidays, contributing to sales in hobby-related and collector's items. New Year's events such as *Hatsumode* and Coming-of-Age Day boosted sales of cosmetics, colored contact lenses, and instant cameras. Additionally, fitness and training equipment for health management, beauty, and maintaining body shape, along with health foods, protein, and supplements, also contributed to sales.

3. **The UNY business** saw significant contributions to sales from fresh foods, particularly prepared foods and sushi, driven by the high demand for family gatherings during the New Year. In the non-food sector, newly strengthened categories in stores that have undergone product refreshes contributed to sales. Specifically, there was growth across a wide range of categories, including daily consumables like detergents and body soaps, superhero toys, home appliances such as rice cookers and hair dryers, and functional mattresses for bedding.

<New stores opening in February>
 (1) Don Quijote: ① February 4, Don Quijote Shimizu (Shizuoka Prefecture), ② February 18, Don Quijote Kochi (Kochi Prefecture), ③ February 27, Don Quijote Tateyama (Chiba Prefecture)



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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%						107.3%
	Customer Traffic	98.3%	104.1%	101.6%	99.9%	102.3%	101.0%	102.0%						101.3%
	Average Spending	105.7%	106.6%	104.0%	106.3%	106.8%	105.6%	106.1%						105.9%
	Home Appliances	96.6%	107.6%	100.3%	95.4%	92.6%	97.5%	99.4%						98.5%
	Household Goods	109.9%	114.6%	112.5%	112.8%	115.9%	112.1%	113.0%						112.9%
	Foods	101.3%	108.8%	101.0%	103.2%	106.8%	104.5%	106.5%						104.6%
	Watches & Fashion	106.3%	111.6%	108.1%	105.7%	110.2%	106.9%	107.0%						107.9%
	Sporting & Leisure	103.0%	114.2%	111.4%	113.3%	117.6%	112.0%	116.3%						112.2%
	Store Count (Last Year)	468	476	475	478	478	478	476						476
All Stores	Sales	106.0%	113.3%	107.9%	108.7%	111.7%	108.9%	111.0%						109.6%
	Store Count	501	502	503	503	504	505	505						505
	Store Count (Last Year)	486	487	489	486	486	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%						101.9%
	Customer Traffic	99.0%	102.4%	101.7%	98.7%	103.2%	101.8%	100.1%						101.0%
	Average Spending	99.8%	102.5%	100.0%	98.3%	101.3%	101.7%	102.1%						100.9%
	Clothing	89.8%	96.2%	100.7%	85.4%	105.1%	105.4%	96.3%						96.9%
	Household Goods	99.0%	105.5%	104.5%	96.7%	104.7%	103.7%	102.2%						102.4%
	Foods	100.6%	106.2%	101.2%	99.5%	104.3%	103.2%	103.3%						102.7%
	Store Count	130	130	128	128	128	131	129						129
All Stores	Sales	98.7%	104.8%	101.8%	97.1%	104.7%	103.5%	102.3%						101.9%
	Store Count	131	131	131	131	131	131	131						131
	Store Count (Last Year)	131	131	131	131	131	131	131						131

*3 UNY Co., Ltd.,