

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

June 10, 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%	107.7%		106.0%
	Customer Traffic	98.5%	103.6%	101.6%	99.6%	102.5%	101.2%	101.5%	100.0%	101.3%	101.3%	102.6%		101.2%
	Average Spending	104.3%	105.6%	103.0%	104.4%	105.4%	104.5%	105.2%	105.2%	104.6%	104.9%	105.0%		104.7%
	Store Count	598	606	603	606	606	609	605	610	609	611	612		612
	Holiday Count Gap (Day(s))	-2	1	1	-1	0	-1	0	0	0	0	1		-1
All Stores	Sales	104.2%	111.2%	106.4%	105.7%	109.9%	107.4%	108.8%	107.3%	107.6%	107.3%	108.8%		107.7%
	Store Count	632	633	634	634	635	636	636	639	638	640	642		642
	Store Count (Last Year)	617	618	620	617	617	619	619	619	619	623	628		628

*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. In May, demand for going out remained strong even after the long holiday period, driving solid performance in apparel and cosmetics. Food and daily consumables also contributed positively to overall sales. The additional Saturday this year compared to last year provided a 1.6% boost to performance.
- In **the DS business**, limited-edition character merchandise, T-shirts, and stuffed toys in collaboration with popular games and anime contributed significantly to sales. UV protection and skincare products, such as sunscreens and beauty serums, also performed well, capturing seasonal demand. The additional Saturday contributed a 1.7% boost, while sales of gaming consoles had a negative impact of 9.7% on home electronics.
- In **the UNY business**, apparel outperformed the previous year, supported by strong sales in both innerwear and outerwear, as well as bags. In the non-food segment, where product assortment is being enhanced, kitchen appliances and utensils contributed positively, along with pet supplies and bedding, which also saw growth. The additional Saturday provided a 1.4% boost, while gaming consoles had a negative impact of 2.8% on housing-related products.

<New stores opening in June>

(1) Don Quijote: ① Don Quijote Chitose (Hokkaido Prefecture), ② Don Quijote Ohashi Ekimae (Fukuoka Prefecture), ③ Don Quijote Moriya (Ibaraki Prefecture), ④ Don Quijote Kyoto Fushimi (Kyoto Prefecture), ⑤ Don Quijote Kokusai-dori Kumoji (Okinawa Prefecture), ⑥ Don Quijote Sakaihigashi Ekimae (Osaka Prefecture), and 7 more stores



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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%	108.8%		107.3%
	Customer Traffic	98.3%	104.1%	101.6%	99.9%	102.3%	101.0%	102.0%	100.3%	101.0%	101.7%	102.8%		101.4%
	Average Spending	105.7%	106.6%	104.0%	106.3%	106.8%	105.6%	106.1%	105.8%	105.5%	105.9%	105.8%		105.9%
	Home Appliances	96.6%	107.6%	100.3%	95.4%	92.6%	97.5%	99.4%	93.2%	97.2%	92.1%	97.5%		97.4%
	Household Goods	109.9%	114.6%	112.5%	112.8%	115.9%	112.1%	113.0%	110.9%	108.9%	113.6%	113.9%		112.5%
	Foods	101.3%	108.8%	101.0%	103.2%	106.8%	104.5%	106.5%	105.8%	107.8%	107.2%	108.6%		105.6%
	Watches & Fashion	106.3%	111.6%	108.1%	105.7%	110.2%	106.9%	107.0%	102.6%	102.5%	104.2%	105.0%		106.4%
	Sporting & Leisure	103.0%	114.2%	111.4%	113.3%	117.6%	112.0%	116.3%	111.7%	108.7%	110.6%	109.4%		111.5%
	Store Count (Last Year)	468	476	475	478	478	478	476	481	480	482	483		483
All Stores	Sales	106.0%	113.3%	107.9%	108.7%	111.7%	108.9%	111.0%	109.0%	108.9%	109.5%	110.7%		109.6%
	Store Count	501	502	503	503	504	505	505	508	508	510	512		512
	Store Count (Last Year)	486	487	489	486	486	488	488	488	488	492	497		497

*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%	104.4%		102.3%
	Customer Traffic	99.0%	102.4%	101.7%	98.7%	103.2%	101.8%	100.1%	99.0%	101.9%	100.4%	102.1%		100.9%
	Average Spending	99.8%	102.5%	100.0%	98.3%	101.3%	101.7%	102.1%	103.3%	101.9%	101.7%	102.3%		101.4%
	Clothing	89.8%	96.2%	100.7%	85.4%	105.1%	105.4%	96.3%	98.1%	103.5%	95.2%	103.5%		98.0%
	Household Goods	99.0%	105.5%	104.5%	96.7%	104.7%	103.7%	102.2%	103.0%	104.4%	100.4%	103.6%		102.6%
	Foods	100.6%	106.2%	101.2%	99.5%	104.3%	103.2%	103.3%	102.9%	103.9%	102.9%	103.9%		102.9%
	Store Count	130	130	128	128	128	131	129	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%	102.9%		102.1%
	Store Count	131	131	131	131	131	131	131	131	130	130	130		130
	Store Count (Last Year)	131	131	131	131	131	131	131	131	131	131	131		131

*3 UNY Co., Ltd.,