

## 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%	110.5%		113.4%
	Number of All Stores	(stores)	245	245	245	246	247	250	249	249	253	262	263		263
<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%	101.3%		104.7%
	* Number of Customers	(yoy %)	102.0%	101.7%	99.1%	102.8%	98.2%	100.0%	102.0%	102.6%	99.2%	101.1%	98.2%		100.6%
	* Average customer spend	(yoy %)	106.0%	105.5%	106.3%	103.9%	104.3%	102.6%	103.9%	103.1%	102.8%	104.2%	103.1%		104.1%
	Number of Existing Stores	(stores)	207	209	212	214	216	218	221	220	222	223	226		226
<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%	117.7%		109.1%
	Miscellaneous household goods	(yoy %)	125.6%	122.9%	120.5%	*100.7%	*102.4%	*96.7%	*107.7%	*108.6%	*101.9%	*106.0%	*101.4%		*111.1%
	Foods	(yoy %)	120.4%	120.1%	119.0%	123.3%	119.5%	122.0%	125.5%	123.4%	117.3%	123.3%	118.1%		120.3%
	Watches & Fashion merchandise	(yoy %)	114.0%	111.8%	111.2%	112.7%	108.5%	104.6%	112.5%	109.8%	104.1%	110.5%	108.3%		108.6%
	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%	*117.3%		*120.0%
	Others	(yoy %)	101.9%	73.3%	87.5%	110.9%	97.7%	94.2%	99.9%	94.4%	99.3%	89.5%	92.4%		104.2%

( 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%

- Clear weather stayed in May with little rain falls. Record high temperatures for May were recorded.
- Don Quijote had successfully expanded customers' wallet share despite last year's high bar and there was one Saturday less than last year. (3 stores in Kumamoto pref. were excluded from SSS due to the earthquake.)
- Sales trend by product category :  
 Home electronics : POSA cards took the lead, headsets and clothes irons were strong.  
 Miscellaneous household goods : Daily consumables such as paper products went up sharply, reflecting strong domestic customers' needs.  
 Skincare items in cosmetics and drugs were robust, reflecting tourists' needs.  
 Foods : It was led by strong sales in daily delivered foods including milk and natto. Preservable items such as instant noodles and canned food as well as snacks and breads surged. Watches & Fashion goods : Rain gear and shoes were the contributors.  
 (\*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.)
- New store openings in June : 4 Don Quijote stores : "Kyoto rakusai store" in Kyoto. on 17, "Yamato store" in Kanagawa pref. on 23 "Cross mall Sakai store" in Osaka. on 24. and "Fujisawa ekimae store" in Kanagawa pref. on 29.  
 2 Small stores : "Sora Donki Haneda airport store" on 5th floor at the international terminal in Haneda on 24, which is very first store in the airport.  
 "Picasso Shinozaki ekimae store" in Tokyo edogawa ward on 30.  
 2 MEGA stores : "Meiyon tango dori store" in Aichi pref. on 17, "Omori sanno store" in Tokyo Ota ward. on 30 which is operated by Daishin Corporation Co., Ltd.

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