

Monthly Sales Report (Flash Number)
FY June 2020. Five Retail Companies in Japan
(Supplementary Slide)

5 Domestic Retail Companies in Total *		2020			
		March	April	May	June
Comparable Stores	Sales	94.7%	94.5%	103.0%	99.5%
	Store Count	512	512	514	522
	Holiday Count Gap (Day(s))	(1)	(1)	1	(2)
All Stores	Sales	95.1%	96.6%	105.9%	102.4%
	Store Count	567	570	572	575
	Store Count (Last Year)	563	557	557	559

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

1. Sales at five domestic retail companies declined 0.5% year-on-year, covering the negative impact of two-day-less holiday and nationwide poor weather condition, as sales of daily necessities stabilized.
2. Don Quijote Co., Ltd. delivered positive domestic sales despite two-day-less holiday following the previous month, although evaporation of tax-free sales (equivalent to 9.7% of total sales) is ongoing.
3. UNY Co., Ltd. continuously showed good sales momentum, with sales growing significantly in all categories which are clothing, household goods and food.
4. PPIH's financial results announcement for the fiscal year ending June 2020 is scheduled on August 12.

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Monthly Sales Report (Flash Number)

Fiscal Year Ending June, 2020. Don Quijote Co., Ltd.



July 10, 2020.

Don Quijote Co., Ltd.		Calendar Year 2019						1H	Calendar Year 2020						2H	Full Year
		July	August	September	October	November	December		January	February	March	April	May	June		
Comp. Stores	Sales	95.7%	101.1%	113.0%	93.1%	97.8%	96.6%	99.3%	99.2%	101.2%	87.9%	89.8%	97.0%	90.6%	94.1%	97.1%
	Customer Traffic	96.5%	102.8%	107.6%	94.5%	97.7%	97.3%	99.3%	98.4%	104.7%	95.8%	92.0%	92.6%	89.5%	95.3%	97.3%
	Average Spending	99.1%	98.3%	105.0%	98.4%	100.2%	99.3%	100.1%	100.9%	96.7%	91.8%	97.6%	104.7%	101.2%	98.7%	99.8%
	Store Count	297	302	296	307	309	310	310	313	314	315	314	315	315	315	315
	Holiday Count Gap (Day(s))	(1)	2	(1)	1	1	(2)	0	0	2	(1)	(1)	1	(2)	(1)	(1)
All Stores	Sales	98.5%	103.5%	115.7%	95.2%	99.3%	97.9%	102.9%	100.9%	101.8%	88.6%	91.1%	98.4%	93.3%	96.0%	99.5%
	Home Appliances	94.5%	105.3%	109.4%	93.3%	94.4%	91.4%	99.1%	94.3%	98.5%	88.7%	95.6%	110.2%	114.2%	98.5%	98.8%
	Household Goods	97.8%	102.9%	123.7%	90.6%	97.3%	99.2%	102.2%	102.6%	100.8%	82.2%	93.9%	94.9%	84.9%	93.2%	97.7%
	Foods	105.9%	106.9%	120.3%	102.1%	104.1%	103.2%	109.7%	103.2%	107.8%	99.7%	101.7%	106.1%	95.9%	103.4%	106.5%
	Watches & Fashion	94.4%	99.8%	102.6%	93.2%	97.0%	92.9%	97.7%	98.3%	92.2%	75.6%	63.8%	80.1%	86.3%	82.7%	90.5%
	Sporting & Leisure	86.1%	99.2%	105.0%	91.7%	97.2%	94.4%	95.7%	101.5%	104.3%	93.5%	96.5%	111.8%	108.9%	102.6%	98.7%
	Others	104.9%	109.4%	134.9%	87.5%	97.5%	103.9%	107.1%	104.2%	109.2%	99.8%	97.0%	104.2%	99.6%	102.4%	104.8%
	Store Count	322	323	325	325	325	327	327	327	329	331	334	336	339	339	339
Store Count (Last Year)	314	319	320	321	324	325	325	326	327	327	322	322	322	322	322	

<Don Quijote Co., Ltd.>

Same store sales excluding tax-free stood at 100.3% year-on-year (Traffic: 91.3%, Spending: 109.9%).

Although stay-at-home spending shrank with the lift of state of emergency, the demand for sanitary goods such as masks remained high. Fans and cooling products grew for heat stroke prevention in this "With Corona" era.

1. Temperature rose and the weather became cheerful as midsummer in early June. After the middle of the month, with seasonal rain front becoming active, there were areas where heavy rain hit mainly around western Japan.
2. Sales trend by product category :
 - Home electronics : Seasonal electric appliances such as fan and air conditioner recorded high sales growth. TV and microwave oven also grew.
 - Miscellaneous household goods : Hygiene items such as masks and hand soaps were popular continuously. Cooking utensils such as frying pans contributed.
 - Foods : Seasonings such as vinegar and daily delivered food such as milk became strong.
 - Watches & Fashion goods : Apparels and bags struggled whereas heated cigarettes were good.
 - Sporting & Leisure goods : Outdoor leisure goods such as fireworks, barbecue equipment and bicycles grew. Popular comic goods (badges and stationery) contributed in toy category.
3. Fiscal year ending June 2020 was closed as of this month. 18 new stores opened and 1 store closed during the fiscal year, resulting in 339 store count at the end of the fiscal year.
4. There is no store opening in July.

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Monthly Sales Report (Flash Number)

Fiscal Year Ending June, 2020. UNY Co., Ltd.



July 10, 2020.

UNY Co., Ltd.		Calendar Year 2019						1H	Calendar Year 2020						2H	Full Year
		July	August	September	October	November	December		January	February	March	April	May	June		
Comp. Stores	Sales	94.1%	102.7%	104.0%	96.5%	102.6%	99.3%	99.8%	100.8%	108.7%	101.8%	97.2%	106.4%	109.2%	103.9%	101.7%
	Customer Traffic	94.5%	101.1%	102.0%	96.7%	101.2%	99.4%	99.1%	100.6%	107.3%	97.8%	91.1%	98.0%	101.8%	99.4%	99.2%
	Average Spending	99.5%	101.6%	102.0%	99.8%	101.4%	100.0%	100.7%	100.1%	101.3%	104.1%	106.7%	108.5%	107.3%	104.6%	102.5%
	Clothing	89.8%	113.8%	110.4%	90.9%	106.4%	97.6%	100.6%	99.1%	108.5%	78.2%	50.8%	78.6%	112.0%	86.6%	94.0%
	Household Goods	94.2%	105.6%	129.2%	86.5%	102.6%	97.3%	101.5%	103.4%	115.8%	103.5%	96.2%	110.0%	120.0%	108.2%	104.5%
	Foods	94.9%	100.7%	99.2%	99.4%	101.8%	100.0%	99.3%	100.7%	107.7%	106.0%	106.7%	111.2%	106.5%	106.4%	102.6%
	Store Count	168	166	161	160	158	157	157	153	149	148	147	145	144	144	144
	Holiday Count Gap (Day(s))	(1)	2	(1)	1	1	(2)	0	0	2	(1)	(1)	1	(2)	(1)	(1)
All Stores	Sales	86.4%	93.4%	93.0%	84.7%	89.9%	86.2%	88.8%	85.8%	93.4%	86.1%	82.1%	91.0%	93.3%	88.5%	88.7%
	Store count	173	172	169	168	165	162	162	162	161	157	155	151	150	150	150
	Store count (Last Year)	192	192	190	190	188	188	188	186	183	182	178	177	176	176	176

UD Retail Co., Ltd.

Store Count (All stores)	19	20	22	24	26	29	29	29	30	34	36	40	41	41	41
Store Count (Last Year)	6	6	6	6	6	6	6	6	9	10	13	14	16	16	16

※MEGA Don Quijote UNY, and Don Quijote UNY stores format operator

<UNY Co., Ltd.>

(Sales overview)

Clothing and household goods made a double digit growth by capturing summer demand. With food also exceeded the sales of previous year, all categories progressed smoothly. Full year SSS grew by 1.7%.

(Details)

Women's clothing, underwear, socks and loungewear for summer led sales as temperature rose while formal wear and children's swimwear struggled in clothing segment.

Laundry goods, kitchen goods, home appliances such as rice cookers and electric grills, bedding for summer, toys such as puzzles and video games contributed in household goods segment.

Fresh foods performed well. Soda, seasonings and processed foods such as ramen grew in food segment.

*Monthly sales for UNY closed its book every 20th of the month until November 2018. Book closing date changed to the end of the month from December 2018.

UNY changed its book closing month from February to June. Full year results for UNY will be 16 months, run from March 1, 2019 to June 30, 2020. This monthly sales report is from July, 2019 to June, 2020.

<UD Retail Co., Ltd.>

Conversion store in June : 1

Conversion store in July : 1 (Piago Kaguyama Store in Aichi pref. will be reopened at the end of July.)

Store opening in July : 1 (Don Quijote Apita Utsunomiya store in Tochigi pref. will be opened on July 17, on the second floor of Apita Utsunomiya store)