

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%						111.6%
	Number of All Stores	(stores)	275	277	277	278	280	281	281						281
Existing Stores	Net Sales	(yoy %)	103.7%	99.6%	102.6%	102.2%	102.2%	102.6%	102.6%						102.2%
	* Number of Customers	(yoy %)	101.9%	98.9%	101.2%	100.7%	101.6%	102.5%	102.7%						101.5%
	* Average customer spend	(yoy %)	101.8%	100.7%	101.3%	101.5%	100.6%	100.2%	99.9%						100.7%
	Number of Existing Stores	(stores)	236	239	236	238	239	240	244						244
Breakdown Sales by Products	Home electrical appliances	(yoy %)	117.0%	110.0%	115.3%	114.1%	109.0%	107.8%	106.7%						113.0%
	Miscellaneous household goods	(yoy %)	*102.4%	*98.2%	*104.1%	116.5%	113.1%	112.9%	113.7%						113.7%
	Foods	(yoy %)	119.6%	115.1%	120.0%	117.6%	116.6%	118.5%	118.9%						117.5%
	Watches & Fashion merchandise	(yoy %)	111.0%	107.2%	109.2%	108.0%	108.9%	109.5%	108.4%						107.1%
	Sporting goods & Leisure goods	(yoy %)	*126.9%	*118.9%	*131.7%	96.3%	102.6%	105.9%	105.9%						102.6%
	Others	(yoy %)	107.9%	105.1%	107.9%	86.1%	93.6%	103.9%	101.0%						94.2%

(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%

- Temperature fluctuated throughout the month. It was high in the beginning and the end of the month. Lower-than-average temperature in the middle of the month brought heavy snow to some areas.
- Satisfying January sales made a good start of a new year. Daily necessities' sales took the lead as they became more price competitive. Temperature drop in the middle of the month encouraged the sales for seasonal items especially on home appliances and apparel product group. Tax-free sales made a double digit growth by assorting popular items for tourists. Chinese Luner New Year Holiday started from January 27 and it encouraged the tourist consumption.
- Sales trend by product category :
 Home electronics : Personal-care appliances including shavers became a contributor. Toilet seats and rice cookers were robust.
 Miscellaneous household goods : Seasonal consumables such as heating pads and masks were strong in addition to the regular items like detergent.
 Drugs and Cosmetics attracted both domestic and tourist costumers. Cold medicine and moisturizing items took the lead.
 Foods : Snacks were strong such as chocolates and gummy candy. Daily delivered and processed food were great.
 Watches & Fashion goods : Casual wear surged and bags and shoes were brisk.
 Sporting & Leisure goods : Stuffed toys enjoyed the great sales.
 (*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 February. "Don Quijote Jimbocho Yasukuni-dori store (Chiyoda-ward,Tokyo) opens on 17.

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