

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%												104.1%
	Number of All Stores	(stores)	314												314
Existing Stores	Net Sales	(yoy %)	100.0%												100.0%
	* Number of Customers	(yoy %)	98.9%												98.9%
	* Average customer spend	(yoy %)	101.2%												101.2%
	Number of Existing Stores	(stores)	288												288
Breakdown Sales by Products	Home electrical appliances	(yoy %)	98.4%												98.4%
	Miscellaneous household goods	(yoy %)	106.0%												106.0%
	Foods	(yoy %)	109.0%												109.0%
	Watches & Fashion merchandise	(yoy %)	100.9%												100.9%
	Sporting goods & Leisure goods	(yoy %)	96.4%												96.4%
	Others	(yoy %)	99.8%												99.8%

(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%	116.6%	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%

- It poured in early July and some areas were affected. Temperature rose and it was extremely hot in the second half of July. Typhoon hit in the final week.
- Customer traffic were given negative impacts from extreme heat and bad weather on weekends. Daily necessities and seasonal items were good. Tax-free sales were mainly driven by consumables such as drugs and cosmetics. Significant traffic growth made strong tax-free sales.
- Sales trend by product category :
Home electronics : Headsets took the lead. Seasonal appliances such as fans were strong.
Miscellaneous household goods : Seasonal items such as anti-perspiration and sunscreen recorded a high growth rate. Drugs were robust.
Foods : Drinks, icecreams and beers surged as temperature rose.
Watches & Fashion goods : E-cigarettes and their accessories were strong. Parasols and swimsuits were contributors.
- New store openings in August : "Don Quijote Neyagawa Korien store" in Osaka and "Don Quijote Ishigakijima store" in Okinawa opened on 10.
"Picasso Meguro ekimae store" in Tokyo will be opened on 24. "MEGA Narashino store" in Chiba and "Picasso Kawasaki ginryugai store" in Kanagawa will be opened on 31.

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