

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%	108.4%										106.1%
	Number of All Stores	(stores)	314	319	320										320
Existing Stores	Net Sales	(yoy %)	100.0%	101.4%	103.5%										101.6%
	* Number of Customers	(yoy %)	98.9%	99.9%	98.6%										99.1%
	* Average customer spend	(yoy %)	101.2%	101.5%	105.0%										102.5%
	Number of Existing Stores	(stores)	288	291	283										283
Breakdown Sales by Products	Home electrical appliances	(yoy %)	98.4%	101.0%	109.2%										102.5%
	Miscellaneous household goods	(yoy %)	106.0%	107.1%	107.8%										107.0%
	Foods	(yoy %)	109.0%	110.5%	110.5%										110.0%
	Watches & Fashion merchandise	(yoy %)	100.9%	102.9%	109.2%										104.1%
	Sporting goods & Leisure goods	(yoy %)	96.4%	100.7%	99.1%										98.7%
	Others	(yoy %)	99.8%	98.8%	103.7%										100.7%

(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 rained a lot throughout the month because of typhoons. A series of natural disasters (concentrated downpour, thunder) affected some areas.
- Bad weather gave a negative impact on customer traffic. There were some positive factors to offset the negative one. There were two holidays more than last year. There was a last minute shopping demand for cigarettes prior to the price hike from October.
Typhoons gave an impact on tax-free sales in Kansai area temporarily, but other areas such as Kanto and Kyushu had high growth to cover.
(Stores which were affected by the earthquake in Hokkaido are excluded from existing stores.)
- Sales trend by product category :
Home electronics : Batteries and flashlights grew sharply.
Miscellaneous household goods : Daily consumables such as hair care items and DIY goods were robust.
Foods : Processed food such as instant noodles as well as daily delivered food took the lead.
Watches & Fashion goods : E-cigarettes were strong, umbrellas and rainwears were contributors.
- New store openings in October : "Don Quijote Nishitetsu Kurume store" in Fukuoka will be opened on 26. Overseas subsidiary MARUKAI CORPORATION opens "Tokyo Central Yorba Linda store" in California.

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