

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

May 13, 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%	105.0%			107.5%
	Customer Traffic	100.7%	101.1%	100.3%	99.5%	101.4%	100.3%	100.1%	103.1%	103.1%	99.9%			100.9%
	Average Spending	107.8%	107.9%	106.0%	107.5%	107.8%	104.4%	105.4%	106.1%	107.7%	105.1%			106.5%
	Store Count	591	594	588	588	588	593	589	592	591	593			593
	Holiday Count Gap (Day(s))	0	0	0	-1	0	1	-1	1	2	-1			1
All Stores	Sales	109.8%	110.3%	107.4%	107.7%	110.2%	105.7%	105.9%	110.0%	112.8%	106.9%			108.6%
	Store Count	617	618	620	617	617	619	619	619	619	623			623
	Store Count (Last Year)	604	605	604	606	606	610	610	609	609	613			613

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

- In **domestic retail**, all product categories exceeded the previous year's sales. In addition, the number of customers exceeded the previous year's level after taking into account the unfavorable impact of the holidays. The current consumption trend was strong with both sales and customer counts remaining unchanged. In this April, there were two fewer holidays (Saturday and Sunday) and one more weekday holiday (Showa Day) than in the previous year. The impact on sales was -2.3% and the impact on the number of customers was -2.1%.
- In **the discount store business**, sales of outdoor and leisure-related items, clothing accessories, and cosmetic accessories were strong in this month due to increased opportunities to go out, such as spring break and major holidays. Items used in indoor entertainment including analog games, hobby-related items, and puzzles contributed to sales growth. As the weather continued to be sunny ahead of the season, sales of seasonal home appliances, bedding, cool-tasting food products, and ice cream grew. The impact of one less holiday was -2.6%.
- In **the GMS business**, growth in housing-related and other daily-use categories such as consumables (paper products, detergents, and items for use in the bathroom) and sundries (kitchenware and cooking supplies) were strong. Sales of many food items such as onions, cabbage, and carrots, exceeded the previous year's levels. Sales of processed foods and food items delivered daily also performed well. The impact of one less holiday was -2.0%.

<New store openings in May>

(1) Don Quijote: ①May 27, Uenoshiba (Osaka pref.) , ②May 28, Shin-Shizuoka Ekimae (Shizuoka pref.), ③May 29, Tsubame (Niigata pref.), and 2 more stores.

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

May 13, 2024

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%	106.5%			110.1%
	Customer Traffic	101.9%	102.6%	101.8%	100.6%	103.0%	101.8%	101.0%	103.3%	103.5%	99.9%			101.9%
	Average Spending	109.0%	109.2%	107.7%	109.3%	109.8%	105.9%	106.8%	107.5%	109.0%	106.6%			108.0%
	Home Appliances	113.3%	107.0%	102.8%	105.6%	113.9%	106.9%	106.5%	107.4%	109.5%	106.0%			107.9%
	Household Goods	114.5%	117.1%	116.8%	115.3%	116.8%	111.5%	112.2%	115.9%	117.7%	111.2%			114.8%
	Foods	108.0%	109.7%	106.0%	108.3%	109.5%	107.0%	104.7%	106.7%	109.9%	101.7%			107.1%
	Watches & Fashion	111.8%	114.7%	110.7%	109.0%	115.4%	103.7%	109.3%	117.0%	113.2%	111.7%			111.3%
	Sporting & Leisure	112.5%	109.9%	114.9%	108.5%	118.9%	109.6%	113.4%	119.5%	118.8%	111.8%			113.2%
Store Count	460	463	459	459	459	462	460	462	461	462			462	
All Stores	Sales	113.4%	114.3%	111.6%	111.6%	115.0%	109.6%	109.3%	112.7%	115.4%	109.2%			112.1%
	Store Count	486	487	489	486	486	488	488	488	488	492			492
	Store Count (Last Year)	468	469	470	472	472	476	476	475	475	479			479

*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%	99.9%	97.7%	99.3%	104.6%	106.3%	100.9%			100.7%
	Customer Traffic	97.8%	97.4%	96.7%	96.7%	97.5%	97.1%	98.1%	102.5%	102.2%	100.0%			98.5%
	Average Spending	104.1%	104.1%	100.9%	102.4%	102.5%	100.6%	101.2%	102.0%	104.1%	100.9%			102.2%
	Clothing	114.1%	110.8%	98.2%	95.1%	107.5%	87.3%	100.1%	107.6%	99.6%	100.1%			101.1%
	Household Goods	101.4%	100.9%	96.0%	98.5%	97.9%	95.9%	101.5%	108.5%	110.9%	104.1%			101.0%
	Foods	99.8%	100.2%	97.8%	100.0%	99.1%	100.3%	98.8%	103.6%	106.7%	100.5%			100.6%
Store Count	131	131	129	129	129	131	129	130	130	131			131	
All Stores	Sales	100.2%	99.8%	96.3%	97.7%	98.7%	96.3%	97.3%	102.6%	105.7%	100.5%			99.4%
	Store Count	131	131	131	131	131	131	131	131	131	131			131
	Store Count (Last Year)	136	136	134	134	134	134	134	134	134	134			134

*3 UNY Co., Ltd.,