

Monthly Sales Report (Flash Numbers)**Fiscal Year Ending June, 2024**

Domestic Retail Companies in Total *1		Calendar Year 2023						Calendar Year 2024						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	108.5%	109.1%	106.3%	106.9%	109.2%	104.8%	105.5%	109.3%	111.0%	105.0%	105.7%	110.5%	107.6%
	Customer Traffic	100.7%	101.1%	100.3%	99.5%	101.4%	100.3%	100.1%	103.1%	103.1%	99.9%	100.4%	103.5%	101.1%
	Average Spending	107.8%	107.9%	106.0%	107.5%	107.8%	104.4%	105.4%	106.1%	107.7%	105.1%	105.2%	106.7%	106.4%
	Store Count	591	594	588	588	588	593	589	592	591	593	594	596	596
	Holiday Count Gap (Day(s))	0	0	0	-1	0	1	-1	1	2	-1	-1	2	2
All Stores	Sales	109.8%	110.3%	107.4%	107.7%	110.2%	105.7%	105.9%	110.0%	112.8%	106.9%	107.4%	112.5%	108.8%
	Store Count	617	618	620	617	617	619	619	619	619	623	628	632	632
	Store Count (Last Year)	604	605	604	606	606	610	610	609	609	613	613	617	617

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

- In **domestic retail**, the "Maji Super Thanks Event" were held in the later half of June to celebrate annual sales surpassing 2 trillion yen. The promotion of PB and other plans for Majica app members have been successful, leading to increased sales and customer numbers across various categories. This June, compared to the last June, having one more weekend has resulted in a 3.7% increase.
- In **the discount store business**, all product categories have been performing well, notably with rural roadside locations showing sales growth this June. Particularly, seasonal product demand has increased, with non-portable/portable fans experiencing growth. Leisure items such as outdoor and car accessories, and waterplay products have also landed above last year's figures. The increase of one additional weekend has resulted in a +3.8% boost.
- In **the GMS business**, a return in sales has been seen, driven by increased demand for summer jackets, t-shirts, and other items for men and women. Also there has been a significant growth in denim and sportswear for young people. Daily consumables, miscellaneous goods, and food products are also seeing increased sales as pricing strategies continue to take hold. The increase of one additional weekend has contributed to a +3.3% growth.

<New store openings in July>

None

Monthly Sales Report (Flash Numbers)

Fiscal Year Ending June, 2024

July 10, 2024

Discount Store Business *2		Calendar Year 2023						Calendar Year 2024						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	111.0%	112.0%	109.6%	110.0%	113.0%	107.7%	107.9%	111.0%	112.8%	106.5%	108.0%	112.5%	110.1%
	Customer Traffic	101.9%	102.6%	101.8%	100.6%	103.0%	101.8%	101.0%	103.3%	103.5%	99.9%	100.8%	103.7%	102.0%
	Average Spending	109.0%	109.2%	107.7%	109.3%	109.8%	105.9%	106.8%	107.5%	109.0%	106.6%	107.1%	108.5%	108.0%
	Home Appliances	113.3%	107.0%	102.8%	105.6%	113.9%	106.9%	106.5%	107.4%	109.5%	106.0%	104.6%	111.3%	107.9%
	Household Goods	114.5%	117.1%	116.8%	115.3%	116.8%	111.5%	112.2%	115.9%	117.7%	111.2%	114.2%	118.1%	115.0%
	Foods	108.0%	109.7%	106.0%	108.3%	109.5%	107.0%	104.7%	106.7%	109.9%	101.7%	103.3%	108.2%	106.9%
	Watches & Fashion	111.8%	114.7%	110.7%	109.0%	115.4%	103.7%	109.3%	117.0%	113.2%	111.7%	111.9%	113.7%	111.6%
	Sporting & Leisure	112.5%	109.9%	114.9%	108.5%	118.9%	109.6%	113.4%	119.5%	118.8%	111.8%	112.1%	119.2%	113.6%
Store Count	460	463	459	459	459	462	460	462	461	462	463	466	466	
All Stores	Sales	113.4%	114.3%	111.6%	111.6%	115.0%	109.6%	109.3%	112.7%	115.4%	109.2%	110.2%	115.2%	112.2%
	Store Count	486	487	489	486	486	488	488	488	488	492	497	501	501
	Store Count (Last Year)	468	469	470	472	472	476	476	475	475	479	480	486	486

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

GMS Business *3		Calendar Year 2023						Calendar Year 2024						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	101.8%	101.3%	97.6%	99.0%	99.9%	97.7%	99.3%	104.6%	106.3%	100.9%	99.3%	105.0%	101.0%
	Customer Traffic	97.8%	97.4%	96.7%	96.7%	97.5%	97.1%	98.1%	102.5%	102.2%	100.0%	99.4%	103.2%	99.0%
	Average Spending	104.1%	104.1%	100.9%	102.4%	102.5%	100.6%	101.2%	102.0%	104.1%	100.9%	99.9%	101.8%	102.0%
	Clothing	114.1%	110.8%	98.2%	95.1%	107.5%	87.3%	100.1%	107.6%	99.6%	100.1%	92.1%	103.2%	100.5%
	Household Goods	101.4%	100.9%	96.0%	98.5%	97.9%	95.9%	101.5%	108.5%	110.9%	104.1%	102.6%	105.1%	101.5%
	Foods	99.8%	100.2%	97.8%	100.0%	99.1%	100.3%	98.8%	103.6%	106.7%	100.5%	100.0%	105.4%	101.0%
	Store Count	131	131	129	129	129	131	129	130	130	131	131	130	130
All Stores	Sales	100.2%	99.8%	96.3%	97.7%	98.7%	96.3%	97.3%	102.6%	105.7%	100.5%	99.3%	104.9%	99.8%
	Store Count	131	131	131	131	131	131	131	131	131	131	131	131	131
	Store Count (Last Year)	136	136	134	134	134	134	134	134	134	134	133	131	131

*3 UNY Co., Ltd.,