

## 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%	113.8%				112.4%
	Number of All Stores	(stores)	294	293	294	296	301	303	304	304	306				306
<b>Existing Stores</b>	Net Sales	(yoy %)	105.2%	105.1%	106.4%	102.6%	105.9%	104.0%	103.0%	103.6%	105.2%				104.5%
	* Number of Customers	(yoy %)	104.0%	104.2%	105.5%	100.2%	105.4%	103.0%	101.3%	101.3%	102.5%				103.0%
	* Average customer spend	(yoy %)	101.1%	100.9%	100.9%	102.4%	100.5%	100.9%	101.6%	102.3%	102.6%				101.5%
	Number of Existing Stores	(stores)	265	269	271	274	275	277	278	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%	109.4%				111.8%
	Miscellaneous household goods	(yoy %)	127.1%	125.0%	124.5%	122.1%	128.2%	126.0%	125.3%	112.8%	116.6%				122.8%
	Foods	(yoy %)	117.3%	117.3%	117.9%	114.5%	119.8%	117.9%	115.5%	115.1%	115.6%				116.7%
	Watches & Fashion merchandise	(yoy %)	98.2%	97.8%	98.9%	96.7%	98.3%	97.1%	97.5%	109.6%	112.0%				100.1%
	Sporting goods & Leisure goods	(yoy %)	106.8%	103.7%	104.6%	91.5%	105.7%	100.2%	102.4%	103.0%	107.8%				102.1%
	Others	(yoy %)	100.1%	102.2%	98.9%	98.9%	105.1%	103.4%	99.1%	101.6%	99.4%				100.8%

( 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 fluctuated throughout the month. It was bad weather with rain and strong wind and temperature remained high in the early March. Temperature dropped sharply in mid March, causing snowfall in wide area including Tokyo. Temperature rose in the end of March encouraging cherry trees to bloom earlier than last year.
- Domestic sales were partially affected by bad weather, however, they were more than offset by the strong daily necessities' sales. The rise in temperature boosted the outdoor goods sales. Tax-free sales for overseas travelers hit a historical high, driven by strong cosmetic and drug sales.
- Sales trend by product category :  
 Home electronics : The sales for TV sets, cleaners and hair-dryers sharply increased.  
 Miscellaneous household goods : Seasonal consumables such as sunscreens and lip balms took the lead.  
 Foods : All product groups were strong including daily delivered food and alcoholic beverages.  
 Watches & Fashion goods : E-cigarettes and sporting wear were robust.  
 Sporting & Leisure goods : Outdoor goods made a high growth.
- New store openings in April : "Don Quijote Yokote store" in Akita pref. will be opened on 20. Doit Co., Ltd opened "Doit Pro Kawagoe store" in Saitama pref. on 1.

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