

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

June 10, 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%		107.3%
	Customer Traffic	100.7%	101.1%	100.3%	99.5%	101.4%	100.3%	100.1%	103.1%	103.1%	99.9%	100.4%		100.9%
	Average Spending	107.8%	107.9%	106.0%	107.5%	107.8%	104.4%	105.4%	106.1%	107.7%	105.1%	105.2%		106.4%
	Store Count	591	594	588	588	588	593	589	592	591	593	594		594
	Holiday Count Gap (Day(s))	0	0	0	-1	0	1	-1	1	2	-1	-1		0
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%		108.5%
	Store Count	617	618	620	617	617	619	619	619	619	623	628		628
	Store Count (Last Year)	604	605	604	606	606	610	610	609	609	613	613		613

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

- In **domestic retail**, the discount business is driving sales and customer volume due to strong sales of outdoor products, leisure and other holiday-related products. This year, there was one less Golden Week holiday compared to 2023, and the impact of this push down was -1.1%. In addition, last year, COVID-19 was downgraded to Class 5 infectious disease on May 8, which led to a recovery in human flow in urban areas.
- In **the discount store business**, all product categories increased YoY. Food products and daily consumables grew as a result of strengthened measures targeting majica members. In particular, sales of kitchenware, cooking supplies, and cleaning supplies grew during the month. Furthermore, a full year had passed since the end of COVID-19 emergency on May 8, but sales and customer numbers had continued to increase since that date. The negative impact of one less holiday on sales was -1.2%.
- In **the GMS business**, sales of casual apparel for young people increased over the previous year, but sales of innerwear and outerwear for men and women did not grow, resulting in a YoY decline. In the previous year, school-related sales grew as school events resumed, which led to a reactionary decline this year. These negative sales in apparel have pushed down the sales per customer. On the other hand, daily-use categories such as housing-related products and food products, for which price strategies are being strengthened, were all higher than the previous year. The negative impact of one less holiday on sales was -0.8%.

<New store openings in June>

- (1) Don Quijote: ①June 25, Don Quijote Neyagawa (Osaka pref.) , ②June 26, Don Quijote Azumino Inter (Nagano pref.),
 ③June 28, Kirakira Donki Hakata Marui (Fukuoka pref.), and 2 more stores.

Monthly Sales Report (Flash Numbers)

Fiscal Year Ending June, 2024

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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%		109.9%
	Customer Traffic	101.9%	102.6%	101.8%	100.6%	103.0%	101.8%	101.0%	103.3%	103.5%	99.9%	100.8%		101.8%
	Average Spending	109.0%	109.2%	107.7%	109.3%	109.8%	105.9%	106.8%	107.5%	109.0%	106.6%	107.1%		107.9%
	Home Appliances	113.3%	107.0%	102.8%	105.6%	113.9%	106.9%	106.5%	107.4%	109.5%	106.0%	104.6%		107.7%
	Household Goods	114.5%	117.1%	116.8%	115.3%	116.8%	111.5%	112.2%	115.9%	117.7%	111.2%	114.2%		114.7%
	Foods	108.0%	109.7%	106.0%	108.3%	109.5%	107.0%	104.7%	106.7%	109.9%	101.7%	103.3%		106.7%
	Watches & Fashion	111.8%	114.7%	110.7%	109.0%	115.4%	103.7%	109.3%	117.0%	113.2%	111.7%	111.9%		111.4%
	Sporting & Leisure	112.5%	109.9%	114.9%	108.5%	118.9%	109.6%	113.4%	119.5%	118.8%	111.8%	112.1%		113.1%
Store Count	460	463	459	459	459	462	460	462	461	462	463		463	
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%		112.0%
	Store Count	486	487	489	486	486	488	488	488	488	492	497		497
	Store Count (Last Year)	468	469	470	472	472	476	476	475	475	479	480		480

*2 Don Quijote Co., Ltd., Nagasaki 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%		100.6%
	Customer Traffic	97.8%	97.4%	96.7%	96.7%	97.5%	97.1%	98.1%	102.5%	102.2%	100.0%	99.4%		98.6%
	Average Spending	104.1%	104.1%	100.9%	102.4%	102.5%	100.6%	101.2%	102.0%	104.1%	100.9%	99.9%		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%		100.3%
	Household Goods	101.4%	100.9%	96.0%	98.5%	97.9%	95.9%	101.5%	108.5%	110.9%	104.1%	102.6%		101.1%
	Foods	99.8%	100.2%	97.8%	100.0%	99.1%	100.3%	98.8%	103.6%	106.7%	100.5%	100.0%		100.6%
	Store Count	131	131	129	129	129	131	129	130	130	131	131		131
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%		99.4%
	Store Count	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		133

*3 UNY Co., Ltd.,