

## 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
<b>All Stores</b>	Net Sales	(yoy %)	112.8%	108.2%	113.1%										111.2%
	Number of All Stores	(stores)	275	277	277										277
<b>Existing Stores</b>	Net Sales	(yoy %)	103.7%	99.6%	102.6%										101.9%
	* Number of Customers	(yoy %)	101.9%	98.9%	101.2%										100.6%
	* Average customer spend	(yoy %)	101.8%	100.7%	101.3%										101.3%
	Number of Existing Stores	(stores)	236	239	236										236
<b>Breakdown Sales by Products</b>	Home electrical appliances	(yoy %)	117.0%	110.0%	115.3%										114.0%
	Miscellaneous household goods	(yoy %)	*102.4%	*98.2%	*104.1%										*101.5%
	Foods	(yoy %)	119.6%	115.1%	120.0%										118.1%
	Watches & Fashion merchandise	(yoy %)	111.0%	107.2%	109.2%										109.1%
	Sporting goods & Leisure goods	(yoy %)	*126.9%	*118.9%	*131.7%										*125.0%
	Others	(yoy %)	107.9%	105.1%	107.9%										106.9%

( July 2015 to June 2016 )			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
<b>All Stores</b>	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
<b>Existing Stores</b>	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
<b>Breakdown Sales by Products</b>	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%

- There were many rainy days with short sunshine hours nationwide due to frequent tyoons. Temperature remained high.
- High temperature and rain decelerated seasonal items sales and there was one holiday less than last year. However, those were more than offset by strong daily necessity sales.  
Tax-free sales for inbound tourist made a double digit growth backed by surging traffic and consumable sales such as cosmetics and drugs.
- Sales trend by product category :  
Home electronics : Smart phone accessories and personal care appliances were strong.  
Miscellaneous household goods : Daily consumables such as detergents and bath goods were popular among domestic customers. Cosmetics and drugs grew rapidly as those were popular among inbound tourists.  
Foods : Autumn limited packaged snacks surged. Daily delivered food showed a stable growth. Drinks sales surged.  
Watches & Fashion goods : Jewelry and rainwear made a sound growth.  
Sporting & Leisure goods : Workout equipments and outdoor goods such as tents were robust.  
(\*The sales of seasonal events items were partly posted on "Miscellaneous Household goods" until last year, and they were transferred into "Sporting and Leisure goods" segment this year. It will be adjusted in the end of this fiscal year.)
- New store opening in October : "MEGA Oita mitsuyoshi-inter store" in Oita pref. opens on 14, which is first MEGA format in the prefecture.

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