October 25, 2018

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, October FY2018

(From September 21, 2018 to October 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%	91.0%	90.7%						93.3%
Tea-flavored beverages	122.9%	96.9%	92.8%	104.7%						103.2%
Carbonated beverages	99.2%	103.4%	94.8%	99.5%						91.5%
Mineral water types	125.9%	117.3%	104.7%	117.8%						111.4%
Fruit beverages	81.8%	74.4%	65.0%	74.2%						76.2%
Sports drinks	172.2%	138.2%	82.6%	146.5%						113.3%
Drinkable preparations	92.8%	92.5%	79.1%	88.4%						93.5%
Other beverages	238.7%	149.0%	124.3%	155.8%						147.1%
Total	104.9%	98.0%	92.1%	98.3%						96.9%

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:

◆ Products, Vending Machines, International Business and CSR

Products

DyDo DRINCO turns fondant chocolat into a luxuriously sweet beverage
Company launches "KOKU Grand time ZEITAKU-NA NOMU FUONDAN SHOKORA (Dessert Drinks)"

On September 25, DyDo DRINCO launched "KOKU Grand time ZEITAKU-NA NOMU FUONDAN SHOKORA (Dessert Drinks)," a product developed jointly with JR East Water Business Co., Ltd., for sale exclusively in that company's vending machines.

●Product features

- This dessert beverage offers the luxuriously sweet flavor of the French dessert fondant chocolat (molten chocolate cake).
- Belgian high-cacao chocolate features a rich, chocolaty flavor.
- The new drink is ideal for winter, and it tastes even richer when enjoyed hot.

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



▲"KOKU Grand time ZEITAKU-NA NOMU FUONDAN SHOKORA (Dessert Drinks)"
165 g/¥150 (including tax)

Vending Machines

DyDo DRINCO launches "Smile PREMIUM" on October 1 with new group function
Promotion offers 50 winning groups an ¥80,000 coupon that can be used for a luxurious travel experience

On October 1, DyDo DRINCO launched its second installation of "Smile PREMIUM" content for the "DyDo Smile STAND" smartphone app.

The promotion offers winning entrants coupons that can be used to reserve a premium cottage. Customers can enter the drawing by earning a certain number of points by purchasing products at vending machines during the promotional period, either individually or as part of a group.

The content features a new group function that allows groups of up to eight people to work together to earn points. Now customers can cooperate with family members, friends, and colleagues to earn vending machine points.



Going forward, we will strive to create new value that can be provided by vending machines enabling them to do more than just sell drinks.





HOLLY CAMP AIRSTREAM VILLA AMAMI

▲ Example of one lodging facility where points can be used

CSR

Children at an elementary school that has reopened for the first time in seven years since the Great East Japan Earthquake learn a local dance and create their own dance!
Dan'iku Career Education Program

In 2017, DyDo DRINCO launched the Dan'iku Career Education Program, which enables children to interact with other members of their local community while learning about their region's culture and history. The program reflects our desire to boost children's love for, and pride in, their community.

Starting this September, we began offering the program at Katsurao Elementary School, which welcomed back students who had attended classes at an evacuation center during the seven years since the Great East Japan Earthquake. The program is focusing on Hosai Dance, a traditional dance associated with the region.

On October 12, students of the school put on a performance featuring a creative mixture of Hosai Dance and rhythmical dance for residents of their community.

Going forward, we will continue to help create vibrant, healthy communities as a company with strong local roots.



▲ On the day of the performance (at Katsurao Elementary School in Fukushima Prefecture)

*The next "Monthly Sales Report, November FY2018" is scheduled to be released on November 26, 2018