August 27, 2018

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(Code 2590 on the First Section of the Tokyo Stock Exchange)
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Monthly Sales Report, August FY2018

(From July 21, 2018 to August 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%	93.3%	92.9%	94.7%
Tea-flavored beverages	107.4%	105.2%	109.4%	107.4%	93.8%	100.1%	100.8%	98.4%	102.4%
Carbonated beverages	65.4%	103.9%	105.3%	96.4%	83.2%	83.4%	83.3%	83.3%	87.9%
Mineral water types	111.8%	111.3%	122.0%	116.2%	96.6%	106.0%	105.3%	103.1%	107.6%
Fruit beverages	88.6%	80.5%	82.0%	83.3%	64.9%	78.6%	76.3%	73.5%	77.5%
Sports drinks	83.0%	90.2%	104.2%	94.8%	75.3%	85.1%	97.7%	88.5%	90.2%
Drinkable preparations	98.8%	100.6%	101.5%	100.4%	88.6%	98.2%	93.4%	93.6%	96.4%
Other beverages	78.1%	105.0%	182.7%	116.2%	153.9%	169.9%	187.1%	170.1%	141.7%
Total	98.5%	95.5%	101.9%	98.9%	89.8%	96.2%	95.4%	93.9%	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	88.2%									93.9%
Tea-flavored beverages	122.9%									105.6%
Carbonated beverages	99.2%									89.8%
Mineral water types	125.9%									111.2%
Fruit beverages	81.8%									78.3%
Sports drinks	172.2%									111.8%
Drinkable preparations	92.8%									95.8%
Other beverages	238.7%									152.2%
Total	104.9%									97.4%

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

August 27	Announcement of financial results for the FY2018 2nd quarter

◆ Products, Vending Machines, International Business and CSR

Products

DyDo launches "DyDo Blend Coffee GINREI" and "DyDo Blend Coffee ORIGINAL"
New products deliver fast-acting refreshment

On August 27, DyDo DRINCO launched "DyDo Blend Coffee GINREI" and "DyDo Blend Coffee ORIGINAL" under its "DyDo Blend" brand.

Key considerations in developing "DyDo Blend Coffee GINREI/ORIGINAL"

- There are opportunities to expand the market for canned coffee products by satisfying consumers' need for fast-acting refreshment.
- "GINREI" is a novel product that combines the pronounced richness of coffee with a polished can design that evokes a sense of refreshment and release.
- "ORIGINAL" delivers the unchanging commitment we've had to delicious flavor for 43 years in a new design that communicates the brand's history and tradition.

Reflecting our slogan of "Offering delicious products for the sound mind and body," we are always offering high-quality products with added surprise to deliver distinctively DyDo taste and wellness to customers.



▲"DyDo Blend Coffee GINREI" 210g/¥115 (excluding tax)



▲"DyDo Blend Coffee ORIGINAL" 185g/¥115 (excluding tax)

Vending Machines

DyDo offers consumers a chance to win a premium experience when they purchase drinks from a vending machine
New "Smile PREMIUM" content premiers on August 1

～First up is a ¥20,000 gift certificate that can be used at famous restaurants.～

On August 1, DyDo DRINCO launched "Smile PREMIUM" as an addition to "DyDo Smile STAND," its smartphone app designed to make purchasing drinks from vending machines more fun and exciting.

As the first prize to be offered under the new program, 250 winners will be randomly chosen between August 1 and September 28 from all customers who have earned at least 1,100 points with the "DyDo Smile STAND" app. Those winners will receive a ¥20,000 gift certificate that can be used at a variety of restaurants located throughout Japan.

Going forward, DyDo will continue to embrace the challenge of creating new value that can be provided by vending machines that do more than just sell drinks.





CSR関連

DyDo reenergizes both youth orphaned by traffic accidents and residents of local communities by helping them experience Awa Odori Dance
DyDo stages a "Tokushima Reenergization Project"

In a joint project undertaken with the non-profit Osaka Association of Families Bereaved by Traffic Accidents and Toyota Corolla Tokushima Co., Ltd, DyDo DRINCO held a "Tokushima Reenergization Project" from August 15 to 17 for youth who have been orphaned by traffic accidents in Osaka Prefecture, where the company is headquartered. (The event was spported by the city of Anan in Tokushima Prefecture and Shikoku Broadcasting Co., Ltd.)

A total of 16 young people were invited to participate in the event, where they experienced the Awa Odori Dance, a prototypical Japanese festival held in Tokushima; interacted with local residents through an experiential nature program; and experienced what it's like to work at the companies hosting the event. In this way, the project reenergized both the youth and local residents who participated.

Going forward, we will continue to help realize a rich and vibrant society as a company with deep connections to the local communities in which we do business.



▲Awa Odori Dance



▲an experiential nature program

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