

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%											105.0%
	Number of All Stores	(stores)	314	319											319
Existing Stores	Net Sales	(yoy %)	100.0%	101.4%											100.7%
	* Number of Customers	(yoy %)	98.9%	99.9%											99.4%
	* Average customer spend	(yoy %)	101.2%	101.5%											101.3%
	Number of Existing Stores	(stores)	288	291											291
Breakdown Sales by Products	Home electrical appliances	(yoy %)	98.4%	101.0%											99.7%
	Miscellaneous household goods	(yoy %)	106.0%	107.1%											106.6%
	Foods	(yoy %)	109.0%	110.5%											109.7%
	Watches & Fashion merchandise	(yoy %)	100.9%	102.9%											101.9%
	Sporting goods & Leisure goods	(yoy %)	96.4%	100.7%											98.6%
	Others	(yoy %)	99.8%	98.8%											99.3%

(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%	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%

- Temperature remained high throughout the month, it was hot and humid month. Some areas were affected by record heavy rain due to typhoons.
Temperature dropped right after each typhoon.
- There was one holiday less than last year. (National holiday overlapped Saturday.) It gave a negative impact on traffic, however, food sales delivered strong momentum and it took the lead. Seasonal items such as fans and sunscreens were strong. Tax-free sales for overseas travelers were robust by making a growth in traffic and spending.
- Sales trend by product category :
Home electronics : Wireless headsets were popular items. Seasonal appliances were strong.
Miscellaneous household goods : Daily consumables such as toothbrush as well as drugs grew fast.
Foods : Sales for processed food jumped including seasonings, canned food and snacks.
Watches & Fashion goods : E-cigarettes, swimwear and parasols were contributors.
Sporting & Leisure goods : Items for cars such as sunshades, floats and fitness items were good.
- New store openings in September : "Jonetsu Shokunin Higashimatsuyama store" in Saitama will be opened on 13.

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