

## Monthly Sales Report (Flash Number) Fiscal Year Ending June, 2023

July 10, 2023

Domestic Retail Companies in Total *1		Calendar Year 2022						Calendar Year 2023						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	102.3%	100.1%	102.8%	102.4%	102.5%	103.4%	102.7%	104.4%	102.5%	105.3%	103.5%	104.7%	103.0%
	Customer Traffic	98.7%	98.3%	98.9%	98.1%	97.1%	97.9%	98.0%	99.3%	97.2%	98.5%	96.8%	97.3%	98.0%
	Average Spending	103.6%	101.8%	103.9%	104.3%	105.6%	105.6%	104.7%	105.1%	105.4%	106.9%	106.9%	107.6%	105.2%
	Store Count	571	570	565	571	572	579	582	582	578	581	588	584	584
	Holiday Count Gap (Day(s))	0	-1	0	1	0	1	0	-1	0	0	-1	0	-1
All Stores	Sales	104.2%	102.1%	104.6%	104.3%	103.6%	104.5%	104.1%	105.8%	103.2%	105.7%	104.2%	105.8%	104.3%
	Store Count	604	605	604	606	606	610	610	609	609	613	613	617	617
	Store Count (Last Year)	586	587	588	589	592	594	595	596	599	601	602	604	604

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

- Domestic retail** sales continued to be driven by the discount store business. Last year, the sales of summer seasonal products spiked due to the record-breaking heat wave at the end of the month. Despite the high hurdle, seasonal products continued to perform well, and the business also benefited from the continued rise in outing demand from the previous month.
- The discount store business** continued to accurately capture outing demand. Cosmetics, facial cleansers, portable fans, and cool-feeling items perform well. Japanese seasonal clothing such as jinbei and yukata, swimwear, sunscreen, and instant cameras are growing in anticipation of the resumption of summer events. In addition, product categories such as confectioneries and delicacies are growing due to full-scale holiday and party demand.
- In **the GMS business**, sales of summer seasonal clothing and seasonal food products had grown until around the middle of the month with the rise of the temperature. However, due to the strong performance of seasonal products caused by the rise in temperatures in the latter half of the month last year, the sales landed below the previous year's level. On the other hand, sales of cosmetics continue to be strong due to the demand for going out. Makeup products as well as brand-name cosmetics grew. In addition, sales of summer home appliances such as circulators and electric fans increased YoY due to the trend toward saving electricity in response to rising electricity bills.

<New store openings in July>

None

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Discount Store Business *2		Calendar Year 2022						Calendar Year 2023						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	103.6%	101.5%	105.0%	104.0%	105.3%	104.7%	104.2%	107.6%	105.2%	107.9%	106.0%	107.4%	105.2%
	Customer Traffic	99.5%	99.3%	100.5%	99.2%	98.5%	98.6%	98.9%	101.1%	98.6%	99.7%	97.9%	98.7%	99.2%
	Average Spending	104.1%	102.2%	104.5%	104.8%	106.8%	106.2%	105.4%	106.5%	106.7%	108.3%	108.2%	108.9%	106.0%
	Home Appliances	95.4%	97.2%	98.2%	97.8%	95.4%	91.6%	92.9%	94.9%	91.6%	94.7%	95.5%	94.3%	94.7%
	Household Goods	107.8%	104.6%	107.7%	107.8%	110.0%	109.1%	106.4%	112.3%	108.5%	111.7%	109.3%	110.8%	108.8%
	Foods	102.6%	98.9%	106.4%	101.3%	105.0%	106.9%	106.1%	106.1%	105.0%	108.1%	106.3%	107.8%	105.1%
	Watches & Fashion	105.3%	107.3%	100.7%	107.8%	104.6%	101.2%	102.3%	110.4%	106.2%	105.8%	104.5%	108.1%	105.1%
	Sporting & Leisure	102.1%	102.7%	101.9%	108.0%	103.1%	101.7%	103.8%	113.9%	110.8%	112.4%	106.4%	105.4%	105.7%
Store Count	437	439	439	443	442	446	450	451	448	451	458	454	454	
All Stores	Sales	106.6%	104.4%	107.4%	106.6%	106.9%	106.5%	106.2%	109.6%	106.6%	108.7%	107.4%	109.5%	107.2%
	Store Count	468	469	470	472	472	476	476	476	475	479	480	486	486
	Store Count (Last Year)	447	448	450	451	455	457	458	459	463	465	466	468	468

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

GMS Business *3		Calendar Year 2022						Calendar Year 2023						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	99.0%	96.3%	97.2%	98.6%	96.5%	100.3%	99.0%	96.4%	95.8%	98.8%	97.1%	98.0%	97.8%
	Customer Traffic	96.8%	96.1%	95.2%	95.6%	94.0%	96.4%	96.2%	95.4%	93.9%	95.8%	93.9%	94.2%	95.3%
	Average Spending	102.3%	100.3%	102.1%	103.1%	102.6%	104.1%	103.0%	101.1%	102.0%	103.1%	103.3%	104.1%	102.6%
	Clothing	94.4%	100.8%	99.5%	102.8%	86.8%	101.5%	99.5%	109.4%	100.8%	97.9%	98.7%	97.3%	98.7%
	Household Goods	98.4%	99.1%	101.7%	96.4%	93.6%	97.8%	91.4%	89.0%	91.4%	96.6%	95.1%	94.6%	95.4%
	Foods	100.1%	95.2%	96.0%	98.3%	99.5%	100.8%	100.6%	96.2%	95.9%	99.5%	97.3%	99.1%	98.3%
	Store Count	134	131	126	128	130	133	132	131	130	130	130	130	130
All Stores	Sales	98.3%	96.6%	97.9%	99.1%	96.3%	99.7%	99.0%	96.9%	95.1%	98.0%	96.0%	96.8%	97.5%
	Store Count	136	136	134	134	134	134	134	134	134	134	133	131	131
	Store Count (Last Year)	139	139	138	138	137	137	137	137	136	136	136	136	136

\*3 UNY Co., Ltd.,