

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
All Stores	Net Sales	(yoy %)	112.8%												112.8%
	Number of All Stores	(stores)	275												275
Existing Stores	Net Sales	(yoy %)	103.7%												103.7%
	* Number of Customers	(yoy %)	101.9%												101.9%
	* Average customer spend	(yoy %)	101.8%												101.8%
	Number of Existing Stores	(stores)	236												236
Breakdown Sales by Products	Home electrical appliances	(yoy %)	117.0%												117.0%
	Miscellaneous household goods	(yoy %)	*102.4%												*102.4%
	Foods	(yoy %)	119.6%												119.6%
	Watches & Fashion merchandise	(yoy %)	111.0%												111.0%
	Sporting goods & Leisure goods	(yoy %)	*126.9%												*126.9%
	Others	(yoy %)	107.9%												107.9%

(July 2015 to June 2016)			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
All Stores	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
Existing Stores	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
Breakdown Sales by Products	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%	110.0%
	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%	119.9%
	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%	108.5%
	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%	119.8%
	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%	113.8%

- Temperature was high in the first half of the month, then it dropped in the second half. Inactive rainy front became stationary, and it made rainy season longer than last year.
- The sales of daily necessities became increasingly robust, and it took the lead. Summer vacation encouraged the seasonal items such as leisure goods. The product mix shifted from luxury to consumable items in inbound area, and rapidly-growing traffic contributed to the sound tax-free sales growth.
- Sales trend by product category :
 Home electronics : Mobile batteries surged thanks to the popular smart phone app. Irons as well as seasonal appliances including air-conditioner and fans were strong.
 Miscellaneous household goods : Seasonal daily consumables such as anti-perspiration were good. Cosmetics and drugs enjoyed great sales.
 Foods : Daily delivered foods, drinks and ice creams were robust.
 Watches & Fashion goods : Though luxury watches were slow, underwear and swimwear became contributors.
 Sporting & Leisure goods : Outdoor goods made double digit growth.
 (*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 August : Two stores open on 11. "Don Quijote Minami-Kumamoto store" in Kumamoto pref. and "Don Quijote Miyakojima store" in Okinawa pref. which is first at remote island.

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