

Monthly Sales Report (Flash Number) Fiscal Year Ending June, 2021.



5 Domestic Retail Companies in Total *		Calendar Year 2020						Calendar Year 2021						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	97.8%	98.5%	85.1%	99.6%	96.7%	96.7%	100.1%	93.9%	97.6%	99.1%	95.4%	95.6%	96.3%
	Customer Traffic	93.4%	94.8%	87.6%	96.1%	95.0%	95.0%	95.4%	90.5%	94.3%	100.0%	97.9%	98.5%	94.9%
	Average Spending	104.7%	103.8%	97.1%	103.6%	101.8%	101.9%	104.9%	103.8%	103.5%	99.1%	97.4%	97.1%	101.5%
	Store Count	521	522	520	518	523	528	528	536	529	536	542	541	541
	Holiday Count Gap (Day(s))	+1	+1	-1	-1	+1	-1	+2	-1	-2	0	0	0	-1
All Stores	Sales	100.8%	105.5%	88.0%	102.5%	99.2%	99.9%	103.6%	97.3%	100.8%	101.8%	97.9%	97.5%	99.3%
	Store Count	579	577	578	578	581	582	581	582	582	585	584	582	582
	Store Count (Last Year)	559	560	561	561	561	563	563	565	567	570	572	575	575

*Don Quijote Co., Ltd., UNY Co., Ltd., Nagasakiya Co., Ltd., UD Retail Co., Ltd. and Daishin Corporation.

- For **5 domestic retail companies**, the sales stood at 95.6% YoY. The impact of special demands for sanitary products in the previous year has remained until this month. Sales have improved in urban areas such as Kanto and Kinki. Also, non-tax-free sales achieved 102.0% compared to two years ago, surpassing 100% following the previous month. Non-tax-free sales have improved to pre-COVID-19 levels.
- For **Don Quijote Co., Ltd.**, non-tax-free sales were 98.1% compared to two years ago. Sales remained to be strong mainly for daily necessities such as foods, cosmetics, detergent, etc. In addition, a series of special demands such as stay-at-home and telework, which increased due to the declaration of the first emergency in the previous year and became the hurdle for this year, have been diluted toward the end of the month. The stores near the station have improved to the same level as the previous year.
- UNY Co., Ltd.** achieved 106.2% compared to two years ago with the high sales base, even though the impact of special demand for sanitary products and stay-at-home in the previous year was the biggest this month. This sales momentum was supported by not only fresh and processed foods but also non-food segment such as paper products, kitchen products, home appliances, and outdoor goods.

<Store openings in July>

- (1) Don Quijote : ①July 2nd 「Kitasenjyu Nishiguchi Store (Tokyo) 」 ②July 9th 「Jounetsu Shokunin Kawagoe Store (Saitama Pref.) 」
 ③July 30th 「MEGA Nanao Store (Ishikawa Pref.) 」

※ The Monthly Sales Report will be changed as below from the fiscal year ending June 2022.

① "5 domestic retail companies" will be disclosed as "4 domestic retail companies", since Daishin Corporation was merged with Don Quijote Co., Ltd. as of July 1, 2021.

② Based on the shift to a system to operate the "discount store business" with Don Quijote Co., Ltd. as an intermediate business holding company in December 2020, the supplementary information by companies (Don Quijote Co., Ltd. and UNY Co., Ltd.), will be disclosed by business segments (discount store and GMS business). The discount store business includes Don Quijote, Nagasakiya and UD Retail, and the GMS business includes UNY. Disclosure of information by companies will continue during fiscal year ending June 2022.

Monthly Sales Report (Flash Number)

Fiscal Year Ending June, 2021.

July 9, 2021.

Don Quijote Co., Ltd.		Calendar Year 2020						Calendar Year 2021						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	90.4%	91.0%	76.6%	90.8%	89.3%	89.0%	92.3%	88.6%	95.4%	94.6%	93.4%	94.8%	90.3%
	Customer Traffic	88.8%	90.5%	82.0%	91.5%	91.7%	90.8%	91.4%	86.7%	90.3%	94.3%	96.3%	98.3%	90.9%
	Average Spending	101.8%	100.6%	93.4%	99.3%	97.4%	98.1%	100.9%	102.2%	105.6%	100.3%	97.0%	96.3%	99.3%
	Store Count	318	319	317	316	319	320	320	325	319	323	326	325	325
All Stores	Sales	92.9%	93.9%	79.1%	93.1%	91.6%	91.3%	94.3%	90.8%	98.2%	97.2%	96.3%	96.7%	92.7%
	Home Appliances	103.6%	98.9%	82.6%	93.7%	96.4%	95.7%	100.1%	91.7%	98.5%	91.5%	87.3%	80.1%	93.9%
	Household Goods	87.9%	88.9%	67.3%	89.1%	86.1%	86.4%	87.9%	84.9%	97.7%	89.2%	92.2%	97.5%	87.5%
	Foods	96.9%	99.9%	87.2%	98.3%	97.8%	97.8%	100.1%	98.0%	97.4%	98.5%	101.4%	106.2%	98.4%
	Watches & Fashion	99.5%	82.7%	78.2%	88.4%	82.9%	84.0%	78.8%	81.7%	99.3%	117.4%	98.2%	87.8%	87.6%
	Sporting & Leisure	99.5%	107.1%	93.8%	94.5%	102.3%	93.6%	96.8%	97.0%	102.3%	96.3%	94.7%	93.3%	97.9%
	Store Count	342	341	342	342	345	346	345	346	346	349	348	346	346
	Store Count (Last Year)	322	323	325	325	325	327	327	329	331	334	336	339	339

UNY Co., Ltd.		Calendar Year 2020						Calendar Year 2021						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	106.9%	107.5%	98.4%	109.9%	103.4%	104.2%	106.6%	97.9%	98.8%	105.3%	98.0%	94.8%	102.6%
	Customer Traffic	99.3%	100.5%	96.4%	102.0%	98.5%	99.4%	99.1%	94.0%	98.4%	107.1%	100.4%	97.6%	99.4%
	Average Spending	107.6%	107.0%	102.1%	107.7%	104.9%	104.8%	107.5%	104.1%	100.4%	98.3%	97.6%	97.2%	103.3%
	Clothing	94.4%	92.1%	85.4%	113.3%	91.0%	101.6%	92.3%	90.9%	115.8%	175.4%	106.0%	83.5%	100.1%
	Household Goods	108.9%	108.9%	83.7%	124.2%	107.5%	106.3%	109.5%	95.8%	95.9%	106.7%	92.5%	88.9%	101.9%
	Foods	108.9%	110.1%	105.0%	106.6%	105.2%	104.1%	109.0%	99.5%	96.6%	97.2%	97.8%	99.2%	103.2%
	Store Count	145	142	141	138	137	139	139	138	136	138	137	135	135
All Stores	Sales	92.4%	94.0%	86.0%	97.5%	91.5%	94.5%	97.6%	90.3%	92.7%	99.4%	93.4%	90.9%	93.3%
	Store count	149	147	147	147	144	143	143	143	143	142	140	139	139
	Store count (Last Year)	173	172	169	168	165	162	162	161	157	155	151	150	150

UD Retail Co., Ltd.		Calendar Year 2020						Calendar Year 2021						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
All Stores	Store Count (All stores)	43	44	44	44	47	48	48	48	48	49	51	52	52
	Store Count (Last Year)	19	20	22	24	26	29	29	30	34	36	40	41	41