January 25, 2019

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, January FY2018

(From December 21, 2018 to January 20, 2019)

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%	90.8%	93.8%	92.2%	93.5%
Tea-flavored beverages	122.9%	96.9%	92.8%	104.7%	117.1%	98.3%	86.8%	100.4%	102.6%	102.5%
Carbonated beverages	99.2%	103.4%	94.8%	99.5%	139.0%	117.7%	114.3%	124.8%	106.2%	94.8%
Mineral water types	125.9%	117.3%	104.7%	117.8%	141.2%	127.5%	114.2%	128.8%	121.2%	113.8%
Fruit beverages	81.8%	74.4%	65.0%	74.2%	83.7%	79.5%	78.7%	80.7%	76.8%	77.1%
Sports drinks	172.2%	138.2%	82.6%	146.5%	112.6%	90.5%	75.8%	93.2%	136.4%	111.5%
Drinkable preparations	92.8%	92.5%	79.1%	88.4%	118.3%	103.8%	91.1%	105.4%	95.2%	95.8%
Other beverages	238.7%	149.0%	124.3%	155.8%	128.4%	113.6%	125.9%	121.9%	134.4%	137.1%
Total	104.9%	98.0%	92.1%	98.3%	106.0%	96.8%	93.3%	98.9%	98.6%	97.4%

Topics:

◆ Management & IR

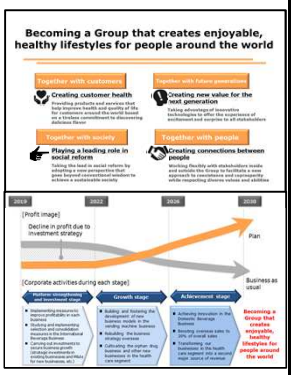
January 15	Notice concerning the formulation of the Group Mission 2030 and the Mid-term Business Plan 2021
	Notice on extraordinary income and extraordinary loss
March 4（Scheduled）	Announcement of financial results for FY2018

Formulation of the Group Mission 2030 and the Mid-term Business Plan 2021

On January 15, DyDo Group Holdings adopted the Group Mission 2030, which sets forth its vision for the Group in 2030, as well as the Mid-term Business Plan 2021, a three-year action plan to implement that vision starting in FY2019, which marks the beginning of a platform-strengthening and investment stage.

The business environment in which the company operates is undergoing major change, including demographic changes in Japan's population, rapid technological progress, climate change, and resource scarcity. The Group formulated the Group Mission 2030 by incorporating issues addressed by the previous "Challenge the Next Stage" mid-term business plan and analyzing these and other medium- and long-term changes in the business environment as either risks or business opportunities that will exert a serious impact on its business model. Specifically, it divides the run-up to 2030 into three phases—a strengthening and investment stage, a growth stage, and an achievement stage. By developing highly competitive business models through the implementation of business strategies in each stage, the Group will build a robust business portfolio characterized by high growth, profitability, and efficiency.

Please see the following link for details. ⇒https://www.dydo-ghd.co.jp/ir/pdf/20190115_03.pdf



▲ Group Mission 2030

◆ Products, Vending Machines, International Business and CSR

Products

A first for a coffee drink! Introducing a sweet café latte drink developed with patissier Pierre Hermé
DyDo launches "PIERRE HERMÉ×DyDo Blend CAFÉ AU CHOCOLAT"

On January 21, DyDo DRINCO launched "PIERRE HERMÉ×DyDo Blend CAFÉ AU CHOCOLAT," its new product for 2019.

●Product features

- In a first for a coffee drink, DyDo worked with world-famous patissier Pierre Hermé to develop the product.
- It pairs the rich aroma of coffee with chocolate with a texture so soft it seems to melt in your mouth to create a delicate, deep flavor.
- In keeping with DyDo Blend's commitment to bringing out the natural flavor of ingredients, no artificial fragrances have been added to the product.

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.



▲PIERRE HERMÉ × DyDo Blend CAFÉ AU CHOCOLAT
220 mL /¥150 (excluding tax)

CSR

Three students from Agricultural High School Yokkaichi, Mie Prefectural return victorious after placing second at the "Shoku no Koshien"
Students serve an original menu to local residents at a one-day pop-up restaurant

DyDo DRINCO has been helping high-school students compete at the "Gotochi: Zeppin Umaimon Koshien (The Most Delicious Food Competition)" (hosted by the Ministry of Agriculture, Forestry and Fisheries and the Zenkoku Shoku no Koshien Association) since 2014 in an effort to help revitalize local communities by fostering a new generation of leaders in the field of food. In 2015, we began organizing the "Gaisen (Victory Lap) Restaurant" event where students from a school that placed in the competition serve original dishes prepared using local ingredients to residents of their community.

In FY2018, students from Agricultural High School Yokkaichi, Mie Prefectural held the "Gaisen (Victory Lap) Restaurant" event on December 17, when they served an original menu of dishes to about 200 guests.



▲ Students from Agricultural High School Yokkaichi, Mie Prefectural

DyDo signs comprehensive partnership agreement with Osaka Prefecture
Agreement will promote partnership and collaboration in six areas, including governmental public relations, regional revitalization, and youth initiatives

On January 9, DyDo DRINCO signed a comprehensive partnership agreement with Osaka Prefecture to facilitate collaboration in six areas, including governmental public relations, regional revitalization, youth initiatives, and disaster prevention.

The agreement, which is designed to augment initiatives already being pursued by the prefecture to achieve a distinctive and appealing regional society characterized by regional revitalization, will facilitate even deeper partnership and collaboration between the company and the prefecture.

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



▲At the signing ceremony

*The next "Monthly Sales Report, February FY2019" is scheduled to be released on February 25, 2019.