April 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, April FY2019

(From March 21, 2019 to April 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 | 22 | 64 | 18 | 23 | 21 | 62 | 126 |
| Year-to-year change | ±0 | ±0 | △1 | △1 | △2 | ±0 | △1 | △3 | △4 |
| Volume of Sales (Percentage change from previous year) | | | | | | | | | |
| Coffee beverages | 91.7% | 96.6% | 85.9% | 91.1% | | | | | |
| Tea-flavored beverages | 99.6% | 102.9% | 119.3% | 107.7% | | | | | |
| Carbonated beverages | 149.2% | 127.6% | 99.8% | 115.8% | | | | | |
| Mineral water types | 112.3% | 96.4% | 78.4% | 91.5% | | | | | |
| Fruit beverages | 92.5% | 113.0% | 113.0% | 107.2% | | | | | |
| Sports drinks | 67.1% | 106.5% | 71.5% | 80.7% | | | | | |
| Drinkable preparations | 104.1% | 89.9% | 83.9% | 91.3% | | | | | |
| Other beverages | 174.8% | 140.4% | 78.7% | 122.0% | | | | | |
| Total | 99.3% | 102.4% | 92.0% | 97.4% | | | | | |

| | Aug. | Sep. | Oct. | Q3 | Nov. | Dec. | Jan. | Q4 | H2 | Cumulative performance for this term |
|---|---|---|---|---|---|---|---|---|---|---|
| Bussiness days | | | | | | | | | | |
| Number of bussiness days | 19 | 23 | 20 | 62 | 23 | 22 | 17 | 62 | 124 | 250 |
| Year-to-year change | △1 | ±0 | △1 | △2 | +1 | ±0 | ±0 | +1 | △1 | △5 |
| Volume of Sales (Percentage change from previous year) | | | | | | | | | | |
| Coffee beverages | | | | | | | | | | 91.1% |
| Tea-flavored beverages | | | | | | | | | | 107.7% |
| Carbonated beverages | | | | | | | | | | 115.8% |
| Mineral water types | | | | | | | | | | 91.5% |
| Fruit beverages | | | | | | | | | | 107.2% |
| Sports drinks | | | | | | | | | | 80.7% |
| Drinkable preparations | | | | | | | | | | 91.3% |
| Other beverages | | | | | | | | | | 122.0% |
| Total | | | | | | | | | | 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

| | |
|---|---|
| March 26 | Publication of notice of convocation of the 44th Annual General Meeting of Shareholders on the company's website |
| April 16 | Convocation of the 44th Annual General Meeting of Shareholders<br>Please see related materials at: https://www.dydo-ghd.co.jp/en/ir/data/general_meeting |
| | Voting Results of 44th Annual General Meeting of Shareholders |
| | Submission of corporate governance report |
| April 17 | Beginning of Payment of End of Term Dividends for the 44th Fiscal Year (Ended January 2019) |
| | Submission of Annual Securities Report for the 44th Fiscal Year (Ended January 2019) (Japanese Only) |
| | Submission of Internal Controls Report (Japanese Only) |
| | Submission of Extraordinary Report (Japanese Only) |

◆ Products, Vending Machines, International Business and CSR

Products

| | | | | |
|---|---|---|---|---|
| Product image |  |  |  |  |
| Product name | DyDo Blend<br>Supervised by WORLD BARISTA CHAMPION* Series<br>(Left) Black/(Right) SUMA-TO BURENDO Black<br>*Pete Licata, 14th World Barista Championship winner | | DyDo Blend GOOD WORK BLEND Series<br>AFTERNOON RELAX LATTE/ALL-DAY REFRESH Latte | |
| Quantity/price(exc. tax) | 400g/140 yen | 430mℓ/140 yen | 280mℓ/130 yen | 520mℓ/140 yen |
| Launch date | April 1 | April 1 | March 25 | April 22 |
| Product image |  |  |  |  |
| Product name | ENERGY Gym STRONG<br>(Carbonated Drinks) | SARATTO-SHIBOTTA<br>ORENJI | PuruShari Series<br>(Left) ONSHU-MIKAN ZERI/(Right) PAIN ZERI | |
| Quantity/price(exc. tax) | 250mℓ/115 yen | 375g/139 yen | 490mℓ/150 yen | 490mℓ/150 yen |
| Launch date | March 18 | March 25<br>(Launched in select convenience stores on March 12) | April 15 | April 15 |

Products, Vending Machines

**DETECTIVE CONAN × DyDo DRINCO**

**DyDo DRINCO is rolling out an expanded promotional campaign to follow up the launch of its strong-selling "DETECTIVE CONAN HOWAITO SODA (Carbonated Drinks)" tie-in beverage designed around the popular DETECTIVE CONAN comic series!**

On February 25th, DyDo released "DETECTIVE CONAN HOWAITO SODA (Carbonated Drinks)" as one of its new products for spring and summer 2019. This tie-in beverage is designed around the DETECTIVE CONAN comic series, which is popular among both young and old and features the main characters from the series. The product was released with six packaging variations, and in no time consumers were clamoring for the soda not only to drink but also to collect, and it has maintained extremely popular.

DyDo is following up the release of its tie-in beverage with a three-month "DETECTIVE CONAN Puzzle Solvers' Campaign" running from April 1st until June 30th in connection with the DyDo Smile STAND mobile phone application. Users who correctly answer all five puzzle questions on the monthly quiz are entered into a drawing where they can win limited edition merchandise available only through this campaign.

By focusing this campaign on the DETECTIVE CONAN comic series, which is popular among both young and old, DyDo is creating opportunities for even more customers to purchase and enjoy DyDo beverage products.




*The next "Monthly Sales Report, May FY2019" is scheduled to be released on May 27, 2019.