June 25, 2018

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, June FY2018

(From May 21, 2018 to June 20, 2018)

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	H1
Bussiness days									
Number of bussiness days	22	20	23	65	20	23	22	65	130
Year-to-year change	+1	±0	±0	+1	△1	+1	±0	±0	+1
Volume of Sales (Percentage change from previous year)									
Coffee beverages	101.2%	92.1%	96.2%	96.4%	89.6%	95.8%			
Tea-flavored beverages	107.4%	105.2%	109.4%	107.4%	93.8%	100.1%			
Carbonated beverages	65.4%	103.9%	105.3%	96.4%	83.2%	83.4%			
Mineral water types	111.8%	111.3%	122.0%	116.2%	96.6%	106.0%			
Fruit beverages	88.6%	80.5%	82.0%	83.3%	64.9%	78.6%			
Sports drinks	83.0%	90.2%	104.2%	94.8%	75.3%	85.1%			
Drinkable preparations	98.8%	100.6%	101.5%	100.4%	88.6%	98.2%			
Other beverages	78.1%	105.0%	182.7%	116.2%	153.9%	169.9%			
Total	98.5%	95.5%	101.9%	98.9%	89.8%	96.2%			

	Aug.	Sep.	Oct.	Q3	Nov.	Dec.	Jan.	Q4	H2	Cumulative performance for this term
Bussiness days										
Number of bussiness days	20	23	21	64	22	22	17	61	125	255
Year-to-year change	+1	±0	△1	±0	+1	±0	△2	△1	△1	±0
Volume of Sales (Percentage change from previous year)										
Coffee beverages										94.9%
Tea-flavored beverages										102.8%
Carbonated beverages										89.4%
Mineral water types										108.4%
Fruit beverages										77.8%
Sports drinks										86.5%
Drinkable preparations										97.2%
Other beverages										133.6%
Total										96.4%

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

May 28	Announcement of financial results for the FY2018 1st quarter (the fiscal year ending January 2019) Publication of the DyDo Group Holdings Integrated Report 2018 (English version will be published at the beginning of July)
June 1	Submission of the 1st quarterly securities report for the company's 44th fiscal year (ending January 2019) (Japanese only)
June 25	Notice regarding Consolidated Subsidiary Executive Personnel

DyDo holds event entitled "ESG Roundtable: Initiatives to Spread the Group Philosophy and Strategy for Achieving Future Growth"

DyDo considers it important to incorporate the perspective known as ESG (environmental, social, and governance) into its management through constructive dialog with stakeholders in order to facilitate sustained growth over the long term. On May 30, 2018, we held an ESG roundtable to deepen dialog between President Takamatsu, Outside Director Inoue, and institutional investors.

The meeting began with President Takamatsu sharing the purpose for which it was being held and continued with an explanation of topics including the Group's history, the process that led to the formulation of the Group Philosophy and Group Vision in 2014 at the start of President Takamatsu's tenure, subsequent activities to spread awareness of the new policies among employees, progress toward achieving the objectives of the Mid-term Business Plan and associated issues remaining to be addressed in the future, and the company's vision for its future.

The meeting then developed into a constructive dialog with institutional investors, who offered views and questions on a wide range of topics including non-financial information such as key issues and risks as the company pursues sustained growth, and the nature of the Board of Directors' discussions concerning the company's entry into and investments in new businesses, financial information such as the cost of capital.

Going forward, we will accelerate initiatives designed to achieve sustained growth over the long term by integrating the ESG perspective into our management through dialog with stakeholders.

Please see our website for more information.
https://www.dydo-ghd.co.jp/en/ir/data/investor_meetings.html



President Takamatsu (left) and Outside Director Inoue (right) listen to investors' views and answer questions.

◆ Products, Vending Machines, International Business and CSR

CSR

DyDo expands initiative offering free rental umbrellas at vending machines
Company will bring rental umbrellas to 16 of 47 Japanese prefectures this year!

DyDo DRINCO's rental umbrella initiative, a community service program that began in October 2015 as an employee proposal, takes advantage of its vending machines to provide umbrellas for people to use free of charge in the event of unexpected rainstorms. The umbrellas have been popular so far, with customers praising them for having been useful in the event of unexpected rain.

During 2018, the fourth year of the program, we will bring the initiative to four new prefectures in an effort that will see as many as 500 vending machines in 16 prefectures supplied with umbrellas. Locations where umbrellas are likely to be used the most frequently are being given priority in the rollout.

Going forward, we will continue to help create a prosperous, energetic society in line with our Group Philosophy of "achieving happiness and prosperity together with people and society as a whole."



▲ A vending machine equipped with rental umbrellas

◆ Other

Workstyle reforms

DyDo introduces workstyle reforms that utilize canned coffee online!
Company publishes new "DyDo DRINCO in 3 Minutes" article (Japanese only)

DyDo DRINCO has a feature on its website entitled "DyDo DRINCO in 3 Minutes" in which public relations workers disguised as reporters unexpectedly interview workers and make available data and information that is ordinarily limited to employees in order to help the public learn about the company's strengths and initiatives in a fun way.

On May 25, the series published a new article introducing the "caffeine nap," an initiative in which the company encourages employees to take a short nap after enjoying a coffee as a way to boost productivity. This article is only available in Japanese.



▲ Image of websites
https://www.dydo.co.jp/corporate/3min

*The next "Monthly Sales Report, July FY2018" is scheduled to be released on July 25, 2018