

## Monthly Report ( July 2015 to June 2016 )

( July 2015 to June 2016 )			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
<b>All Stores</b>	Net Sales	(yoy %)	118.5%	117.3%	114.3%	117.8%	111.1%	110.8%	115.5%	115.7%	109.2%	114.8%			113.7%
	Number of All Stores	(stores)	245	245	245	246	247	250	249	249	253	262			262
<b>Existing Stores</b>	Net Sales	(yoy %)	108.1%	107.3%	105.3%	106.8%	102.4%	102.5%	105.9%	105.8%	101.9%	105.4%			105.1%
	* Number of Customers	(yoy %)	102.0%	101.7%	99.1%	102.8%	98.2%	100.0%	102.0%	102.6%	99.2%	101.1%			100.9%
	* Average customer spend	(yoy %)	106.0%	105.5%	106.3%	103.9%	104.3%	102.6%	103.9%	103.1%	102.8%	104.2%			104.2%
	Number of Existing Stores	(stores)	207	209	212	214	216	218	221	220	222	223			223
<b>Breakdown Sales by Products</b>	Home electrical appliances	(yoy %)	117.4%	122.2%	108.0%	109.5%	107.3%	103.5%	108.6%	120.2%	110.7%	120.2%			108.3%
	Miscellaneous household goods	(yoy %)	125.6%	122.9%	120.5%	*100.7%	*102.4%	*96.7%	*107.7%	*108.6%	*101.9%	106.0%			*112.2%
	Foods	(yoy %)	120.4%	120.1%	119.0%	123.3%	119.5%	122.0%	125.5%	123.4%	117.3%	123.3%			120.5%
	Watches & Fashion merchandise	(yoy %)	114.0%	111.8%	111.2%	112.7%	108.5%	104.6%	112.5%	109.8%	104.1%	110.5%			108.7%
	Sporting goods & Leisure goods	(yoy %)	108.6%	108.1%	101.9%	*197.7%	*133.7%	*178.4%	*138.9%	*131.4%	*123.9%	129.3%			*120.3%
	Others	(yoy %)	101.9%	73.3%	87.5%	110.9%	97.7%	94.2%	99.9%	94.4%	99.3%	89.5%			105.4%

( July 2014 to June 2015 )			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
<b>All Stores</b>	Net Sales	(yoy %)	109.1%	111.2%	112.3%	116.2%	116.1%	110.9%	113.6%	116.6%	96.5%	123.0%	118.2%	114.1%	112.3%
	Number of All Stores	(stores)	220	221	220	221	222	225	225	228	232	235	238	242	242
<b>Existing Stores</b>	Net Sales	(yoy %)	101.4%	102.3%	105.0%	108.3%	107.1%	104.3%	106.7%	109.4%	89.5%	114.2%	108.5%	104.4%	104.6%
	* Number of Customers	(yoy %)	101.7%	100.6%	103.5%	105.2%	103.8%	100.0%	101.2%	105.6%	94.6%	105.3%	103.2%	99.8%	101.9%
	* Average customer spend	(yoy %)	99.8%	101.7%	101.5%	102.9%	103.1%	104.2%	105.4%	103.7%	94.6%	108.5%	105.1%	104.6%	102.7%
	Number of Existing Stores	(stores)	196	196	196	195	196	200	203	204	205	205	207	208	208
<b>Breakdown Sales by Products</b>	Home electrical appliances	(yoy %)	99.0%	103.1%	114.8%	115.8%	110.2%	113.8%	118.1%	115.0%	92.8%	123.4%	108.3%	104.3%	104.9%
	Miscellaneous household goods	(yoy %)	108.3%	110.7%	113.8%	115.9%	117.2%	111.0%	115.2%	119.4%	96.5%	132.4%	125.9%	121.2%	114.6%
	Foods	(yoy %)	121.0%	121.6%	124.0%	125.8%	123.4%	117.7%	119.1%	119.5%	95.7%	127.2%	117.6%	116.8%	118.9%
	Watches & Fashion merchandise	(yoy %)	105.1%	105.4%	107.6%	109.1%	110.9%	105.3%	106.9%	112.6%	99.1%	119.5%	117.3%	113.4%	108.7%
	Sporting goods & Leisure goods	(yoy %)	103.9%	103.5%	110.0%	112.0%	110.3%	105.5%	106.1%	108.7%	97.4%	109.4%	113.3%	108.2%	107.1%
	Others	(yoy %)	114.1%	170.0%	56.3%	113.6%	128.8%	112.4%	105.4%	118.9%	96.2%	68.9%	107.1%	73.2%	102.9%

1. April started with cherry trees in full bloom. Temperature remained high nationwide throughout the month. Many cloudy and rainy days made sunshine hours shorter.

2. Sales in daily necessity items such as food and consumables expanded resulting in strong same store sales growth.  
3 stores in Kumamoto pref. are excluded from same stores due to the earthquake happened in April.

3. Sales trend by product category :

Home electronics : POSA cards surged, smart phone accessories and seasonal appliances such as air-conditioners were strong.

Miscellaneous household goods : Kitchen goods, hair care items and paper products grew sharply. Cosmetics and drugs sales were boosted, reflecting strong tourists' appetite for shopping.

Foods : It was led by strong sales in daily delivered foods and snacks. Preservable items such as water bottles, canned food and retort pouch skyrocketed.

Sporting goods & Leisure goods : Outdoor goods were robust such as tents and picnic blanket.

(\*The sales of seasonal events items were partly posted on "Miscellaneous Household goods" until last year, and they were transferred into "Sporting and Leisure goods" segment this year. It will be adjusted in the end of this fiscal year.)

4. New store openings in May : "City Doit Hinodecho store" in Yokohama opened on 9, which focuses on business for offices converting from former Kyoyasudo store.  
"Don Quijote Kanazawa morimoto store" in Ishikawa pref. opens on 20.

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