

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

April 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%				107.8%
	Customer Traffic	100.7%	101.1%	100.3%	99.5%	101.4%	100.3%	100.1%	103.1%	103.1%				101.0%
	Average Spending	107.8%	107.9%	106.0%	107.5%	107.8%	104.4%	105.4%	106.1%	107.7%				106.7%
	Store Count	591	594	588	588	588	593	589	592	591				591
	Holiday Count Gap (Day(s))	0	0	0	-1	0	1	-1	1	2				2
All Stores	Sales	109.8%	110.3%	107.4%	107.7%	110.2%	105.7%	105.9%	110.0%	112.8%				108.8%
	Store Count	617	618	620	617	617	619	619	619	619				619
	Store Count (Last Year)	604	605	604	606	606	610	610	609	609				609

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

- In **domestic retail**, both businesses together recorded YoY growth in sales and customer numbers. In this month, sales of car accessories, bicycles and travel accessories grew in line with the increase in opportunities to go out on weekends and spring holidays for excursions, trips and outings. In addition, at the end of the month, the cherry blossoms bloomed in many parts of the country, and demand related to hanami (cherry blossom viewing) was brisk. Sales grew in alcoholic beverages, confectionery and holiday consumables. This year, there were two more holidays (Saturdays and Sundays) compared to the previous year, pushing up sales by +3.3%.
- The Discount Store business** continues to perform well in all categories. In this month, sales increased in a wide range of products such as cooking appliances, household appliances, storage products and kitchenware. Demand was boosted by a series of lifestyle changes and relocations in preparation for new lifestyles starting in April. (In Japan, the fiscal/academic year starts in April.) Furthermore, demand for party goods and giveaways is expanding due to an increase in gatherings and events such as graduations and farewell parties. The impact of two more holidays (Saturday and Sunday) was +3.3%.
- In **the GMS business**, sales have recovered in line with an improvement in the number of customers visiting shops. In food products, there has been growth in a wide range of general and fresh food products, such as rice, daily necessities, seasonings, meat and vegetables. In the housing sector, sales grew in daily consumables and sundries, such as paper products, detergents and kitchenware. The impact of two more holidays (Saturday and Sunday) was +3.2%.

<New store openings in April>

(1) Don Quijote: ①April 2, Kaizuka (Osaka pref.) , ②April 16, Uguisudani (Tokyo), ③April 23, Kirakira Donki Yokohama World Porters (Kanagawa pref.), and 1 more store

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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%				110.5%
	Customer Traffic	101.9%	102.6%	101.8%	100.6%	103.0%	101.8%	101.0%	103.3%	103.5%				102.1%
	Average Spending	109.0%	109.2%	107.7%	109.3%	109.8%	105.9%	106.8%	107.5%	109.0%				108.2%
	Home Appliances	113.3%	107.0%	102.8%	105.6%	113.9%	106.9%	106.5%	107.4%	109.5%				108.1%
	Household Goods	114.5%	117.1%	116.8%	115.3%	116.8%	111.5%	112.2%	115.9%	117.7%				115.2%
	Foods	108.0%	109.7%	106.0%	108.3%	109.5%	107.0%	104.7%	106.7%	109.9%				107.7%
	Watches & Fashion	111.8%	114.7%	110.7%	109.0%	115.4%	103.7%	109.3%	117.0%	113.2%				111.3%
	Sporting & Leisure	112.5%	109.9%	114.9%	108.5%	118.9%	109.6%	113.4%	119.5%	118.8%				113.3%
Store Count	460	463	459	459	459	462	460	462	461				461	
All Stores	Sales	113.4%	114.3%	111.6%	111.6%	115.0%	109.6%	109.3%	112.7%	115.4%				112.5%
	Store Count	486	487	489	486	486	488	488	488	488				488
	Store Count (Last Year)	468	469	470	472	472	476	476	475	475				475

\*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%				100.7%
	Customer Traffic	97.8%	97.4%	96.7%	96.7%	97.5%	97.1%	98.1%	102.5%	102.2%				98.4%
	Average Spending	104.1%	104.1%	100.9%	102.4%	102.5%	100.6%	101.2%	102.0%	104.1%				102.3%
	Clothing	114.1%	110.8%	98.2%	95.1%	107.5%	87.3%	100.1%	107.6%	99.6%				101.3%
	Household Goods	101.4%	100.9%	96.0%	98.5%	97.9%	95.9%	101.5%	108.5%	110.9%				100.7%
	Foods	99.8%	100.2%	97.8%	100.0%	99.1%	100.3%	98.8%	103.6%	106.7%				100.7%
	Store Count	131	131	129	129	129	131	129	130	130				130
All Stores	Sales	100.2%	99.8%	96.3%	97.7%	98.7%	96.3%	97.3%	102.6%	105.7%				99.3%
	Store Count	131	131	131	131	131	131	131	131	131				131
	Store Count (Last Year)	136	136	134	134	134	134	134	134	134				134

\*3 UNY Co., Ltd.,