September 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, September FY2018

(From August 21, 2018 to September 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%	92.4%								93.7%
Tea-flavored beverages	122.9%	96.9%								104.4%
Carbonated beverages	99.2%	103.4%								91.3%
Mineral water types	125.9%	117.3%								112.0%
Fruit beverages	81.8%	74.4%								77.7%
Sports drinks	172.2%	138.2%								115.5%
Drinkable preparations	92.8%	92.5%								95.3%
Other beverages	238.7%	149.0%								151.7%
Total	104.9%	98.0%								97.5%

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 (the fiscal year ending January 2019)
September 3	Submission of the 2nd quarter financial report for the company's 44th fiscal year (ending January 2019)
September 21	Start of payment of the interim dividends for the 44th fiscal year

◆ Products, Vending Machines, International Business and CSR

Products

Introducing a new low-sugar coffee product sold in plastic bottles with a functional claim to limit absorption of sugar and fat!
DyDo launches "DyDo Blend SUMA-TO BURENDO Low Sugar Supervised by WORLD BARISTA CHAMPION*"

On September 10, DyDo DRINCO launched "DyDo Blend SUMA-TO BURENDO Low Sugar Supervised by WORLD BARISTA CHAMPION" under its "DyDo Blend" brand.

●Product features

◆Low-sugar coffee sold in plastic bottles with a functional claim to limit absorption of sugar and fat

◆Roasted blend of 20 different types of beans! Featuring the mild richness of coffee with a clean finish

◆Refreshing flavor that goes well with meals

*Pete Licata, 14th World Barista Championship winner
(Contents of functional claim labeling not included in scope of supervision.)



▲Food with a functional claim
DyDo Blend
SUMA-TO BURENDO Low Sugar
Supervised by
WORLD BARISTA CHAMPION
430 mL/¥149 (excluding tax)

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.

Product image									
Product name	miu KISETSU-NO-FURUTSU TEI (Flavored Water)	WAKA GOKOCHI YUZU REMON (Fruit Juice)	 WANASHI RA FURANSU (Fruit Juice)	KOKU Grand time ZEITAKU-NA NOMU WAGURI MONBURAN (Dessert Drinks)	 NOKO RICCHI KOKOA (Dessert Drinks)	 NOKO RICCHI MIRUKU SEKI (Dessert Drinks)	NOKO deli KOKU TORO KONPOTAJU (Soup)	 ONION GURATAN SUPU (Soup)	
Quantity/price(exc. tax)	280mℓ/111yen	280mℓ/120yen	280mℓ/115yen	185g/115yen	250g/115yen	250g/115yen	170g/115yen	185g/115yen	
Launch date	September 10	September 3	September 10	September 3			September 10	September 17	

◆ Other

Reference information

DyDo commemorates the launch of "DyDo Blend Coffee GINREI/ORIGINAL" Company holds new-product tasting event
～One-hour event offers participants an opportunity to mingle with product developers～



On August 27, DyDo DRINCO launched "DyDo Blend Coffee GINREI," a new and carefully crafted product designed to meet demand for short-term refreshment. We also launched "DyDo Blend Coffee ORIGINAL," marking the first redesign in six years of "DyDo Blend Coffee," which we have supplied with unchanging flavor since its original launch in 1975.

On September 13, and 14, we held a new-product tasting event to communicate the appeal of these new products to consumers.

The event provided an opportunity to deepen two-way communication by including information about the back story to the products' creation and product features from developers and questions and requests from participants.





▲At the event

Participant feedback

・I enjoyed having an opportunity to see the dedication behind developers' work.
・This fun event let me compare the two products to see the difference in flavor.

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