



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

August 13, 2024

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%												102.7%
	Customer Traffic	98.5%												98.5%
	Average Spending	104.3%												104.3%
	Store Count	598												598
	Holiday Count Gap (Day(s))	-2												-2
All Stores	Sales	104.2%												104.2%
	Store Count	632												632
	Store Count (Last Year)	617												617

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

1. Despite the loss of one weekend, **the domestic retail** sales surpassed YoY. When excluding the negative impact of the reduced holidays, the customer count remained steady from April and exceeded the last year in both DS store and GMS businesses. In July, sales of rain-related products such as rain gear increased due to the rainy season and frequent heavy rainfalls. Grocery and daily consumables have continued to perform well, following the trend from last month. The impact of the reduced holidays resulted in a 3.1% decline.
2. **The discount store business** has experienced strong sales of heat-management products, including powerful household fans/air coolers, cool-feeling clothing, skincare items, and UV umbrellas. However, weekend weather disruptions have decreased sales of fireworks, waterplay/outdoor products YoY. In contrast, indoor entertainment items like card games and toys have become more popular during summer vacation. The loss of one weekend has resulted in a 3.2% decline.
3. **The GMS business** has been driven by strong sales in grocery. In particular, fresh fish sales have been boosted by successful promotional events, such as setting up an “*unagi* (eel) grilling booth” for *Doyo no Ushi no Hi*, which is a summer tradition in Japan. Additionally, sales of rice, prepared foods, and fresh produce have increased. However, while non-grocery items like daily consumables and toys have grown, the apparel category has struggled due to a delay in seasonal demand and a rebound effect from last month. The loss of one weekend has resulted in a 2.3% overall sales decline.

<New store openings in August>

(1) Don Quijote: ① August 27, Don Quijote Sakudaira (Nagano Prefecture)



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

August 13, 2024

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%												104.0%
	Customer Traffic	98.3%												98.3%
	Average Spending	105.7%												105.7%
	Home Appliances	96.6%												96.6%
	Household Goods	109.9%												109.9%
	Foods	101.3%												101.3%
	Watches & Fashion	106.3%												106.3%
	Sporting & Leisure	103.0%												103.0%
Store Count	468												468	
All Stores	Sales	106.0%												106.0%
	Store Count	501												501
	Store Count (Last Year)	486												486

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

GMS 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%												98.8%
	Customer Traffic	99.0%												99.0%
	Average Spending	99.8%												99.8%
	Clothing	89.8%												89.8%
	Household Goods	99.0%												99.0%
	Foods	100.6%												100.6%
	Store Count	130												130
All Stores	Sales	98.7%												98.7%
	Store Count	131												131
	Store Count (Last Year)	131												131

\*3 UNY Co., Ltd.,