

## Monthly Report ( July 2016 to June 2017 )

( 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%			111.7%
	Number of All Stores	(stores)	275	277	277	278	280	281	281	282	285	288			288
<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%			102.3%
	* Number of Customers	(yoy %)	101.9%	98.9%	101.2%	100.7%	101.6%	102.5%	102.7%	101.6%	103.6%	103.1%			101.9%
	* Average customer spend	(yoy %)	101.8%	100.7%	101.3%	101.5%	100.6%	100.2%	99.9%	100.5%	99.6%	99.0%			100.4%
	Number of Existing Stores	(stores)	236	239	236	238	239	240	244	244	245	247			247
<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%			112.1%
	Miscellaneous household goods	(yoy %)	*102.4%	*98.2%	*104.1%	116.5%	113.1%	112.9%	113.7%	125.1%	125.0%	123.1%			116.8%
	Foods	(yoy %)	119.6%	115.1%	120.0%	117.6%	116.6%	118.5%	118.9%	117.0%	120.1%	115.3%			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%			104.0%
	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%			102.8%
	Others	(yoy %)	107.9%	105.1%	107.9%	86.1%	93.6%	103.9%	101.0%	100.8%	107.3%	100.8%			96.7%

( 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%	110.6%	113.0%
	Number of All Stores	(stores)	245	245	245	246	247	250	249	249	253	262	263	270	270
<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%	102.4%	104.5%
	* 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%	99.9%	100.5%
	* 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%	102.5%	103.9%
	Number of Existing Stores	(stores)	207	209	212	214	216	218	221	220	222	223	226	232	232
<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%	112.2%	107.6%
	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%	*103.0%	114.4%
	Foods	(yoy %)	120.4%	120.1%	119.0%	123.3%	119.5%	122.0%	125.5%	123.4%	117.3%	123.3%	118.1%	117.5%	119.5%
	Watches & Fashion merchandise	(yoy %)	114.0%	111.8%	111.2%	112.7%	108.5%	104.6%	112.5%	109.8%	104.1%	110.5%	108.3%	109.5%	109.5%
	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%	*118.3%	105.4%
	Others	(yoy %)	101.9%	73.3%	87.5%	110.9%	97.7%	94.2%	99.9%	94.4%	99.3%	89.5%	92.4%	106.6%	113.2%

1. It was changable weather and temperature fluctuated. Rainfall level was same as average year. It was long sunshine hours and monthly average temperature trended high.
2. Price competitive necessities drove up traffic. Temperature rise boosted seasonal items. Tax-free sales were accelerated due to the strong traffic growth and normalized per-customer spending. Monthly tax-free sales hit all time high. (3 stores in Kumamoto pref. are excluded from SSS because those were affected by earthquake last year.)
3. Sales trend by product category :  
 Home electronics : Smart phone batteries and headsets were contributors.  
 Miscellaneous household goods : Daily consumables such as detergent and hair care items were strong. Summer items made a good start. There are increasing number of repeat customers, attracted by cosmetics and drugs.  
 Foods : Snacks were robust, daily food including egg and tofu were great.  
 Watches & Fashion goods : Sporting wear grew sharply. Leg wear for ladies and casual shoes were brisk.  
 Sporting & Leisure goods : Items for cars and stuffed toys made a stable growth.
4. 1 new store opening in May. : "MEGA Don Quijote Shibuya store (Tokyo)" opens on 12 which is relocated from Don Quijote Shibuya store.  
 It will be one of the largest MEGA stores in Tokyo.

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