

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%										112.4%
	Number of All Stores	(stores)	294	293	294										294
Existing Stores	Net Sales	(yoy %)	105.2%	105.1%	106.4%										105.6%
	* Number of Customers	(yoy %)	104.0%	104.2%	105.5%										104.6%
	* Average customer spend	(yoy %)	101.1%	100.9%	100.9%										100.9%
	Number of Existing Stores	(stores)	265	269	271										271
Breakdown Sales by Products	Home electrical appliances	(yoy %)	111.9%	107.0%	102.1%										107.2%
	Miscellaneous household goods	(yoy %)	127.1%	125.0%	124.5%										125.6%
	Foods	(yoy %)	117.3%	117.3%	117.9%										117.5%
	Watches & Fashion merchandise	(yoy %)	98.2%	97.8%	98.9%										98.3%
	Sporting goods & Leisure goods	(yoy %)	106.8%	103.7%	104.6%										105.0%
	Others	(yoy %)	100.1%	102.2%	98.9%										100.4%

(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%

- High pressure brought long sunshine hours. Temperature remained low throughout the month. Typhoon hit on three-day weekend in the middle of September. Some areas were affected by record heavy rain.
- The sales for daily necessities were accelerated. Tax-free sales for overseas travelers were stronger than ever before backed by rapidly-growing customer traffic.
- Sales trend by product category :
 Home electronics : Futen cleaner were strong. Gaming consoles and software have grown fast.
 Miscellaneous household goods : Kitchen goods including bottles and knives made a high growth. Daily consumables such as shampoos and detergents became the biggest earner thanks to our competitive prices.
 Foods : Snacks such as chocolates grew fast. Processed food such as local noodles and condiments attracted customers' attentions. Dairy products such as milk, as well as chilled food like pizza were robust.
 Watches & Fashion goods : E-cigarette and its accessories were contributors.
 Sporting & Leisure goods : The sales for toys of TV cartoon jumped. Protein sales trended nicely.
- New store opening in October : "Don Quijote Nagaoka Kawasaki store (Niigata pref.)" opens on 11. "Don Quijote Yame store (Fukuoka pref.)" opens on 27. "MEGA Seki MAGO store (Gifu pref.)" opens on 28. The group company, Nagasakiya Co., Ltd. opens "MEGA Toyohashi store (Aichi pref.)" opens on 13, to the location where it was formally occupied by leading General Merchandise Store.

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