

Monthly Sales Report (Flash Numbers) Fiscal Year Ending June, 2025

May 14, 2025

Domestic Retail Companies in Total *1		Calendar Year 2024						Calendar Year 2025						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	102.7%	109.4%	104.6%	103.9%	108.0%	105.8%	106.7%	105.2%	105.9%	106.3%			105.9%
	Customer Traffic	98.5%	103.6%	101.6%	99.6%	102.5%	101.2%	101.5%	100.0%	101.3%	101.3%			101.1%
	Average Spending	104.3%	105.6%	103.0%	104.4%	105.4%	104.5%	105.2%	105.2%	104.6%	104.9%			104.7%
	Store Count	598	606	603	606	606	609	605	610	609	611			611
	Holiday Count Gap (Day(s))	-2	1	1	-1	0	-1	0	0	0	0			-2
All Stores	Sales	104.2%	111.2%	106.4%	105.7%	109.9%	107.4%	108.8%	107.3%	107.6%	107.3%			107.6%
	Store Count	632	633	634	634	635	636	636	639	638	640			640
	Store Count (Last Year)	617	618	620	617	617	619	619	619	619	623			623

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

- In **the domestic retail business**, both DS and UNY recorded YoY increases in sales and customer traffic. Although there was a temporary dip in early April due to a rebound effect from bulk buying in March, categories such as rice, snacks, and skincare contributed positively to overall sales. Sales of a popular gaming console were impacted by consumers holding off on purchases in anticipation of the upcoming next-generation model, resulting in a 0.5% drag on overall performance.
- In **the DS business**, beauty serums, creams, and face masks that gained popularity through social media and word of mouth contributed significantly to sales. Massage devices and fitness products, designed for convenient at-home relaxation, continued to perform well. The aforementioned gaming console had a negative impact of 0.6% on DS sales, while home electronics experienced a 7.8% decline.
- In **the UNY business**, food sales led overall performance, with strong results particularly in ready-to-eat fresh sushi and deli items. In the non-food segment, where product assortment is being enhanced, in-bath items and cooking utensils continued to perform well, and sales of bags also showed notable growth. The aforementioned gaming console had a negative impact of 0.5% on UNY sales, while housing-related products experienced a 3.4% decline.

<New stores opening in May>

(1) Don Quijote: ① May 21, Don Quijote Uzumasa Tenjingawa (Kyoto Prefecture), and 1 more store



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Discount Store Business *2		Calendar Year 2024						Calendar Year 2025						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	104.0%	111.0%	105.6%	106.2%	109.2%	106.6%	108.2%	106.1%	106.6%	107.7%			107.1%
	Customer Traffic	98.3%	104.1%	101.6%	99.9%	102.3%	101.0%	102.0%	100.3%	101.0%	101.7%			101.2%
	Average Spending	105.7%	106.6%	104.0%	106.3%	106.8%	105.6%	106.1%	105.8%	105.5%	105.9%			105.8%
	Home Appliances	96.6%	107.6%	100.3%	95.4%	92.6%	97.5%	99.4%	93.2%	97.2%	92.1%			97.4%
	Household Goods	109.9%	114.6%	112.5%	112.8%	115.9%	112.1%	113.0%	110.9%	108.9%	113.6%			112.4%
	Foods	101.3%	108.8%	101.0%	103.2%	106.8%	104.5%	106.5%	105.8%	107.8%	107.2%			105.3%
	Watches & Fashion	106.3%	111.6%	108.1%	105.7%	110.2%	106.9%	107.0%	102.6%	102.5%	104.2%			106.5%
	Sporting & Leisure	103.0%	114.2%	111.4%	113.3%	117.6%	112.0%	116.3%	111.7%	108.7%	110.6%			111.7%
	Store Count (Last Year)	468	476	475	478	478	478	476	481	480	482			482
All Stores	Sales	106.0%	113.3%	107.9%	108.7%	111.7%	108.9%	111.0%	109.0%	108.9%	109.5%			109.5%
	Store Count	501	502	503	503	504	505	505	508	508	510			510
	Store Count (Last Year)	486	487	489	486	486	488	488	488	488	492			492

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

UNY Business *3		Calendar Year 2024						Calendar Year 2025						Full Year
		July	August	September	October	November	December	January	February	March	April	May	June	
Comp. Stores	Sales	98.8%	104.9%	101.6%	97.0%	104.5%	103.5%	102.2%	102.4%	103.9%	102.0%			102.1%
	Customer Traffic	99.0%	102.4%	101.7%	98.7%	103.2%	101.8%	100.1%	99.0%	101.9%	100.4%			100.8%
	Average Spending	99.8%	102.5%	100.0%	98.3%	101.3%	101.7%	102.1%	103.3%	101.9%	101.7%			101.3%
	Clothing	89.8%	96.2%	100.7%	85.4%	105.1%	105.4%	96.3%	98.1%	103.5%	95.2%			97.5%
	Household Goods	99.0%	105.5%	104.5%	96.7%	104.7%	103.7%	102.2%	103.0%	104.4%	100.4%			102.5%
	Foods	100.6%	106.2%	101.2%	99.5%	104.3%	103.2%	103.3%	102.9%	103.9%	102.9%			102.9%
	Store Count	130	130	128	128	128	131	129	129	129	129			129
All Stores	Sales	98.7%	104.8%	101.8%	97.1%	104.7%	103.5%	102.3%	102.3%	103.7%	100.5%			102.0%
	Store Count	131	131	131	131	131	131	131	131	130	130			130
	Store Count (Last Year)	131	131	131	131	131	131	131	131	131	131			131

*3 UNY Co., Ltd.,