

## 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%											110.7%
	Number of All Stores	(stores)	275	277											277
<b>Existing Stores</b>	Net Sales	(yoy %)	103.7%	99.6%											101.6%
	* Number of Customers	(yoy %)	101.9%	98.9%											100.4%
	* Average customer spend	(yoy %)	101.8%	100.7%											101.2%
	Number of Existing Stores	(stores)	236	239											239
<b>Breakdown Sales by Products</b>	Home electrical appliances	(yoy %)	117.0%	110.0%											113.5%
	Miscellaneous household goods	(yoy %)	*102.4%	*98.2%											*100.3%
	Foods	(yoy %)	119.6%	115.1%											117.3%
	Watches & Fashion merchandise	(yoy %)	111.0%	107.2%											109.1%
	Sporting goods & Leisure goods	(yoy %)	*126.9%	*118.9%											*122.6%
	Others	(yoy %)	107.9%	105.1%											106.5%

( 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%

- High temperature and humidity continued with long sunshine hours. A series of typhoons brought heavy rain. It wreaked enormous damage to some areas.
- SSS could have gone up by about 2% if there is no calendar impact. Bad weather and fewer holidays pushed down customer traffic. The sales of daily necessities jumped, despite rain and typhoons. Surging inbound traffic drove tax-free sales. Consumables such as cosmetics and drugs took the lead.
- Sales trend by product category :  
 Home electronics : Flat-panel TV and smart phone accessories were robust.  
 Miscellaneous household goods : Daily consumables such as paper products and detergents were strong. Cosmetics and drugs grew rapidly.  
 Foods : Preservable foods including instant noodles and canned food were good, daily delivered food such as eggs and milk showed stable growth.  
 Watches & Fashion goods : Swimwear and shoes became contributors.  
 Sporting & Leisure goods : Outdoor goods and character toys took the lead.  
 (\*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 September : "Don Quijote Sakai-ohashi store" in Ibaraki pref. opened on 2. "MEGA Fukuchiyama store" in Kyoto opens on 22 and "Don Quijote Fukuoka Imajyuku store" opens on 23.

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