

Company: DyDo Group Holdings, Inc.
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 (Code 2590 on the First Section of the Tokyo Stock Exchange)
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Monthly Sales Report, May FY2019 (From April 21, 2019 to May 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%				
Tea-flavored beverages	99.6%	102.9%	119.3%	107.7%	115.9%				
Carbonated beverages	149.2%	127.6%	99.8%	115.8%	125.6%				
Mineral water types	112.3%	96.4%	78.4%	91.5%	97.8%				
Fruit beverages	92.5%	113.0%	113.0%	107.2%	156.1%				
Sports drinks	67.1%	106.5%	71.5%	80.7%	108.1%				
Drinkable preparations	104.1%	89.9%	83.9%	91.3%	93.0%				
Other beverages	174.8%	140.4%	78.7%	122.0%	87.5%				
Total	99.3%	102.4%	92.0%	97.4%	100.4%				

	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										90.4%
Tea-flavored beverages										109.7%
Carbonated beverages										118.9%
Mineral water types										93.4%
Fruit beverages										119.8%
Sports drinks										89.9%
Drinkable preparations										91.8%
Other beverages										112.3%
Total										98.1%

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

Vending Machines

Introducing coupons that let customers use points at convenience stores and fast food restaurants! DyDo launches “petit gift coupons” on its “DyDo Smile STAND” app

On April 15, DyDo DRINCO launched a service that converts points into “petit gift coupons” that can be used at convenience stores and fast food restaurants nationwide. The program is a new addition to “Smile STAND,” a service that connects customers and vending machines via their smartphones.

We released the “DyDo Smile STAND” smartphone app in April 2016 alongside a point-based loyalty program that awards one “Smile STAND point” for every yen spent on products sold by our vending machines.

The petit gift coupons give customers a new way to use Smile STAND points by allowing them to exchange points for popular products at convenience stores and fast food restaurants. We will continue in the future to work to make the process of purchasing drinks from vending machines more enjoyable and exciting by offering services that meet diverse customer needs while offering utility in daily life.

Going forward, DyDo will continue to embrace the challenge of creating new value that can be provided by vending machines that do more than just sell drinks.

*In order to use the service described, customers must first download the “DyDo Smile STAND” app.

*In order to download coupons, customers must first register as a member with the “DyDo Smile STAND” app.



◆ Other

Reference Information

Local residents learn, have fun, and gain experience at a local beach! DyDo participates in Sakuranomiya Beach Festival 2019

On May 12, DyDo DRINCO participated in Sakuranomiya Beach Festival 2019, an event cohosted by Osaka Prefecture and other partners.

In addition to handing out drinks to attendees, 15 employee volunteers helped clean up the surrounding area as part of the event.

Since January, DyDo DRINCO has had 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.



▲Employees who participated in the event

Offering information to help create enjoyable and healthy lifestyles for people around the world DyDo DRINCO launches its redesigned website

DyDo DRINCO has redesigned its official website in an effort to provide a more extensive range of information to customers while offering tools that are even more enjoyable and easier to use. The redesign is part of a larger effort to achieve our Group Mission 2030 goal “For DyDo Group to create enjoyable, healthy lifestyles for people around the world.”

In addition to offering more information about vending machine types, functions, and the process by which customers can request to have one installed, the revamped website provides new content designed to promote healthy living alongside even more extensive corporate data, including new information about the company’s history and strengths.

Going forward, all group employees will come together to embrace the challenge of achieving sustained growth and increasing medium- and long-term corporate value.

DyDo DRINCO official website: <https://www.dydo.co.jp/>



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