

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% | | | | | | | | | 111.3% |
| | Number of All Stores | (stores) | 275 | 277 | 277 | 278 | | | | | | | | | 278 |
| Existing Stores | Net Sales | (yoy %) | 103.7% | 99.6% | 102.6% | 102.2% | | | | | | | | | 102.0% |
| | * Number of Customers | (yoy %) | 101.9% | 98.9% | 101.2% | 100.7% | | | | | | | | | 100.7% |
| | * Average customer spend | (yoy %) | 101.8% | 100.7% | 101.3% | 101.5% | | | | | | | | | 101.3% |
| | Number of Existing Stores | (stores) | 236 | 239 | 236 | 238 | | | | | | | | | 238 |
| Breakdown Sales by Products | Home electrical appliances | (yoy %) | 117.0% | 110.0% | 115.3% | 114.1% | | | | | | | | | 114.3% |
| | Miscellaneous household goods | (yoy %) | *102.4% | *98.2% | *104.1% | 116.5% | | | | | | | | | 114.2% |
| | Foods | (yoy %) | 119.6% | 115.1% | 120.0% | 117.6% | | | | | | | | | 117.2% |
| | Watches & Fashion merchandise | (yoy %) | 111.0% | 107.2% | 109.2% | 108.0% | | | | | | | | | 106.1% |
| | Sporting goods & Leisure goods | (yoy %) | *126.9% | *118.9% | *131.7% | 96.3% | | | | | | | | | 101.1% |
| | Others | (yoy %) | 107.9% | 105.1% | 107.9% | 86.1% | | | | | | | | | 91.5% |

| (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% |

1. It was changable weather and temperature fluctuated in October.
2. While we enjoyed great sales for Halloween items, daily necessity items attracted more customers. Satisfying inbound sales became contributor.
3. Sales trend by product category :
 Home electronics : Smartphone accessories and headsets made a double digit growth. Air cleaners and rice cookers have grown sharply.
 Miscellaneous household goods : Consumables surged as cosmetics and drugs drew inbound customers and detergents and haircare items were popular among domestic customers. Kitchen goods such as portable gas stoves were strong.
 Foods : Snacks sales were accelerated by Halloween. Daily delivered food and processed food were robust.
 Watches & Fashion goods : Underwear, casual outfit and shoes grew.
 (*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.)
4. New store opening in November : "Don Quijote Tottori store" in Tottori pref. and "MEGA Kanazawa kuratsuki store" in Ishikawa pref. opens on 25. Nagasakiya Co., Ltd. opens "MEGA Yachiyo store" in Chiba pref. on 19 at former GMS location.

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