

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
All Stores	Net Sales	(yoy %)	113.3%	111.8%											112.6%
	Number of All Stores	(stores)	294	293											293
Existing Stores	Net Sales	(yoy %)	105.2%	105.1%											105.2%
	* Number of Customers	(yoy %)	104.0%	104.2%											104.1%
	* Average customer spend	(yoy %)	101.1%	100.9%											101.0%
	Number of Existing Stores	(stores)	265	269											269
Breakdown Sales by Products	Home electrical appliances	(yoy %)	111.9%	107.0%											109.5%
	Miscellaneous household goods	(yoy %)	127.1%	125.0%											126.1%
	Foods	(yoy %)	117.3%	117.3%											117.3%
	Watches & Fashion merchandise	(yoy %)	98.2%	97.8%											98.0%
	Sporting goods & Leisure goods	(yoy %)	106.8%	103.7%											105.2%
	Others	(yoy %)	100.1%	102.2%											101.2%

(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%	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
Existing Stores	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
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%	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%

- It rained a lot and short sunshine hours. Temperature trended low in east Japan. It rained 21 days consecutively in Tokyo which is the longest in 40 years. Some areas were affected by the heavy rain because of a typhoon.
- Consumable sales both from domestic and overseas customers were very strong, offsetting the negative impact from weather and made a high SSS growth.
- Sales trend by product category :
 Home electronics : Headsets were strong. Digital cameras and gaming consoles and software have grown fast.
 Miscellaneous household goods : Kitchen goods including bottles made a high growth. On top of the strong domestic sales for consumables such as detergents and oral care items, robust cosmetics and drugs sales for overseas travellers boosted the growth of household goods segment.
 Foods : Snacks such as chocolates and jelly took the lead. Processed food such as instant and local noodles became popular.
 Watches & Fashion goods : E-cigarette and its accessories were contributors. Strong sales for sporting wear, leg wear and casual shoes offset the stagnant sales for summer fashion item such as swim suit.
 Sporting & Leisure goods : Toys have grown nicely.
- New store opening in September : "Don Quijote Nagano ekimae store (Nagano pref.)" opened on 1 in the commercial complex in front of Nagano station. "Don Quijote Wako store" in Saitama pref. closed on August 27 due to land readjustment project.

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