



**Monthly Sales Report (Flash number)**  
**Fiscal year ending February, 2019. UNY Co., Ltd.**



| UNY Co., Ltd. |                         | Calendar Year 2018 |        |        |        |        |        | 1H     | Calendar Year 2018 |         |          |          | Calendar Year 2019 |          | 2H     | Full Year |
|---------------|-------------------------|--------------------|--------|--------|--------|--------|--------|--------|--------------------|---------|----------|----------|--------------------|----------|--------|-----------|
|               |                         | March              | April  | May    | June   | July   | August |        | September          | October | November | December | January            | February |        |           |
| Comp. Stores  | Sales (Adjusted)        | 100.5%             | 99.6%  | 100.4% | 101.0% | 103.9% | 102.0% | 101.3% | 101.8%             | 101.1%  | 98.7%    | 100.2%   | 100.2%             | 99.1%    | 100.2% | 100.7%    |
|               | Clothing                | 105.0%             | 104.4% | 99.5%  | 99.8%  | 102.5% | 100.8% | 101.9% | 100.9%             | 93.6%   | 95.2%    | 101.2%   | 102.4%             | 104.0%   | 99.4%  | 100.6%    |
|               | Household Goods         | 99.6%              | 99.0%  | 102.0% | 101.1% | 104.4% | 101.9% | 101.5% | 102.6%             | 100.5%  | 99.0%    | 101.2%   | 102.6%             | 97.5%    | 100.7% | 101.0%    |
|               | Foods                   | 99.9%              | 98.8%  | 100.3% | 101.3% | 104.1% | 102.3% | 101.1% | 101.9%             | 102.8%  | 99.3%    | 99.8%    | 99.3%              | 98.7%    | 100.2% | 100.6%    |
|               | Sales(w/o Adjustment)   | 98.6%              | 101.1% | 102.0% | 98.6%  | 105.0% | 101.4% | 101.1% | 101.8%             | 103.0%  | 98.2%    | 100.2%   | 99.5%              | 98.9%    | 100.2% | 100.6%    |
|               | Customer Traffic        | 97.7%              | 100.8% | 101.1% | 98.0%  | 102.6% | 101.0% | 100.2% | 100.1%             | 100.6%  | 98.9%    | 99.6%    | 99.6%              | 99.5%    | 99.7%  | 99.9%     |
|               | Average Spending        | 101.1%             | 100.4% | 101.0% | 100.6% | 102.4% | 100.5% | 101.1% | 101.7%             | 102.4%  | 99.3%    | 100.6%   | 99.8%              | 99.5%    | 100.5% | 100.7%    |
|               | Store count             | 189                | 189    | 190    | 190    | 190    | 190    | 190    | 189                | 188     | 186      | 187      | 181                | 178      | 178    | 178       |
| All Stores    | Sales                   | 92.5%              | 95.5%  | 96.4%  | 92.6%  | 99.7%  | 96.2%  | 95.5%  | 99.0%              | 99.7%   | 95.0%    | 96.6%    | 97.0%              | 96.4%    | 97.2%  | 96.3%     |
|               | Store count             | 191                | 192    | 192    | 192    | 192    | 192    | 192    | 191                | 190     | 188      | 188      | 182                | 183      | 183    | 183       |
|               | Store count (Last Year) | 210                | 209    | 209    | 207    | 205    | 201    | 201    | 201                | 200     | 198      | 198      | 192                | 191      | 191    | 191       |

**UD Retail Co., Ltd.**

|     |             |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|-----|-------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| UDR | Store count | 4 | 6 | 6 | 6 | 6 | 6 | 6 | 6 | 6 | 6 | 6 | 6 | 9 | 9 | 9 |
|-----|-------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|

※UDR : UD Retail Co., Ltd. (MEGA Don Quijote UNY format Operator)

<UNY Co., Ltd.>

(Sales overview in February)

Although the sales for household goods and food were soft, clothing was strong and took the lead.

(Details)

Women's outer and inner wear were strong backed by clearance sale in clothing segment.

Kitchen goods and storage boxes were contributors in household goods segment.

Though vegetables sales were affected by lower market price than last year due to high temperature, the sales for fish, meat and fruits went up sharply for food segment.

<UD Retail Co., Ltd.>

(Conversion stores in March)

1. Piago Denpouji store in Aichi pref. will be reopened as "MEGA Don Quijote UNY Denpouji store" on 27.

\*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.

\*Pan Pacific International Holdings Corporation took over 100% share of UD Retail from UNY on February, 28, 2019.