October 25, 2017

Company: DyDo Group Holdings, Inc.
Representative: Tomiya Takamatsu, President
(Code 2590 on the First Section of the Tokyo Stock Exchange)
Inquiries: Naokazu Hasegawa, Corporate Officer and
General Manager of Corporate Communication Department

Monthly Sales Report, October FY2017
(From September 21 to October 20, 2017)

The following is monthly sales of Domestic Beverage Business (preliminary figures based on logistics package, compared to previous year).

	Feb.	Mar.	Apr.	Q1	May	Jun.	Jul.	Q2
Bussiness days								
Number of bussiness days	21	20	23	64	21	22	22	65
Year-to-year change	−1	±0	±0	−1	＋2	＋1	±0	＋3
Volume of Sales (Percentage change from previous year)								
Coffee beverages	103.5%	107.7%	98.2%	102.8%	101.0%	104.3%	96.4%	100.5%
Tea-flavored beverages	112.7%	113.8%	101.0%	108.5%	102.4%	102.5%	107.7%	104.3%
Carbonated beverages	89.7%	91.1%	93.1%	91.8%	92.5%	90.3%	100.6%	94.5%
Mineral water types	94.8%	114.2%	109.0%	106.8%	109.5%	116.8%	121.2%	116.3%
Fruit beverages	86.8%	106.0%	104.2%	99.5%	108.6%	109.2%	111.7%	109.9%
Sports drinks	91.7%	82.1%	86.2%	86.1%	91.9%	95.9%	101.9%	97.5%
Drinkable preparations	93.0%	94.9%	94.5%	94.2%	92.5%	99.2%	96.3%	96.1%
Other beverages	74.3%	79.3%	72.1%	75.0%	78.6%	84.6%	81.8%	81.7%
Total beverages	100.5%	105.5%	97.8%	100.9%	100.1%	102.2%	101.2%	101.2%

	Aug.	Sep.	Oct.	Q3	Nov.	Dec.	Jan.	Q4	Cumulative performance for this term
Bussiness days									
Number of bussiness days	19	23	22	64					193
Year-to-year change	−2	+1	±0	−1					+1
Volume of Sales (Percentage change from previous year)									
Coffee beverages	88.8%	111.5%	99.6%	99.8%					101.0%
Tea-flavored beverages	91.9%	110.3%	112.0%	103.6%					105.2%
Carbonated beverages	83.3%	93.1%	91.0%	87.9%					91.7%
Mineral water types	99.4%	102.2%	100.3%	100.5%					108.0%
Fruit beverages	96.3%	118.4%	110.4%	107.5%					106.2%
Sports drinks	85.4%	82.7%	77.1%	83.1%					89.2%
Drinkable preparations	87.6%	98.4%	94.7%	93.3%					94.6%
Other beverages	70.7%	89.3%	91.3%	85.7%					80.8%
Total beverages	89.3%	107.1%	100.2%	98.4%					100.1%

Preliminary figures based on the latest data.
Where there is discrepancy between the preliminary and actual figures, corrections will be reflected the following monthly report.

Topics:

◆ Management & IR

October 16(Mon)　Notice Regarding Change in a Sub-subsidiary Company

On Monday, October 16, the Board of Directors of DyDo Group Holdings ("the Company") resolved to have Della Gıda Sanayi ve Ticaret A.Ş. ("Della"), a 90% owned subsidiary headquartered in Istanbul, Republic of Turkey, acquire Merpez Ticaret Turizm Gıda Tarım Pazarlama Emlak İnşaat Sanayi İthalat ve İhracat Limited Şirketi ("Merpez"), a manufacturer and seller of mineral water headquartered in Muğla Province, Republic of Turkey. Della will make Merpez a subsidiary by acquiring 80% of the company's shares once the latter converts itself to a joint stock company and issues new shares.

Having identified the aggressive development of its business overseas as a medium-term growth strategy, the DyDo Group has been focusing on putting in place a business foundation that will facilitate brisk growth in the future, most recently by completing the acquisition of four beverage companies in the Republic of Turkey in February 2016 to serve as strategic bases in the Islamic world.

With sales of Saka mineral water growing briskly in the Turkish beverage market, Della had been considering investing in a manufacturing plant due to the difficulty of meeting additional demand with the production capacity of its single mineral water plant in northern Turkey.



By acquiring Merpez, which operates a mineral water plant in southwestern Turkey, Della will obtain a plant and water source in a geographically complementary area, put in place production structures to deal with sustained growth, and streamline distribution by operating two mineral water plants in the southern and northern parts of the country.



For details, please see the press release.
⇒https://www.dydo-ghd.co.jp/ir/pdf/20171017_00.pdf

◆ Products, Vending Machines, International Business and CSR

Products

New product for fall and winter 2017
DyDo DRINCO launches "DyDo Blend Shin-OTONA Blend"
featuring a mild, rich taste that's low in sugar

DyDo DRINCO has launched "DyDo Blend Shin-OTONA Blend" as a new product for fall and winter 2017.

We designed the product to deliver a refreshing, slightly sweet flavor to address consumer dissatisfaction with the lingering aftertaste and excessive sweetness of coffee beverages made with sweetened milk. To create this flavor, we tweaked the blend of coffee beans and the degree of roasting and then added milk, sugar, and other ingredients to achieve a superb balance of tastes.

Going forward, we will continue to create authentic coffee flavor with carefully chosen beans and blend technologies.



▲ "DyDo Blend Shin-OTONA Blend"
185 g/¥115 (excluding tax)

CSR

DyDo DRINCO holds 1,000th session of the "Dan'iku Hip-hop School of Dance for Parents and Kids @ Fukushima"!
Company hosts a hip-hop class for parents and kids along with a dance show at the Challenge Fukushima Exercise Festival 2017

This summer, DyDo DRINCO held the 1,000th session of its "Dan'iku Hip-hop School of Dance for Parents and Kids @ Fukushima." To date, a total of more than 46,000 parents and kids have participated in the program, which we began offering in 2013 as part of our support for reconstruction in the Tohoku region in the aftermath of the Great East Japan Earthquake in order to address a lack of exercise and high stress on the part of children in Fukushima Prefecture.

To express our gratitude for the achievement of this milestone, we hosted special dance lessons in the form of hip-hop classes for parents and kids as well as a dance show by the "Fabulous Sisters", a dance team from Fukushima Prefecture whose members serve as instructors of those classes, on Sunday, October 15, at the Challenge Fukushima People's Exercise Festival 2017. Many parents and kids attended those events, which proved to be extremely popular.

DyDo DRINCO will continue to work to revitalize local communities by valuing its connections with people and society.



▲ A dance show
by the "Fabulous Sisters"

*The next "Notice of Sales Situation as of November FY2017" is scheduled to be released on November 27 (Mon), 2017.