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Monthly Sales Report, May FY2017
 (From April 21, 2017 To May 20, 2017)

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
Business days								
Number of bussiness days	21	20	23	64	21			
Year-to-year change	-1	±0	±0	-1	+2			
Volume of Sales (Percentage change from previous year)								
Coffee beverages	103.5%	107.7%	98.2%	102.8%	101.0%			
Tea-flavored beverages	112.7%	113.8%	101.0%	108.5%	102.4%			
Carbonated beverages	89.7%	91.1%	93.1%	91.8%	92.5%			
Mineral water types	94.8%	114.2%	109.0%	106.8%	109.5%			
Fruit beverages	86.8%	106.0%	104.2%	99.5%	108.6%			
Sports drinks	91.7%	82.1%	86.2%	86.1%	91.9%			
Drinkable preparations	93.0%	94.9%	94.5%	94.2%	92.5%			
Other beverages	74.3%	79.3%	72.1%	75.0%	78.6%			
Total beverages	100.5%	105.5%	97.8%	100.9%	100.1%			

	Aug.	Sep.	Oct.	Q3	Nov.	Dec.	Jan.	Q4	Cumulative performance for this term
Business days									
Number of bussiness days									85
Year-to-year change									+1
Volume of Sales (Percentage change from previous year)									
Coffee beverages									102.3%
Tea-flavored beverages									106.8%
Carbonated beverages									92.0%
Mineral water types									107.7%
Fruit beverages									102.1%
Sports drinks									88.3%
Drinkable preparations									93.7%
Other beverages									75.8%
Total beverages									100.7%

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

May 26 (Fri) (Scheduled)	Announcement of financial results for FY2017 1st Quarter
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◆ Products, Vending Machines, Overseas Business and CSR

Products

Introducing a jelly drink that's the perfect way to prevent heat exhaustion* “Purushari Mikan” Tangerine Jelly Drink

On Monday, April 17, DyDo DRINCO launched “Purushari Mikan” Tangerine Jelly Drink, a beverage that invites customers to enjoy two distinct textures while they replenish water and salt.

The product offers the refreshing sweetness and acidity of Satsuma tangerines in two distinct textures: a soft texture when served refrigerated so that it has a jelly-like consistency and a crunchy texture when served frozen so that it has a sherbet-like consistency. In addition, since the drink serves as a delicious source of sodium (68 mg per 100 mL), it's also a great way to prevent heat exhaustion during the coming summer months.

*Purushari Mikan Tangerine Jelly Drink satisfies the standards outlined by the Japan Soft Drink Association's labeling guidelines for beverages that can help prevent heat exhaustion.



▲Enjoy as a soft jelly or a crunchy sherbet!

Vending Machines

Offering peace of mind and encouraging caution DyDo DRINCO installs talking vending machines designed to safeguard women and children

On Monday, April 24, DyDo DRINCO installed two talking vending machines designed to safeguard women and children in the city of Aomori as part of a joint program with the Aomori Prefectural Police.

The vending machines, which were installed with the goal of protecting women and children from crime, feature Aomori Prefectural Police mascot Lepi-chan. The machines play one of a total of three audio messages when a drink is purchased, for example, “The Aomori Prefectural Police ask you to watch out for strangers who may approach you or suspicious individuals who may follow you. We are working to safeguard women and children from crime.”

Going forward, we will continue to help build a rich and vibrant society in line with our Group Philosophy of “achieving happiness and prosperity together with people and society as a whole.”



▲The new vending machines feature Lepi-chan, the mascot of the Aomori Prefectural Police.

Now in Tokyo: DyDo DRINCO installs vending machines designed to serve foreign tourists Machines extend hospitality to foreign visitors in four languages

DyDo DRINCO has been installing vending machines that take advantage of talking functionality and other capabilities to serve foreign tourists in and around Osaka and Kyoto as a way to extend hospitality to such visitors. This year, we're bringing that program to Tokyo as part of an effort to roll out about 300 of the machines by the end of FY2017.

In addition to greeting customers and explaining how to purchase drinks in four languages (Chinese, Korean, English, and Japanese), the tourist-friendly vending machines sport stickers explaining how to make purchases and introducing product categories.

Going forward, we will communicate the appeal of Japanese vending machines by rolling out similar tourist-friendly machines as one manifestation of Japanese hospitality.



▲Audio purchase guide in four languages

*The next “Notice of Sales Situation as of June FY2017” is scheduled to be released on June 26 (Mon.), 2017.