



Monthly Sales Report (Flash Numbers) Fiscal Year Ending June, 2025

December 10, 2024

Domestic Retail Companies in Total *1		Calendar Year 2024						Calendar Year 2025						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	102.7%	109.4%	104.6%	103.9%	108.0%								105.7%
	Customer Traffic	98.5%	103.6%	101.6%	99.6%	102.5%								101.2%
	Average Spending	104.3%	105.6%	103.0%	104.4%	105.4%								104.5%
	Store Count	598	606	603	606	606								606
	Holiday Count Gap (Day(s))	-2	1	1	-1	0								-1
All Stores	Sales	104.2%	111.2%	106.4%	105.7%	109.9%								107.4%
	Store Count	632	633	634	634	635								635
	Store Count (Last Year)	617	618	620	617	617								617

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

- In the domestic retail businesses**, both the DS store and UNY business have delivered year-on-year growth in both sales and customer traffic. As the transition to the fall and winter seasons progressed, demand for seasonal products, which initially started slow, has gained significant momentum and contributed strongly to overall sales. Key categories such as apparel, bedding, seasonal food ingredients, kitchen supplies (including hot pot items), and consumables like heating products and personal care items have all seen notable growth.
- The DS store business** has seen a rise in demand for indoor-related products as temperatures dropped, driving increased interest in home activities. Fitness items such as protein and other supplements, along with hobby-related goods like puzzles and model building kits, showed strong performance. Categories such as bath products, hair care, and skincare have also continued to perform well, contributing to overall positive sales growth for the month.
- In the UNY business**, the strengthening of promotional efforts, including the Black Friday sale, has contributed to an increase in customer traffic. Fall and winter seasonal products have seen broad growth, driving sales across many categories. In the non-food sector, apparel items such as innerwear and outerwear, along with seasonal home appliances and bath products, have contributed to overall sales growth. In the food sector, reflecting the demand for hot pot and *Oden*, fresh produce, seafood, and processed fish products have shown strong performance.

<New stores opening in December>

(1) Don Quijote: ① December 13, Don Quijote Tsurumi Nishiguchi (Kanagawa Prefecture)



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Discount Store Business *2		Calendar Year 2024						Calendar Year 2025						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	104.0%	111.0%	105.6%	106.2%	109.2%								107.2%
	Customer Traffic	98.3%	104.1%	101.6%	99.9%	102.3%								101.2%
	Average Spending	105.7%	106.6%	104.0%	106.3%	106.8%								105.9%
	Home Appliances	96.6%	107.6%	100.3%	95.4%	92.6%								98.5%
	Household Goods	109.9%	114.6%	112.5%	112.8%	115.9%								113.1%
	Foods	101.3%	108.8%	101.0%	103.2%	106.8%								104.2%
	Watches & Fashion	106.3%	111.6%	108.1%	105.7%	110.2%								108.4%
	Sporting & Leisure	103.0%	114.2%	111.4%	113.3%	117.6%								111.5%
Store Count (Last Year)	468	476	475	478	478								478	
All Stores	Sales	106.0%	113.3%	107.9%	108.7%	111.7%								109.5%
	Store Count	501	502	503	503	504								504
	Store Count (Last Year)	486	487	489	486	486								486

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

UNY Business *3		Calendar Year 2024						Calendar Year 2025						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	98.8%	104.9%	101.6%	97.0%	104.5%								101.4%
	Customer Traffic	99.0%	102.4%	101.7%	98.7%	103.2%								100.9%
	Average Spending	99.8%	102.5%	100.0%	98.3%	101.3%								100.4%
	Clothing	89.8%	96.2%	100.7%	85.4%	105.1%								95.0%
	Household Goods	99.0%	105.5%	104.5%	96.7%	104.7%								102.1%
	Foods	100.6%	106.2%	101.2%	99.5%	104.3%								102.4%
Store Count	130	130	128	128	128								128	
All Stores	Sales	98.7%	104.8%	101.8%	97.1%	104.7%								101.4%
	Store Count	131	131	131	131	131								131
	Store Count (Last Year)	131	131	131	131	131								131

*3 UNY Co., Ltd.,