December 25, 2017

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

Monthly Sales Report, December FY2017
(From November 21 to December 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	21	22			236
Year-to-year change	−2	+1	±0	−1	±0	±0			+1
Volume of Sales (Percentage change from previous year)									
Coffee beverages	88.8%	111.5%	99.6%	99.8%	94.6%	98.9%			100.2%
Tea-flavored beverages	91.9%	110.3%	112.0%	103.6%	82.2%	97.0%			101.9%
Carbonated beverages	83.3%	93.1%	91.0%	87.9%	75.5%	82.7%			90.6%
Mineral water types	99.4%	102.2%	100.3%	100.5%	90.7%	93.4%			106.1%
Fruit beverages	96.3%	118.4%	110.4%	107.5%	96.5%	107.2%			105.5%
Sports drinks	85.4%	82.7%	77.1%	83.1%	65.6%	72.7%			87.7%
Drinkable preparations	87.6%	98.4%	94.7%	93.3%	88.1%	86.3%			93.4%
Other beverages	70.7%	89.3%	91.3%	85.7%	88.8%	105.1%			85.4%
Total beverages	89.3%	107.1%	100.2%	98.4%	90.8%	98.2%			99.1%

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

November 27	Announcement of financial results for FY2017 3rd quarter
December 1	Submission of the 3rd quarterly securities report for the company's 43rd fiscal year (ending January 2018) (Japanese Only)

◆ Products, Vending Machines, International Business and CSR

Products

"KOKU Grand time" series of rich-tasting dessert beverages that invite consumers to relax

DyDo DRINCO believes that when it comes to hot beverages during fall and winter, consumers emphasize warmth, relief, and relaxation. In keeping with that assessment, we've been introducing products since fall 2017 as part of our "KOKU Grand time" series of rich-tasting dessert beverages that invite consumers to relax.

We currently sell "Relaxing Milkshake", which combines caramel sauce and cream from Hokkaido to create a delicious flavor that melts in your mouth; mellow-flavored "Calming Green Tea Latte", which has undertones of white chocolate; and rich-tasting "Ultimate Cocoa", which is made with cream from Hokkaido.

Going forward, we will continue to make fun choices and new discoveries available to consumers through vending machines in accordance with our group slogan of "Offering delicious products for the sound mind and body."



▲ Three products in the "KOKU Grand time" series

Vending Machines

DyDo Smile STAND, our vending machine-linked app, promises to make today and tomorrow more fun!
DyDo launches "Smile COUPON", a coupon distribution service!
First up: A coupon for Sushiro

Smile STAND, which we launched in April 2016, is part of an effort to make drink vending machines more fun and exciting by creating new ways for customers to interact with them. So far, we've been offering services that make today and tomorrow more fun for customers through the DyDo Smile STAND app.

On December 13, we launched "Smile COUPON", a service that distributes coupons for use in everyday life, as one way to express our gratitude toward customers. The service's first coupon, which we're making available in collaboration with Akindo Sushiro Co., Ltd., offers the first 10,000 customers a discount of ¥500 off any eat-in or take-out purchase of ¥1,000 or more at one of that company's 71 participating Sushiro restaurants (not available for use with online orders).

In addition to working to increase satisfaction for customers who use the DyDo Smile STAND app, we're also using this service to get more people to download the app.



CSR

DyDo DRINCO launches a new program as part of its "Dan'iku Tohoku Dance Project"!

DyDo DRINCO's "Dan'iku Tohoku Dance Project" offers dance lessons to mainly elementary school students living in areas affected by the 2011 Great East Japan Earthquake in order to promote health and an optimistic outlook through dance.

Recently, we launched a new program in order to combine that effort with other regional revitalization initiatives being pursued by the company. As part of the program, children took dance lessons while learning about local history and culture. Then they combined traditional dances that have been passed down locally with the rhythmical dance techniques they had learned to create and perform an original dance.

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



▲ Children perform an original dance (on November 16 at Kurihara Municipal Uguisuzawa Elementary School in Miyagi prefecture).

*The next "Monthly Sales Report, January FY2017" is scheduled to be released on January 25, 2018.