

## Monthly Sales Report (Flash Number)

Fiscal Year Ending June, 2024

November 10, 2023

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%									107.7%
	Customer Traffic	100.7%	101.1%	100.3%	99.5%									100.4%
	Average Spending	107.8%	107.9%	106.0%	107.5%									107.3%
	Store Count	591	594	588	588									588
	Holiday Count Gap (Day(s))	0	0	0	-1									-1
All Stores	Sales	109.8%	110.3%	107.4%	107.7%									108.8%
	Store Count	617	618	620	617									617
	Store Count (Last Year)	604	605	604	606									606

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

- Domestic retail** sales exceeded the prior year. The discount store business continues to drive domestic retail sales. Excluding the impact of one less holiday, the number of customers also exceeded the previous year's level and continues to be strong. The impact of one less holiday was -1.4%.
- The **discount store business** continued to exceed the previous year in all product categories. In food products, sales of ice cream, beverages, and cold foods continued to increase, as well as taste of autumn products such as baked sweet potatoes. Moreover, the release of popular game software contributed to sales of home electronics products during the month. In addition, sales of health and beauty products, such as protein and supplements, increased. The impact of one less holiday was -1.5%.
- In the **GMS business**, existing store sales exceeded the previous year's level, when excluding the impact of one less holiday. In food products, sales of fruits and vegetables grew, and cosmetics sales grew in response to demand for going out. On the other hand, sales of winter seasonal products did not grow. Winter clothing, bedding, and humidifiers are off to a slow start. The impact of one less holiday was -1.3%.

<New store openings in November>

(1)Don Quijote : ①Nov 7 Tsurugashima (Saitama pref.), ② Nov 22 Keikyu Kamata (Tokyo)

## Monthly Sales Report (Flash Number)

### Fiscal Year Ending June, 2023

November 10, 2023

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%									110.7%
	Customer Traffic	101.9%	102.6%	101.8%	100.6%									101.7%
	Average Spending	109.0%	109.2%	107.7%	109.3%									108.8%
	Home Appliances	113.3%	107.0%	102.8%	105.6%									107.5%
	Household Goods	114.5%	117.1%	116.8%	115.3%									115.9%
	Foods	108.0%	109.7%	106.0%	108.3%									108.0%
	Watches & Fashion	111.8%	114.7%	110.7%	109.0%									111.6%
	Sporting & Leisure	112.5%	109.9%	114.9%	108.5%									111.2%
	Store Count	460	463	459	459									459
All Stores	Sales	113.4%	114.3%	111.6%	111.6%									112.8%
	Store Count	486	487	489	486									486
	Store Count (Last Year)	468	469	470	472									472

\*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%									100.0%
	Customer Traffic	97.8%	97.4%	96.7%	96.7%									97.2%
	Average Spending	104.1%	104.1%	100.9%	102.4%									102.9%
	Clothing	114.1%	110.8%	98.2%	95.1%									104.2%
	Household Goods	101.4%	100.9%	96.0%	98.5%									99.4%
	Foods	99.8%	100.2%	97.8%	100.0%									99.4%
	Store Count	131	131	129	129									129
All Stores	Sales	100.2%	99.8%	96.3%	97.7%									98.5%
	Store Count	131	131	131	131									131
	Store Count (Last Year)	136	136	134	134									134

\*3 UNY Co., Ltd.,