

Monthly Report (July 2018 to June 2019)

(July 2018 to June 2019)			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
All Stores	Net Sales	(yoy %)	104.1%	105.9%	108.4%	104.9%	104.4%	102.6%							105.0%
	Number of All Stores	(stores)	314	319	320	321	324	325							325
Existing Stores	Net Sales	(yoy %)	100.0%	101.4%	103.5%	100.4%	100.5%	98.8%							100.6%
	* Number of Customers	(yoy %)	98.9%	99.9%	98.6%	101.7%	99.6%	97.7%							99.3%
	* Average customer spend	(yoy %)	101.2%	101.5%	105.0%	98.7%	101.0%	101.1%							101.3%
	Number of Existing Stores	(stores)	288	291	283	291	294	299							299
Breakdown Sales by Products	Home electrical appliances	(yoy %)	98.4%	101.0%	109.2%	102.0%	100.8%	101.3%							102.5%
	Miscellaneous household goods	(yoy %)	106.0%	107.1%	107.8%	107.4%	104.7%	103.6%							106.0%
	Foods	(yoy %)	109.0%	110.5%	110.5%	110.2%	109.0%	108.3%							109.6%
	Watches & Fashion merchandise	(yoy %)	100.9%	102.9%	109.2%	97.2%	100.4%	96.9%							100.8%
	Sporting goods & Leisure goods	(yoy %)	96.4%	100.7%	99.1%	99.2%	99.3%	96.4%							98.8%
	Others	(yoy %)	99.8%	98.8%	103.7%	103.1%	102.3%	98.2%							101.0%

(July 2017 to June 2018)			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
All Stores	Net Sales	(yoy %)	113.3%	111.8%	112.1%	108.4%	114.4%	112.1%	111.8%	111.8%	113.8%	110.3%	108.0%	110.5%	111.7%
	Number of All Stores	(stores)	294	293	294	296	301	303	304	304	306	306	308	313	313
Existing Stores	Net Sales	(yoy %)	105.2%	105.1%	106.4%	102.6%	105.9%	104.0%	103.0%	103.6%	105.2%	103.1%	101.6%	104.4%	104.1%
	* Number of Customers	(yoy %)	104.0%	104.2%	105.5%	100.2%	105.4%	103.0%	101.3%	101.3%	102.5%	101.1%	99.4%	100.9%	102.3%
	* Average customer spend	(yoy %)	101.1%	100.9%	100.9%	102.4%	100.5%	100.9%	101.6%	102.3%	102.6%	101.9%	102.2%	103.5%	101.8%
	Number of Existing Stores	(stores)	265	269	271	274	275	277	278	278	278	280	283	283	283
Breakdown Sales by Products	Home electrical appliances	(yoy %)	111.9%	107.0%	102.1%	102.4%	108.9%	114.1%	109.8%	109.3%	109.4%	108.2%	107.6%	109.0%	111.6%
	Miscellaneous household goods	(yoy %)	127.1%	125.0%	124.5%	122.1%	128.2%	126.0%	125.3%	112.8%	116.6%	113.1%	109.5%	112.3%	119.6%
	Foods	(yoy %)	117.3%	117.3%	117.9%	114.5%	119.8%	117.9%	115.5%	115.1%	115.6%	112.4%	111.7%	115.3%	115.8%
	Watches & Fashion merchandise	(yoy %)	98.2%	97.8%	98.9%	96.7%	98.3%	97.1%	97.5%	109.6%	112.0%	106.8%	104.1%	105.8%	101.2%
	Sporting goods & Leisure goods	(yoy %)	106.8%	103.7%	104.6%	91.5%	105.7%	100.2%	102.4%	103.0%	107.8%	105.3%	98.2%	98.9%	101.7%
	Others	(yoy %)	100.1%	102.2%	98.9%	98.9%	105.1%	103.4%	99.1%	101.6%	99.4%	99.0%	102.1%	104.6%	100.8%

- It was dry with little rain and short sunshine hours. It was extraordinary warm in the beginning of December. Temperature dropped sharply and it was very cold in the second half of the month.
- High temperature decelerated the sales momentum for winter seasonal items such as heaters and body warmers. On the other hand, food sales were very strong by reflecting customer needs to enjoy Christmas and New year holidays at home. Gaming consoles and drugs were the popular items for foreign customers. Tax-free monthly sales hit an all-time high.
- Sales trend by product category :
 Home electronics : Sales for wireless headsets grew rapidly. Music and game software as well as POSA cards were contributors.
 Miscellaneous household goods : Daily consumables such as detergents and cleaning goods achieved high sales growth. Drugs were robust.
 Foods : Processed food took the lead including noodles and snacks. Daily delivered food such as fish-paste loaf and alcoholic beverages grew significantly.
 Watches & Fashion goods : E-cigarettes and sporting outfits were good.
 Sporting & Leisure goods : Toys were stable backed by the Christmas present demand.
- New store opening in January : "MEGA Don Quijote Kofu store" in Yamanashi will be opened on 23.
 There was one store closure in December. (Subsidiary Doit Co., Ltd. closed "Doit Hinodecho store").

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