December 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, December FY2018

(From November 21, 2018 to December 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%	97.7%	92.6%				93.7%
Tea-flavored beverages	122.9%	96.9%	92.8%	104.7%	117.1%	98.3%				103.9%
Carbonated beverages	99.2%	103.4%	94.8%	99.5%	139.0%	117.7%				94.3%
Mineral water types	125.9%	117.3%	104.7%	117.8%	141.2%	127.5%				113.8%
Fruit beverages	81.8%	74.4%	65.0%	74.2%	83.7%	79.5%				77.0%
Sports drinks	172.2%	138.2%	82.6%	146.5%	112.6%	90.5%				112.6%
Drinkable preparations	92.8%	92.5%	79.1%	88.4%	118.3%	103.8%				96.1%
Other beverages	238.7%	149.0%	124.3%	155.8%	128.4%	113.6%				138.4%
Total	104.9%	98.0%	92.1%	98.3%	106.0%	96.8%				97.7%

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 the FY2018 3rd quarter (the fiscal year ending January 2019)
December 3	Submission of the 3rd quarterly securities report for the company's 44th fiscal year (ending January 2019) (Japanese Only)
December 7	Notice of joint venture contract in China involving Tarami Corporation (Japanese Only)
December 14	Notice of establishment of a new company to enter the orphan drug business
	Notice regarding Consolidated Subsidiary Executive Personnel (Japanese Only)

◆ Products, Vending Machines, International Business and CSR

Vending Machines

Promoting environmental protection with vending machines!
DyDo DRINCO installs a vending machine in collaboration with a "local hero" in the city of Nara

On November 6, DyDo DRINCO installed an original-design vending machine produced in partnership with MEISHINSHA, Inc., as part of a collaboration with a "local hero" named Naraiger who is dedicated to protecting the environment in Nara.

When a customer inserts money into the machine or receives a purchased product, the vending machine plays a total of 40 recorded messages encouraging the customer to protect the environment. For example, Nara's local hero exhorts customers by saying, "Never litter! Help me keep our community looking great!" Decorated with graphics depicting life-size characters, the vending machine features a one-off design that's unique to Nara.

Going forward, we will continue to help create a rich, healthy society as a company with deep ties to the communities it serves.


▲ Front



▲ Left side

CSR

Introducing the 2019 version, produced by Sakuji Yoshimura, Professor Emeritus of Waseda University!
"DyDo DRINCO Specials: Japanese 'MATSURI' Festivals" showcases the appeal of Japan's festivals and the pure excitement they create
Original program was made possible by the company's collaboration with 35 local TV stations

DyDo DRINCO has chosen 35 festivals from the many such events held throughout Japan to produce "DyDo DRINCO Specials: Japanese 'MATSURI' Festivals," a special one-hour TV program that will be aired by local stations across the country in 2019.

We began producing the annual program in 2003 based on the fundamental alignment between our corporate philosophy of "Dynamic Action," which is the basis of our name, and the spirit embodied by Japanese festivals. Next year marks the 17th year for the initiative, which grew out of a desire to help create local bonds while revitalizing communities through festivals across Japan that have been passed down through the generations and to communicate Japan's folk culture to future generations in the form of video.

We are pleased to welcome Sakuji Yoshimura, President of Higashi Nippon International University and Professor Emeritus of Waseda University, once again as the program's host, and we've sought his expert advice concerning the culture surrounding Japan's classical oral traditions.

We will continue to produce "DyDo DRINCO Specials: Japanese 'MATSURI' Festivals" in conjunction with local residents based on our slogan of "Right by the heart of Japan."



◆ Information Session

December 1	**"Beautiful, Delicious, and Smart: Women's Group Seminar on How to Choose the Right Stocks for Your Portfolio" (Osaka: Nakanoshima Central Tower)**

DyDo Group Holdings hosted a seminar entitled "Beautiful, Delicious, and Smart: Women's Group Seminar on How to Choose the Right Stocks for Your Portfolio" in conjunction with POLA ORBIS HOLDINGS INC.

During the first part of the seminar, we invited Hisao Miyagawa, a professor of Osaka City University's Faculty of Business and Graduate School of Business, to deliver a keynote speech entitled "Primer on Becoming a Smart Shareholder." Then Professor Miyagawa moderated a presentation and discussion by POLA ORBIS HOLDINGS director Akira Fujii and DyDo Group Holdings corporate officer Naokazu Hasegawa. During the discussion, Professor Miyagawa facilitated a pleasant conversation by the two that addressed an array of topics ranging from the management philosophies to the growth strategies of their respective companies.

The second part of the seminar consisted of a hands-on program that allowed attendees to try POLA Wrinkle Shot Serum, a POLA ORBIS Group product, as well as DyDo Group coffee products such as "DyDo Blend Coffee GINREI." In addition, a chance to view actual gifts offered to shareholders by the two companies deepened attendees' understanding of both.

Going forward, we will continue to increase engagement through a series of activities designed to enhance two-way communication with private and institutional investors.


▲ On the day of the seminar

*The next "Monthly Sales Report, January FY2018" is scheduled to be released on January 25, 2019.