

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%	112.1%	108.4%	114.4%								112.2%
	Number of All Stores	(stores)	294	293	294	296	301								301
Existing Stores	Net Sales	(yoy %)	105.2%	105.1%	106.4%	102.6%	105.9%								105.0%
	* Number of Customers	(yoy %)	104.0%	104.2%	105.5%	100.2%	105.4%								103.8%
	* Average customer spend	(yoy %)	101.1%	100.9%	100.9%	102.4%	100.5%								101.1%
	Number of Existing Stores	(stores)	265	269	271	274	275								275
Breakdown Sales by Products	Home electrical appliances	(yoy %)	111.9%	107.0%	102.1%	102.4%	108.9%								109.6%
	Miscellaneous household goods	(yoy %)	127.1%	125.0%	124.5%	122.1%	128.2%								125.2%
	Foods	(yoy %)	117.3%	117.3%	117.9%	114.5%	119.8%								117.3%
	Watches & Fashion merchandise	(yoy %)	98.2%	97.8%	98.9%	96.7%	98.3%								97.8%
	Sporting goods & Leisure goods	(yoy %)	106.8%	103.7%	104.6%	91.5%	105.7%								101.8%
	Others	(yoy %)	100.1%	102.2%	98.9%	98.9%	105.1%								100.8%

(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%

- Temperature fluctuated. It remained high in the first half of the month as there were many sunny days but it dropped in the second half. It was little rain and long sunshine hours.
- Strong daily necessities' sales took the lead in the domestic consumption. Temperature drop drove the sales for seasonal winter items. In regards to tax-free sales for overseas travelers, the skyrocketed customer traffic pushed up the sales contribution.
- Sales trend by product category :
 Home electronics : Smartphone accessories including chargers were strong as new smartphone model and new game app launched. TV sets became a contributor.
 Miscellaneous household goods : Daily consumables such as detergents and toothbrushes were robust. Drug sales surged mainly supported by overseas travelers.
 Foods : All product groups made a high growth mainly for snacks, dairies, processed foods, rice and drinks.
 Watches & Fashion goods : E-cigarette and its accessories as well as suitcases grew fast.
 Sporting & Leisure goods : Fitness goods were good.
- New store openings in December : "Don Quijote Hino Inter store (Kanagawa pref.)" as well as "Don Quijote Suita esaka store (Osaka)" opened on 1.
 The group company Pan Pacific International Holdings opened "DON DON DONKI Orchard Central store" in Singapore on 1 as Japan brand specialty store.

Don Quijote Holdings Co., Ltd. (TSE 7532)

2-19-10 Aobadai Meguro-ku, Tokyo 153-0042, Japan

Senior Managing Director & CFO **Mitsuo Takahashi**

Tel +81-3-5725-7588

Fax +81-3-5725-7024

E-mail ir@donki.co.jp