

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

June 10, 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%		100.4%
	Customer Traffic	102.9%	95.9%	99.5%	102.3%	98.5%	99.9%	100.0%	95.7%	98.6%	98.5%	98.2%		99.1%
	Average Spending	99.4%	99.8%	100.6%	101.2%	100.3%	101.4%	101.5%	103.4%	102.9%	103.2%	101.1%		101.3%
	Store Count	545	551	547	549	549	556	560	559	557	563	565		565
	Holiday Count Gap (Day(s))	1	-1	0	1	-1	0	-1	0	1	1	-1		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%		101.9%
	Store Count	585	586	587	588	591	593	594	595	598	600	601		601
	Store Count (Last Year)	579	577	578	578	581	582	581	582	582	585	584		584

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

- The **4 domestic retail companies** saw both their discount store and GMS businesses bustling on weekends and holidays, especially at large stores, as covid-19 related restrictions were removed. Outdoor, leisure, travel-related, and bicycle sales grew. On the other hand, from the middle of the month onward, sales of food products declined as alternative demand for eating out slowed down. Sales for this month were 99.3% due to one less holiday (Saturday) than the previous year, but when combined with April, which had one more holiday (Saturday) than the previous year, the total was 100.4%, exceeding the previous year's result. The impact of one less holiday (Saturday) was -1.5 pts.
- In the **discount store business**, there was a marked recovery in figures at station-front stores nationwide, especially during the nighttime hours sales, after 9:00 p.m., growing by about 1.5 times. By category, sales of cosmetics, consumables, and summer seasonal products were strong, but the suburban MEGA format, which has a high percentage of food products, suffered a reactionary decline in demand for alternatives to eating out. As a result, the sales for the month landed at 99.8%, however, non-food sales were 102.2%, up from the previous year. The impact of one less holiday (Saturday) was -1.5 pts.
- In the **GMS business**, sales of food products, including fresh foods, daily necessities, and rice products declined since the situation of pandemic has calmed down and the stay-at-home demand shrank. Non-food products failed to offset the negative sales of food products and total sales landed at 98.1%. However, sales of clothing recovered due to expanded opportunities to go out. Sales of outerwear, loungewear, and a wide range of other items grew. In addition, school-related sales, such as gym clothes, swimsuits, and athletic shoes, grew as school events were held smoothly this year. The impact of one less holiday (Saturday) was -1.4 pts.

<New store openings in June>

(1) Don Quijote: ① June 17: Ogura-Uomachi (Fukuoka pref.), ② June 25: Munakata (Fukuoka pref.)

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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%		100.9%
	Customer Traffic	103.5%	95.5%	99.9%	103.0%	98.1%	100.0%	99.6%	94.9%	98.7%	98.7%	98.1%		99.1%
	Average Spending	99.9%	100.0%	101.1%	102.3%	100.9%	101.7%	102.0%	103.9%	103.5%	103.8%	101.7%		101.9%
	Home Appliances	93.5%	82.7%	89.9%	96.5%	87.4%	89.8%	93.5%	91.4%	93.5%	95.1%	91.3%		91.2%
	Household Goods	102.7%	97.4%	104.4%	108.1%	102.5%	105.7%	105.1%	101.2%	105.7%	106.6%	104.1%		104.0%
	Foods	106.7%	102.3%	104.2%	107.5%	100.3%	101.7%	100.1%	98.8%	102.3%	100.2%	97.1%		101.8%
	Watches & Fashion	96.5%	85.7%	92.3%	97.6%	96.7%	101.6%	105.3%	99.0%	102.2%	107.4%	107.3%		99.1%
	Sporting & Leisure	114.8%	86.6%	100.1%	108.3%	98.1%	107.2%	105.6%	96.4%	99.6%	101.3%	98.1%		101.2%
	Store Count	410	417	417	419	418	422	426	428	425	428	431		431
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%		104.5%
	Store Count	446	447	449	450	454	456	457	458	462	464	465		465
	Store Count (Last Year)	430	430	431	431	437	439	438	439	439	443	444		444

*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%		99.2%
	Customer Traffic	101.9%	96.9%	98.4%	100.9%	99.2%	99.7%	100.8%	97.5%	98.5%	98.0%	98.4%		99.1%
	Average Spending	98.2%	99.3%	99.6%	98.9%	99.1%	100.5%	100.5%	102.5%	101.3%	101.6%	99.7%		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%		96.6%
	Household Goods	98.8%	91.7%	93.5%	98.6%	94.3%	99.8%	103.3%	98.3%	99.6%	98.7%	98.2%		97.8%
	Foods	99.4%	99.6%	101.2%	101.7%	99.1%	100.0%	100.7%	102.3%	100.5%	99.2%	97.2%		100.0%
	Store Count	135	134	130	130	131	134	134	131	132	135	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%		96.3%
	Store Count	139	139	138	138	137	137	137	137	136	136	136		136
	Store Count (Last Year)	149	147	147	147	144	143	143	143	143	142	140		140

*3 UNY Co., Ltd.,

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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%		100.6%
	Customer Traffic	103.1%	94.7%	99.2%	103.0%	97.7%	100.2%	99.7%	94.6%	98.8%	99.3%	98.8%		99.0%
	Average Spending	99.1%	99.5%	100.3%	101.9%	100.8%	101.6%	102.0%	103.6%	103.6%	103.8%	101.7%		101.6%
	Store Count	325	332	329	330	331	333	335	336	333	336	339		339
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%		102.0%
	Home Appliances	93.1%	83.5%	89.3%	95.8%	89.5%	89.9%	94.4%	91.7%	94.5%	97.1%	92.8%		91.8%
	Household Goods	103.9%	98.6%	105.3%	109.3%	104.7%	107.7%	106.6%	103.0%	107.8%	110.2%	106.9%		105.8%
	Foods	108.3%	103.2%	103.7%	109.3%	101.3%	102.7%	100.4%	98.9%	104.2%	102.0%	98.2%		102.8%
	Watches & Fashion	95.5%	86.1%	91.8%	97.6%	96.4%	101.1%	105.5%	100.5%	103.5%	109.4%	108.7%		99.4%
	Sporting & Leisure	116.0%	88.4%	101.4%	110.2%	100.0%	109.2%	106.8%	97.4%	101.3%	104.5%	99.9%		102.9%
	Store Count	349	349	349	349	352	353	354	355	358	359	360		360
	Store Count (Last Year)	342	341	342	342	345	346	345	346	346	349	348		348

※ 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%		99.2%
	Customer Traffic	101.9%	96.9%	98.4%	100.9%	99.2%	99.7%	100.8%	97.5%	98.5%	98.0%	98.4%		99.1%
	Average Spending	98.2%	99.3%	99.6%	98.9%	99.1%	100.5%	100.5%	102.5%	101.3%	101.6%	99.7%		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%		96.6%
	Household Goods	98.8%	91.7%	93.5%	98.6%	94.3%	99.8%	103.3%	98.3%	99.6%	98.7%	98.2%		97.8%
	Foods	99.4%	99.6%	101.2%	101.7%	99.1%	100.0%	100.7%	102.3%	100.5%	99.2%	97.2%		100.0%
	Store Count	135	134	130	130	131	134	134	131	132	135	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%		96.3%
	Store Count	139	139	138	138	137	137	137	137	136	136	136		136
	Store Count (Last Year)	149	147	147	147	144	143	143	143	143	142	140		140

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
	Store Count (Last Year)	43	44	44	44	47	48	48	48	48	49	51		51