

## 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%							111.5%
	Number of All Stores	(stores)	275	277	277	278	280	281							281
<b>Existing Stores</b>	Net Sales	(yoy %)	103.7%	99.6%	102.6%	102.2%	102.2%	102.6%							102.1%
	* Number of Customers	(yoy %)	101.9%	98.9%	101.2%	100.7%	101.6%	102.5%							101.2%
	* Average customer spend	(yoy %)	101.8%	100.7%	101.3%	101.5%	100.6%	100.2%							100.9%
	Number of Existing Stores	(stores)	236	239	236	238	239	240							240
<b>Breakdown Sales by Products</b>	Home electrical appliances	(yoy %)	117.0%	110.0%	115.3%	114.1%	109.0%	107.8%							111.9%
	Miscellaneous household goods	(yoy %)	*102.4%	*98.2%	*104.1%	116.5%	113.1%	112.9%							113.8%
	Foods	(yoy %)	119.6%	115.1%	120.0%	117.6%	116.6%	118.5%							117.4%
	Watches & Fashion merchandise	(yoy %)	111.0%	107.2%	109.2%	108.0%	108.9%	109.5%							107.3%
	Sporting goods & Leisure goods	(yoy %)	*126.9%	*118.9%	*131.7%	96.3%	102.6%	105.9%							102.2%
	Others	(yoy %)	107.9%	105.1%	107.9%	86.1%	93.6%	103.9%							93.9%

( 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%	123.4%	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%

- It was nice and mild weather as temperature remained high. Cold air mass brought windy days in the second half of the month.  
Some areas in northern Japan were affected by the record heavy snow.
- Strong daily necessities sales took the lead. Gift items such as toys enjoyed great sales encouraged by three day weekend during Christmas.  
Tax free sales hit an all-time high even though there were sales peak for luxury items in December last year.
- Sales trend by product category :  
Home electronics : Futon dryers and air circulators were robust. Wireless headsets became more popular.  
Miscellaneous household goods : Daily consumables were strong such as oral care items and moisturizing items.  
Drugs and cosmetics made a high growth rate thanks to the strong tourists' shopping appetites.  
Foods : Daily delivered food including fish-paste products and tofu were brisk. Processed food such as snacks and instant noodles took the lead.  
Watches & Fashion goods : Imported brand items such as wallets were good. Winter underwear as well as gloves and neck warmers became contributors.  
Casual shoes such as sneakers made a double digit growth.  
Sporting & Leisure goods : Stuffed toys and character merchandise enjoyed brisk sales.  
(\*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.)
- No new store opening in January.

### 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