

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%	108.2%	113.1%	111.6%	111.6%								111.4%
	Number of All Stores	(stores)	275	277	277	278	280								280
Existing Stores	Net Sales	(yoy %)	103.7%	99.6%	102.6%	102.2%	102.2%								102.0%
	* Number of Customers	(yoy %)	101.9%	98.9%	101.2%	100.7%	101.6%								100.9%
	* Average customer spend	(yoy %)	101.8%	100.7%	101.3%	101.5%	100.6%								101.1%
	Number of Existing Stores	(stores)	236	239	236	238	239								238
Breakdown Sales by Products	Home electrical appliances	(yoy %)	117.0%	110.0%	115.3%	114.1%	109.0%								113.2%
	Miscellaneous household goods	(yoy %)	*102.4%	*98.2%	*104.1%	116.5%	113.1%								114.0%
	Foods	(yoy %)	119.6%	115.1%	120.0%	117.6%	116.6%								117.1%
	Watches & Fashion merchandise	(yoy %)	111.0%	107.2%	109.2%	108.0%	108.9%								106.7%
	Sporting goods & Leisure goods	(yoy %)	*126.9%	*118.9%	*131.7%	96.3%	102.6%								101.3%
	Others	(yoy %)	107.9%	105.1%	107.9%	86.1%	93.6%								91.9%

(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%	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%

- It was cloudy weather and temperature was low. Drop in temperature became mild in the middle of month, but it snowed for the first time in 54 years in the end of month. Some areas were affected by the record low temperature.
- Although there was one sunday less than last year, we achieved strong same store sales backed by two positive factors. 1. Increasing daily necessity demand.
2. Strong seasonal item sales were encouraged by low temperature. Also, positive inbound sales were led by sharply grown customer traffic. Inbound sales for consumable items were robust.
- Sales trend by product category :
Home electronics : Seasonal appliances such as humidifiers and heaters made a rapid growth. Smartphone accessories and headsets became contributors.
Miscellaneous household goods : Moisturizing items such as hand cream as well as cosmetics and drugs were strong.
Kitchen goods such as portable gas stoves were satisfactory.
Foods : Processed food such as snacks and instant noodles were good. Daily delivered food including dairies and bread have grown.
Watches & Fashion goods : Apparels were very strong as temperature dropped. Gloves, neck warmers and seasonal underwear took the lead.
Casual shoes and backpack became more popular.
(*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 opening in December : "MEGA Kannana Umejima store" in Tokyo Adachi ward opened on Dec. 1 after renovating Don Quijote store by extending its floor space.

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