

Monthly Report (July 2016 to June 2017)

(July 2016 to June 2017)			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
All Stores	Net Sales	(yoy %)	112.8%	108.2%	113.1%	111.6%	111.6%	112.1%	112.2%	110.7%	112.4%				111.6%
	Number of All Stores	(stores)	275	277	277	278	280	281	281	282	285				285
Existing Stores	Net Sales	(yoy %)	103.7%	99.6%	102.6%	102.2%	102.2%	102.6%	102.6%	102.1%	103.2%				102.3%
	* Number of Customers	(yoy %)	101.9%	98.9%	101.2%	100.7%	101.6%	102.5%	102.7%	101.6%	103.6%				101.7%
	* Average customer spend	(yoy %)	101.8%	100.7%	101.3%	101.5%	100.6%	100.2%	99.9%	100.5%	99.6%				100.5%
	Number of Existing Stores	(stores)	236	239	236	238	239	240	244	244	245				245
Breakdown Sales by Products	Home electrical appliances	(yoy %)	117.0%	110.0%	115.3%	114.1%	109.0%	107.8%	106.7%	97.6%	102.5%				110.1%
	Miscellaneous household goods	(yoy %)	*102.4%	*98.2%	*104.1%	116.5%	113.1%	112.9%	113.7%	125.1%	125.0%				116.1%
	Foods	(yoy %)	119.6%	115.1%	120.0%	117.6%	116.6%	118.5%	118.9%	117.0%	120.1%				117.7%
	Watches & Fashion merchandise	(yoy %)	111.0%	107.2%	109.2%	108.0%	108.9%	109.5%	108.4%	95.0%	96.1%				104.9%
	Sporting goods & Leisure goods	(yoy %)	*126.9%	*118.9%	*131.7%	96.3%	102.6%	105.9%	105.9%	104.3%	104.4%				102.9%
	Others	(yoy %)	107.9%	105.1%	107.9%	86.1%	93.6%	103.9%	101.0%	100.8%	107.3%				96.2%

(July 2015 to June 2016)			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
All Stores	Net Sales	(yoy %)	118.5%	117.3%	114.3%	117.8%	111.1%	110.8%	115.5%	115.7%	109.2%	114.8%	110.5%	110.6%	113.0%
	Number of All Stores	(stores)	245	245	245	246	247	250	249	249	253	262	263	270	270
Existing Stores	Net Sales	(yoy %)	108.1%	107.3%	105.3%	106.8%	102.4%	102.5%	105.9%	105.8%	101.9%	105.4%	101.3%	102.4%	104.5%
	* Number of Customers	(yoy %)	102.0%	101.7%	99.1%	102.8%	98.2%	100.0%	102.0%	102.6%	99.2%	101.1%	98.2%	99.9%	100.5%
	* Average customer spend	(yoy %)	106.0%	105.5%	106.3%	103.9%	104.3%	102.6%	103.9%	103.1%	102.8%	104.2%	103.1%	102.5%	103.9%
	Number of Existing Stores	(stores)	207	209	212	214	216	218	221	220	222	223	226	232	232
Breakdown Sales by Products	Home electrical appliances	(yoy %)	117.4%	122.2%	108.0%	109.5%	107.3%	103.5%	108.6%	120.2%	110.7%	120.2%	117.7%	112.2%	107.6%
	Miscellaneous household goods	(yoy %)	125.6%	122.9%	120.5%	*100.7%	*102.4%	*96.7%	*107.7%	*108.6%	*101.9%	*106.0%	*101.4%	*103.0%	114.4%
	Foods	(yoy %)	120.4%	120.1%	119.0%	123.3%	119.5%	122.0%	125.5%	123.4%	117.3%	123.3%	118.1%	117.5%	119.5%
	Watches & Fashion merchandise	(yoy %)	114.0%	111.8%	111.2%	112.7%	108.5%	104.6%	112.5%	109.8%	104.1%	110.5%	108.3%	109.5%	109.5%
	Sporting goods & Leisure goods	(yoy %)	108.6%	108.1%	101.9%	*197.7%	*133.7%	*178.4%	*138.9%	*131.4%	*123.9%	*129.3%	*117.3%	*118.3%	105.4%
	Others	(yoy %)	101.9%	73.3%	87.5%	110.9%	97.7%	94.2%	99.9%	94.4%	99.3%	89.5%	92.4%	106.6%	113.2%

- It rained a little across the nation. Cold air mass brought the temperature down in the west of Kanto region. Cherry trees bloomed faster than normal year because mild weather continued in the second half of March.
- Strong daily necessity sales from domestic customers took the lead by expanding the customer base with our competitive prices. Low temperature promoted winter items. Tax-free sales from inbound customers were brisk backed by the traffic increase. Consumables such as cosmetics and drugs remained the most popular items and the part of the high-end items including watches hit the bottom.
- Sales trend by product category :
 Home electronics : Rice cookers and clothes irons had rapidly grown. Newly launched gaming hardware enjoyed great sales.
 Miscellaneous household goods : Daily consumables such as oral care items and seasonal consumables including lip balm and sunscreen were robust.
 Foods : Confectionery such as chocolates and jelly surged. Processed food like curry blocks as well as dairies were very strong. Alcoholic beverages such as wines became a contributor.
 Watches & Fashion goods : Sporting wear, bags and shoes were good.
 Sporting & Leisure goods : Items for cars and stuffed toys made a steady growth.
- 4 new store openings in April : "Don Quijote Shimodate store (Ibaraki pref.)" opens on 19, "DQ Abeno Tennoji ekimae store (Osaka)" opens on 21, "MEGA Tsu sakurabashi store (Mie pref.)" opens on 28. Doit Co., Ltd. (subsidiary) opens "City Doit Nishi Kawaguchi store (Saitama pref.)" on 15.

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