

Monthly Sales Report (Flash Number) Fiscal Year Ending June, 2022

July 11, 2022

4 Domestic Retail Companies in Total *1		Calendar Year 2021						Calendar Year 2022						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	102.4%	95.7%	100.1%	103.6%	98.8%	101.2%	101.5%	99.0%	101.5%	101.6%	99.3%	101.0%	100.5%
	Customer Traffic	102.9%	95.9%	99.5%	102.3%	98.5%	99.9%	100.0%	95.7%	98.6%	98.5%	98.2%	98.3%	99.0%
	Average Spending	99.4%	99.8%	100.6%	101.2%	100.3%	101.4%	101.5%	103.4%	102.9%	103.2%	101.1%	102.8%	101.4%
	Store Count	545	551	547	549	549	556	560	559	557	563	565	563	563
	Holiday Count Gap (Day(s))	1	-1	0	1	-1	0	-1	0	1	1	-1	0	0
All Stores	Sales	103.8%	96.5%	101.7%	105.2%	100.8%	102.1%	102.5%	100.4%	103.4%	104.0%	101.1%	102.5%	102.0%
	Store Count	585	586	587	588	591	593	594	595	598	600	601	603	603
	Store Count (Last Year)	579	577	578	578	581	582	581	582	582	585	584	582	582

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

- The **4 domestic retail companies** landed at 101.0% for the month, boosted by non-food products. The contribution of the discount store business was particularly significant. Many main categories, with the exception of sundries and interior goods, posting YoY gains. In addition, from the middle of the month to the end of the month, demand for summer seasonal products expanded, which further boosted sales. On the other hand, sales of daily necessities, rice, noodles, and fresh food products have been suffering from a reactionary decline in both discount store business and GMS business.
- Sales in the **discount store business** increased YoY regardless of location, business type, or area. Similarly, nighttime sales after 9:00 p.m. are recovering nationwide and contributing to the boost in existing stores. By category, daily consumables, toiletries, clothing, and trendy products that look great on SNS were going strong. In addition, sales of energy-saving products such as circulators, sunshades, and cool-feeling bedding increased during the month. Furthermore, on weekends, demand for summer leisure activities such as swimsuits and marine products expanded in anticipation of the season.
- In the **GMS business**, the number of customers and demand for food and fresh food products, which increased due to the pandemic, are returning to their pre-Covid levels as a result of the removal of the restrictions. As for the non-food categories, sales in the clothing category, including school supplies, summer seasonal clothing, outerwear, and innerwear, are growing broadly. The household goods category was also doing well as demand for cosmetics and gift items, which shrank after the pandemic, is recovering. However, the sales of food products, which accounted for 70% of total sales, fell below the previous year's level. Non-food sales did not make up for the shortfall, leading to a YoY decline.

<New store openings in July>

None



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Discount Store Business *2		Calendar Year 2021						Calendar Year 2022						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	103.4%	95.5%	101.0%	105.3%	99.0%	101.7%	101.6%	98.6%	102.2%	102.4%	99.8%	103.3%	101.1%
	Customer Traffic	103.5%	95.5%	99.9%	103.0%	98.1%	100.0%	99.6%	94.9%	98.7%	98.7%	98.1%	99.3%	99.1%
	Average Spending	99.9%	100.0%	101.1%	102.3%	100.9%	101.7%	102.0%	103.9%	103.5%	103.8%	101.7%	104.0%	102.0%
	Home Appliances	93.5%	82.7%	89.9%	96.5%	87.4%	89.8%	93.5%	91.4%	93.5%	95.1%	91.3%	102.3%	92.0%
	Household Goods	102.7%	97.4%	104.4%	108.1%	102.5%	105.7%	105.1%	101.2%	105.7%	106.6%	104.1%	109.0%	104.4%
	Foods	106.7%	102.3%	104.2%	107.5%	100.3%	101.7%	100.1%	98.8%	102.3%	100.2%	97.1%	99.2%	101.6%
	Watches & Fashion	96.5%	85.7%	92.3%	97.6%	96.7%	101.6%	105.3%	99.0%	102.2%	107.4%	107.3%	106.8%	99.7%
	Sporting & Leisure	114.8%	86.6%	100.1%	108.3%	98.1%	107.2%	105.6%	96.4%	99.6%	101.3%	98.1%	106.0%	101.5%
Store Count (Last Year)	410	417	417	419	418	422	426	428	425	428	431	429	429	
All Stores	Sales	107.8%	98.8%	105.2%	109.7%	103.1%	104.2%	104.6%	101.7%	105.6%	106.3%	102.9%	106.0%	104.6%
	Store Count	446	447	449	450	454	456	457	458	462	464	465	467	467
	Store Count (Last Year)	430	430	431	431	437	439	438	439	439	443	444	443	443

*2 Don Quijote Co., Ltd., Nagasakiya Co., Ltd., and UD Retail Co., Ltd.

GMS Business *3		Calendar Year 2021						Calendar Year 2022						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	100.1%	96.2%	98.1%	99.8%	98.3%	100.2%	101.2%	99.9%	99.8%	99.6%	98.1%	95.9%	98.9%
	Customer Traffic	101.9%	96.9%	98.4%	100.9%	99.2%	99.7%	100.8%	97.5%	98.5%	98.0%	98.4%	96.0%	98.9%
	Average Spending	98.2%	99.3%	99.6%	98.9%	99.1%	100.5%	100.5%	102.5%	101.3%	101.6%	99.7%	99.9%	100.1%
	Clothing	106.2%	81.8%	84.2%	91.9%	100.4%	102.5%	101.8%	86.5%	95.7%	102.2%	102.7%	100.3%	97.0%
	Household Goods	98.8%	91.7%	93.5%	98.6%	94.3%	99.8%	103.3%	98.3%	99.6%	98.7%	98.2%	97.0%	97.7%
	Foods	99.4%	99.6%	101.2%	101.7%	99.1%	100.0%	100.7%	102.3%	100.5%	99.2%	97.2%	94.7%	99.6%
	Store Count	135	134	130	130	131	134	134	131	132	135	134	134	134
All Stores	Sales	95.3%	91.5%	94.3%	96.1%	96.2%	97.6%	97.9%	97.5%	98.6%	98.3%	96.8%	94.8%	96.2%
	Store Count	139	139	138	138	137	137	137	137	136	136	136	136	136
	Store Count (Last Year)	149	147	147	147	144	143	143	143	143	142	140	139	139

*3 UNY Co., Ltd.,

Monthly Sales Report (Flash Number)**Fiscal Year Ending June, 2022**

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Don Quijote Co., Ltd.		Calendar Year 2021						Calendar Year 2022						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	102.2%	94.2%	99.5%	105.0%	98.5%	101.9%	101.6%	98.0%	102.3%	103.0%	100.5%	104.6%	100.9%
	Customer Traffic	103.1%	94.7%	99.2%	103.0%	97.7%	100.2%	99.7%	94.6%	98.8%	99.3%	98.8%	100.3%	99.1%
	Average Spending	99.1%	99.5%	100.3%	101.9%	100.8%	101.6%	102.0%	103.6%	103.6%	103.8%	101.7%	104.2%	101.8%
	Store Count	325	332	329	330	331	333	335	336	333	336	339	336	336
All Stores	Sales	103.7%	95.5%	100.5%	106.1%	100.1%	102.7%	102.7%	99.5%	104.0%	105.2%	101.9%	106.1%	102.3%
	Home Appliances	93.1%	83.5%	89.3%	95.8%	89.5%	89.9%	94.4%	91.7%	94.5%	97.1%	92.8%	102.8%	92.6%
	Household Goods	103.9%	98.6%	105.3%	109.3%	104.7%	107.7%	106.6%	103.0%	107.8%	110.2%	106.9%	112.6%	106.4%
	Foods	108.3%	103.2%	103.7%	109.3%	101.3%	102.7%	100.4%	98.9%	104.2%	102.0%	98.2%	100.8%	102.7%
	Watches & Fashion	95.5%	86.1%	91.8%	97.6%	96.4%	101.1%	105.5%	100.5%	103.5%	109.4%	108.7%	108.2%	100.1%
	Sporting & Leisure	116.0%	88.4%	101.4%	110.2%	100.0%	109.2%	106.8%	97.4%	101.3%	104.5%	99.9%	109.0%	103.4%
	Store Count	349	349	349	349	352	353	354	355	358	359	360	362	362
	Store Count (Last Year)	342	341	342	342	345	346	345	346	346	349	348	346	346

* The numbers are excluding Daishin Corporation.

UNY Co., Ltd.		Calendar Year 2021						Calendar Year 2022						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	100.1%	96.2%	98.1%	99.8%	98.3%	100.2%	101.2%	99.9%	99.8%	99.6%	98.1%	95.9%	98.9%
	Customer Traffic	101.9%	96.9%	98.4%	100.9%	99.2%	99.7%	100.8%	97.5%	98.5%	98.0%	98.4%	96.0%	98.9%
	Average Spending	98.2%	99.3%	99.6%	98.9%	99.1%	100.5%	100.5%	102.5%	101.3%	101.6%	99.7%	99.9%	100.1%
	Clothing	106.2%	81.8%	84.2%	91.9%	100.4%	102.5%	101.8%	86.5%	95.7%	102.2%	102.7%	100.3%	97.0%
	Household Goods	98.8%	91.7%	93.5%	98.6%	94.3%	99.8%	103.3%	98.3%	99.6%	98.7%	98.2%	97.0%	97.7%
	Foods	99.4%	99.6%	101.2%	101.7%	99.1%	100.0%	100.7%	102.3%	100.5%	99.2%	97.2%	94.7%	99.6%
	Store Count	135	134	130	130	131	134	134	131	132	135	134	134	134
All Stores	Sales	95.3%	91.5%	94.3%	96.1%	96.2%	97.6%	97.9%	97.5%	98.6%	98.3%	96.8%	94.8%	96.2%
	Store Count	139	139	138	138	137	137	137	137	136	136	136	136	136
	Store Count (Last Year)	149	147	147	147	144	143	143	143	143	142	140	139	139

UD Retail Co., Ltd.		Calendar Year 2021						Calendar Year 2022						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
All Stores	Store Count (All Stores)	52	53	54	55	56	57	57	57	58	59	59	59	59
	Store Count (Last Year)	43	44	44	44	47	48	48	48	48	49	51	52	52