

## Monthly Report ( July 2017 to June 2018 )

( July 2017 to June 2018 )		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
<b>All Stores</b>	Net Sales (yoy %)	113.3%	111.8%	112.1%	108.4%	114.4%	112.1%	111.8%	111.8%					112.3%
	Number of All Stores (stores)	294	293	294	296	301	303	304	304					304
<b>Existing Stores</b>	Net Sales (yoy %)	105.2%	105.1%	106.4%	102.6%	105.9%	104.0%	103.0%	103.6%					104.4%
	* Number of Customers (yoy %)	104.0%	104.2%	105.5%	100.2%	105.4%	103.0%	101.3%	101.3%					103.0%
	* Average customer spend (yoy %)	101.1%	100.9%	100.9%	102.4%	100.5%	100.9%	101.6%	102.3%					101.4%
	Number of Existing Stores (stores)	265	269	271	274	275	277	278	278					278
<b>Breakdown Sales by Products</b>	Home electrical appliances (yoy %)	111.9%	107.0%	102.1%	102.4%	108.9%	114.1%	109.8%	109.3%					112.1%
	Miscellaneous household goods (yoy %)	127.1%	125.0%	124.5%	122.1%	128.2%	126.0%	125.3%	112.8%					123.6%
	Foods (yoy %)	117.3%	117.3%	117.9%	114.5%	119.8%	117.9%	115.5%	115.1%					116.9%
	Watches & Fashion merchandise (yoy %)	98.2%	97.8%	98.9%	96.7%	98.3%	97.1%	97.5%	109.6%					98.9%
	Sporting goods & Leisure goods (yoy %)	106.8%	103.7%	104.6%	91.5%	105.7%	100.2%	102.4%	103.0%					101.5%
	Others (yoy %)	100.1%	102.2%	98.9%	98.9%	105.1%	103.4%	99.1%	101.6%					101.0%

( July 2016 to June 2017 )		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
<b>All Stores</b>	Net Sales (yoy %)	112.8%	108.2%	113.1%	111.6%	111.6%	112.1%	112.2%	110.7%	112.4%	109.5%	110.6%	113.3%	112.0%
	Number of All Stores (stores)	275	277	277	278	280	281	281	282	285	288	288	292	292
<b>Existing Stores</b>	Net Sales (yoy %)	103.7%	99.6%	102.6%	102.2%	102.2%	102.6%	102.6%	102.1%	103.2%	102.1%	102.8%	105.1%	102.6%
	* Number of Customers (yoy %)	101.9%	98.9%	101.2%	100.7%	101.6%	102.5%	102.7%	101.6%	103.6%	103.1%	102.0%	104.5%	102.2%
	* Average customer spend (yoy %)	101.8%	100.7%	101.3%	101.5%	100.6%	100.2%	99.9%	100.5%	99.6%	99.0%	100.7%	100.6%	100.4%
	Number of Existing Stores (stores)	236	239	236	238	239	240	244	244	245	247	258	258	258
<b>Breakdown Sales by Products</b>	Home electrical appliances (yoy %)	117.0%	110.0%	115.3%	114.1%	109.0%	107.8%	106.7%	97.6%	102.5%	95.8%	97.7%	108.0%	113.3%
	Miscellaneous household goods (yoy %)	*102.4%	*98.2%	*104.1%	116.5%	113.1%	112.9%	113.7%	125.1%	125.0%	123.1%	124.8%	125.4%	118.5%
	Foods (yoy %)	119.6%	115.1%	120.0%	117.6%	116.6%	118.5%	118.9%	117.0%	120.1%	115.3%	117.0%	117.8%	117.4%
	Watches & Fashion merchandise (yoy %)	111.0%	107.2%	109.2%	108.0%	108.9%	109.5%	108.4%	95.0%	96.1%	95.8%	95.3%	97.9%	102.8%
	Sporting goods & Leisure goods (yoy %)	*126.9%	*118.9%	*131.7%	96.3%	102.6%	105.9%	105.9%	104.3%	104.4%	104.3%	105.7%	112.5%	103.8%
Others (yoy %)	107.9%	105.1%	107.9%	86.1%	93.6%	103.9%	101.0%	100.8%	107.3%	100.8%	101.8%	100.4%	93.3%	

- Temperature was very low throughout the nation. East Japan in the pacific side had little rain and long sunshine hours. Hokuriku area was affected by the record heavy snow.
- Low temperature gave a negative impact on domestic customer traffic, however, strong sales momentum for daily necessities was more than offset the negative external factors. Tax-free sales contribution topped 10% for the first time. Customer traffic from overseas jumped by minimizing the impact from Pyeongchang Olympic game.
- Sales trend by product category :  
Home electronics : TV sets and gaming consoles made a high growth. Private brand hair dryer drew attention.  
Miscellaneous household goods :Skin care items and hair care items grew sharply.  
Foods : Processed food including condiments and delicacies took the lead. Daily delivered food contributed a lot.  
Watches & Fashion goods : E-cigarette and its accessories delivered strong sales. The sales for gloves and scarfs went up nicely.
- New store openings in March : "Don Quijote Nishiarai ekimae store" in Tokyo opened on 2. "MEGA Kirishima hayato store" in Kagoshima opened on 9.

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