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Monthly Sales Report, June FY2019  
 (From May 21, 2019 to June 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
Business days									
Number of business 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%	88.0%	88.3%			
Tea-flavored beverages	99.6%	102.9%	119.3%	107.7%	115.9%	135.1%			
Carbonated beverages	149.2%	127.6%	99.8%	115.8%	125.6%	118.0%			
Mineral water types	112.3%	96.4%	78.4%	91.5%	97.8%	96.2%			
Fruit beverages	92.5%	113.0%	113.0%	107.2%	156.1%	139.6%			
Sports drinks	67.1%	106.5%	71.5%	80.7%	108.1%	114.7%			
Drinkable preparations	104.1%	89.9%	83.9%	91.3%	93.0%	90.8%			
Other beverages	174.8%	140.4%	78.7%	122.0%	87.5%	80.9%			
Total	99.3%	102.4%	92.0%	97.4%	100.4%	102.0%			

	Aug.	Sep.	Oct.	Q3	Nov.	Dec.	Jan.	Q4	H2	Cumulative performance for this term
Business days										
Number of business 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										90.0%
Tea-flavored beverages										115.4%
Carbonated beverages										118.6%
Mineral water types										94.2%
Fruit beverages										124.7%
Sports drinks										98.1%
Drinkable preparations										91.5%
Other beverages										104.5%
Total										99.0%

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

##### **A Japan first! Introducing a proprietary DyDo-patented formulation DyDo launches “Smart Pro,” a product that facilitates consumption of fat Product helps the body break down fat, a capability that declines with age!**

On May 21, DyDo DRINCO launched “Smart Pro,” a functional food that facilitates consumption of fat in the course of daily activities such as household chores. A press conference was held the same day.

##### ● Smart Pro product features

- Includes polymethoxyflavone derived from black ginger as a functional ingredient.
- Includes proteoglycan, a healthy ingredient from Aomori.
- Includes extract of unroasted coffee beans as a unique DyDo ingredient.
- Features a proprietary DyDo-patented formulation for the first time in Japan.

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 name: Smart Pro  
Launch date: May 21  
Quantity: 2 tablets per day  
60 tablets per pouch  
Price(exc. tax): 4,500 yen  
Channel: Mail-order channel  
(DyDo online shop)



▲ At the press conference

#### CSR

##### **No new umbrellas! Introducing an environmentally friendly community service program DyDo commits to using 100% recycled umbrellas for its rental umbrella program Program now offered at vending machines in a total of 18 prefectures**

In October 2015, DyDo DRINCO launched a rental umbrella program to offer umbrellas to consumers caught in sudden rainstorms as a way to give something back to local communities via its vending machines.

Starting in 2016, we have sought to use resources effectively while reducing the program’s environmental impact by recycling “lost-and-found” umbrellas provided by train operators and other companies and using them alongside umbrellas manufactured by DyDo specifically for the program. Starting this fiscal year, we will recognize environmental priorities by using recycled umbrellas exclusively instead of manufacturing new umbrellas for use in the program.

We’ve also added two new prefectures to the program, which we plan to bring to as many as 540 vending machines across a total of 18 prefectures.

Going forward, DyDo DRINCO will continue to develop this program as a more sustainable community service initiative that makes effective use of limited resources.



▲ A vending machine with a rental umbrella stand

##### **DyDo signs a comprehensive partnership agreement with the City of Tokushima Company works to revitalize Tokushima with a focus on the Awa Odori Dance**

On May 23, DyDo DRINCO signed a Comprehensive Partnership Agreement on Regional Revitalization focusing on the Awa Odori Dance with the City of Tokushima.

We have consistently supported the Awa Odori Dance, including through initiatives such as the “DyDo DRINCO Japanese ‘MATSURI’ Festivals” project, which was launched in 2003 out of our eagerness to play a helpful role in creating local bonds and revitalizing local communities through festivals. The new agreement is conceived to strengthen our partnership with the City in order to revitalize communities even more effectively.

This fiscal year, we plan to work with a tourism campaign being run by the City to preview the television program and hold events such as the Tokushima Reenergization Project, which invites children who have been orphaned by traffic accidents in Osaka and Tokushima Prefectures to attend the Awa Odori Dance.

Through this agreement, DyDo will work with the City of Tokushima as an Awa Odori Dance Ambassador in an effort to revitalize the city while communicating the potential of Japanese festivals nationwide to reinvigorate their local communities.

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 of the agreement

\*The next “Monthly Sales Report, July FY2019” is scheduled to be released on July 25, 2019.