

## 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
<b>All Stores</b>	Net Sales	(yoy %)	113.3%	111.8%	112.1%	108.4%	114.4%	112.1%	111.8%						112.3%
	Number of All Stores	(stores)	294	293	294	296	301	303	304						304
<b>Existing Stores</b>	Net Sales	(yoy %)	105.2%	105.1%	106.4%	102.6%	105.9%	104.0%	103.0%						104.5%
	* Number of Customers	(yoy %)	104.0%	104.2%	105.5%	100.2%	105.4%	103.0%	101.3%						103.3%
	* Average customer spend	(yoy %)	101.1%	100.9%	100.9%	102.4%	100.5%	100.9%	101.6%						101.2%
	Number of Existing Stores	(stores)	265	269	271	274	275	277	278						278
<b>Breakdown Sales by Products</b>	Home electrical appliances	(yoy %)	111.9%	107.0%	102.1%	102.4%	108.9%	114.1%	109.8%						112.4%
	Miscellaneous household goods	(yoy %)	127.1%	125.0%	124.5%	122.1%	128.2%	126.0%	125.3%						125.2%
	Foods	(yoy %)	117.3%	117.3%	117.9%	114.5%	119.8%	117.9%	115.5%						117.1%
	Watches & Fashion merchandise	(yoy %)	98.2%	97.8%	98.9%	96.7%	98.3%	97.1%	97.5%						97.8%
	Sporting goods & Leisure goods	(yoy %)	106.8%	103.7%	104.6%	91.5%	105.7%	100.2%	102.4%						101.4%
	Others	(yoy %)	100.1%	102.2%	98.9%	98.9%	105.1%	103.4%	99.1%						100.9%

( July 2016 to June 2017 )			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
<b>All Stores</b>	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
<b>Existing Stores</b>	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
<b>Breakdown Sales by Products</b>	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 remained low throughout the nation. Tokyo was covered with 20cm snow for the first time in 4 years. Some areas were affected by record heavy snow.
- Snowfalls gave a negative impact on customer traffic. Strong sales for daily necessities were more than offset the negative calendar factor. The drop in temperature made the seasonal items' sales robust. Pharmaceutical products grew fast due to the historical outbreak of flu. Tax-free sales for overseas travelers and the contribution hit a historical high.
- Sales trend by product category :  
 Home electronics : There were brisk sales in TV sets and headsets. Dryers for beddings trended positively.  
 Miscellaneous household goods : Seasonal consumables were strong such as lip balms and body warmers. Pharmaceutical products including cold medicine made a substantial growth.  
 Foods : Snacks for souvenirs, processed food and daily food were contributors.  
 Watches & Fashion goods : E-cigarette and its accessories took the lead. Gloves and seasonal underwear were brisk.  
 Sporting & Leisure goods : Car items to deal with snow grew rapidly. Toys became popular items.
- New store openings in February : The group company Lirack Co., Ltd. opened "Kyoyasudo Akiruno store" in Tokyo on 1. Nagasaki Co., Ltd. will open "MEGA Himeji Hirohata store" in Hyogo pref. on 16. It will be opened after a leading GMS retailer close its store.

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