

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

April 9, 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%	%	%	%	96.2%
	Customer Traffic	93.4%	94.8%	87.6%	96.1%	95.0%	95.0%	95.4%	90.5%	94.3%	%	%	%	93.6%
	Average Spending	104.7%	103.8%	97.1%	103.6%	101.8%	101.9%	104.9%	103.8%	103.5%	%	%	%	102.7%
	Store Count	521	522	520	518	523	528	528	536	529				529
	Holiday Count Gap (Day(s))	+1	+1	-1	-1	+1	-1	+2	-1	-2				-1
All Stores	Sales	100.8%	102.5%	88.0%	102.5%	99.2%	99.9%	103.6%	97.3%	100.8%	%	%	%	99.3%
	Store Count	579	577	578	578	581	582	581	582	582				582
	Store Count (Last Year)	559	560	561	561	561	563	563	565	567				567

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

1. This month, domestic retail struggled by reactionary fall in the high irregular demands for Covid-19 in the previous year. The sales remained at the same level YoY until the 3rd week, however after the 25th, the negative reactionary impact became significant with the food hoarding trend associated with the event cancellation and refraining from going out in the previous year. There were two fewer holidays this month (2.3pt push-down).
2. At Don Quijote Co., Ltd. recovery was shown in product categories that had fallen due to Covid-19 in the previous year. In particular, beauty products grew broadly, such as cosmetics, skincare, haircare and sunscreen products.
3. At UNY Co., Ltd., clothing including school-related products, formal wear and accessories grew, with the increasing trend for going out and resumption of the events such as graduation ceremonies, welcome parties and etc.
4. Due to the high atmospheric pressure, the temperature remained high compared to the normal years. In Tokyo, it was 1.9°C higher than previous year and 4.3°C higher than normal years.

< Store openings in April >

- (1)Don Quijote : ①Apr. 23 「Don Quijote Tokamachi Store (Nigata Pref.)」 ②Apr. 28 「MEGA Don Quijote Tomigusuku Store (Okinawa Pref.)」
 ③Apr. 28 「Don Quijote Shimokitazawa Store (Tokyo Pref.)」
 (2)Conversion Store : ①Apr. 20 「PIAGO Konan Store (Aichi Pref.)」

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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%	%	%	%	89.1%
	Customer Traffic	88.8%	90.5%	82.0%	91.5%	91.7%	90.8%	91.4%	86.7%	90.3%	%	%	%	89.2%
	Average Spending	101.8%	100.6%	93.4%	99.3%	97.4%	98.1%	100.9%	102.2%	105.6%	%	%	%	99.8%
	Store Count	318	319	317	316	319	320	320	325	319				319
All Stores	Sales	92.9%	93.9%	79.1%	93.1%	91.6%	91.3%	94.3%	90.8%	98.2%	%	%	%	91.5%
	Home Appliances	103.6%	98.9%	82.6%	93.7%	96.4%	95.7%	100.1%	91.7%	98.5%	%	%	%	96.4%
	Household Goods	87.9%	88.9%	67.3%	89.1%	86.1%	86.4%	87.9%	84.9%	97.7%	%	%	%	85.9%
	Foods	96.9%	99.9%	87.2%	98.3%	97.8%	97.8%	100.1%	98.0%	97.4%	%	%	%	97.2%
	Watches & Fashion	99.5%	82.7%	78.2%	88.4%	82.9%	84.0%	78.8%	81.7%	99.3%	%	%	%	84.5%
	Sporting & Leisure	99.5%	107.1%	93.8%	94.5%	102.3%	93.6%	96.8%	97.0%	102.3%	%	%	%	98.9%
	Store Count	342	341	342	342	345	346	345	346	346				346
	Store Count (Last Year)	322	323	325	325	325	327	327	329	331				331

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%	%	%	%	103.8%
	Customer Traffic	99.3%	100.5%	96.4%	102.0%	98.5%	99.4%	99.1%	94.0%	98.4%	%	%	%	98.7%
	Average Spending	107.6%	107.0%	102.1%	107.7%	104.9%	104.8%	107.5%	104.1%	100.4%	%	%	%	105.1%
	Clothing	94.4%	92.1%	85.4%	113.3%	91.0%	101.6%	92.3%	90.9%	115.8%	%	%	%	97.1%
	Household Goods	108.9%	108.9%	83.7%	124.2%	107.5%	106.3%	109.5%	95.8%	95.9%	%	%	%	104.2%
	Foods	108.9%	110.1%	105.0%	106.6%	105.2%	104.1%	109.0%	99.5%	96.6%	%	%	%	105.0%
	Store Count	145	142	141	138	137	139	139	138	136				136
All Stores	Sales	92.4%	94.0%	86.0%	97.5%	91.5%	94.5%	97.6%	90.3%	92.7%	%	%	%	92.9%
	Store count	149	147	147	147	144	143	143	143	143				143
	Store count (Last Year)	173	172	169	168	165	162	162	161	157				157

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				48
	Store Count (Last Year)	19	20	22	24	26	29	29	30	34				34