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%								105.6%
	Number of All Stores	(stores)	314	319	320	321	324								324
Existing Stores	Net Sales	(yoy %)	100.0%	101.4%	103.5%	100.4%	100.5%								101.1%
	* Number of Customers	(yoy %)	98.9%	99.9%	98.6%	101.7%	99.6%								99.7%
	* Average customer spend	(yoy %)	101.2%	101.5%	105.0%	98.7%	101.0%								101.4%
	Number of Existing Stores	(stores)	288	291	283	291	294								294
Breakdown Sales by Products	Home electrical appliances	(yoy %)	98.4%	101.0%	109.2%	102.0%	100.8%								102.9%
	Miscellaneous household goods	(yoy %)	106.0%	107.1%	107.8%	107.4%	104.7%								106.6%
	Foods	(yoy %)	109.0%	110.5%	110.5%	110.2%	109.0%								109.9%
	Watches & Fashion merchandise	(yoy %)	100.9%	102.9%	109.2%	97.2%	100.4%								101.9%
	Sporting goods & Leisure goods	(yoy %)	96.4%	100.7%	99.1%	99.2%	99.3%								99.3%
	Others	(yoy %)	99.8%	98.8%	103.7%	103.1%	102.3%								101.7%

(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%

1. Nationwide temperature trended high throughout November. It was dry with little rain. It was extraordinary warm in November.

2. There was one National Holiday less than last year (overlapped on Saturday) and high temperature gave a negative impact on traffic and seasonal items sales.
Food grew rapidly and took the lead. Tax-free enjoyed very strong sales. It was largely driven by consumable items. Both traffic and per-customer spending grew for Tax-free.

3. Sales trend by product category :
Home electronics : Sales for headsets grew significantly. POSA cards and gaming consoles were contributors.
Miscellaneous household goods : Daily consumables and Kitchen goods were strong. Drugs and cosmetics generated robust tax-free sales.
Foods : Processed food, daily delivered food such as cheese, and alcoholic beverages including whisky were key items for strong growth.
Watches & Fashion goods : E-cigarettes and sporting outfits made double digit growth.
Sporting & Leisure goods : Sporting goods contributed to this segment such as badminton and frisbee.

4. New store opening in December : "MEGA Don Quijote Yatsushiro store" in Kumamoto opened on 7.
There was one store closure in November.(Don Quijote Sayama store).

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