

Monthly Report (July 2017 to June 2018)

(July 2017 to June 2018)			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
All Stores	Net Sales	(yoy %)	113.3%	111.8%	112.1%	108.4%	114.4%	112.1%	111.8%	111.8%	113.8%	110.3%			112.9%
	Number of All Stores	(stores)	294	293	294	296	301	303	304	304	306	306			306
Existing Stores	Net Sales	(yoy %)	105.2%	105.1%	106.4%	102.6%	105.9%	104.0%	103.0%	103.6%	105.2%	103.1%			104.4%
	* Number of Customers	(yoy %)	104.0%	104.2%	105.5%	100.2%	105.4%	103.0%	101.3%	101.3%	102.5%	101.1%			102.8%
	* Average customer spend	(yoy %)	101.1%	100.9%	100.9%	102.4%	100.5%	100.9%	101.6%	102.3%	102.6%	101.9%			101.5%
	Number of Existing Stores	(stores)	265	269	271	274	275	277	278	278	278	280			280
Breakdown Sales by Products	Home electrical appliances	(yoy %)	111.9%	107.0%	102.1%	102.4%	108.9%	114.1%	109.8%	109.3%	109.4%	108.2%			113.1%
	Miscellaneous household goods	(yoy %)	127.1%	125.0%	124.5%	122.1%	128.2%	126.0%	125.3%	112.8%	116.6%	113.1%			112.3%
	Foods	(yoy %)	117.3%	117.3%	117.9%	114.5%	119.8%	117.9%	115.5%	115.1%	115.6%	112.4%			116.7%
	Watches & Fashion merchandise	(yoy %)	98.2%	97.8%	98.9%	96.7%	98.3%	97.1%	97.5%	109.6%	112.0%	106.8%			101.2%
	Sporting goods & Leisure goods	(yoy %)	106.8%	103.7%	104.6%	91.5%	105.7%	100.2%	102.4%	103.0%	107.8%	105.3%			103.1%
	Others	(yoy %)	100.1%	102.2%	98.9%	98.9%	105.1%	103.4%	99.1%	101.6%	99.4%	99.0%			101.1%

(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%	112.1%	112.2%	110.7%	112.4%	109.5%	110.6%	113.3%	112.0%
	Number of All Stores	(stores)	275	277	277	278	280	281	281	282	285	288	288	292	292
Existing Stores	Net Sales	(yoy %)	103.7%	99.6%	102.6%	102.2%	102.2%	102.6%	102.6%	102.1%	103.2%	102.1%	102.8%	105.1%	102.6%
	* Number of Customers	(yoy %)	101.9%	98.9%	101.2%	100.7%	101.6%	102.5%	102.7%	101.6%	103.6%	103.1%	102.0%	104.5%	102.2%
	* Average customer spend	(yoy %)	101.8%	100.7%	101.3%	101.5%	100.6%	100.2%	99.9%	100.5%	99.6%	99.0%	100.7%	100.6%	100.4%
	Number of Existing Stores	(stores)	236	239	236	238	239	240	244	244	245	247	258	258	258
Breakdown Sales by Products	Home electrical appliances	(yoy %)	117.0%	110.0%	115.3%	114.1%	109.0%	107.8%	106.7%	97.6%	102.5%	95.8%	97.7%	108.0%	113.3%
	Miscellaneous household goods	(yoy %)	*102.4%	*98.2%	*104.1%	116.5%	113.1%	112.9%	113.7%	125.1%	125.0%	123.1%	124.8%	125.4%	118.5%
	Foods	(yoy %)	119.6%	115.1%	120.0%	117.6%	116.6%	118.5%	118.9%	117.0%	120.1%	115.3%	117.0%	117.8%	117.4%
	Watches & Fashion merchandise	(yoy %)	111.0%	107.2%	109.2%	108.0%	108.9%	109.5%	108.4%	95.0%	96.1%	95.8%	95.3%	97.9%	102.8%
	Sporting goods & Leisure goods	(yoy %)	*126.9%	*118.9%	*131.7%	96.3%	102.6%	105.9%	105.9%	104.3%	104.4%	104.3%	105.7%	112.5%	103.8%
	Others	(yoy %)	107.9%	105.1%	107.9%	86.1%	93.6%	103.9%	101.0%	100.8%	107.3%	100.8%	101.8%	100.4%	93.3%

- Temperature remained high nationwide throughout the month. It was changeable weather and some areas were affected by heavy rain and rainstorm. It was a high monthly rainfall.
- Strong daily necessities sales took the lead for high SSS growth. The rise in temperature boosted the sales for summer seasonal items such as fans and anti-perspiration items. Cosmetics including skincare items and drugs attracted overseas travelers. SSS were pushed up by strong tax-free sales which was driven by customer traffic growth.
- Sales trend by product category :
 Home electronics : TV sets and headsets took the lead. Home appliances such as clothes irons were contributor.
 Miscellaneous household goods : Daily consumables such as sunscreens and hair care items were strong. Drugs and cosmetics grew sharply backed by big shopping appetite for overseas travelers.
 Foods : Processed food including seasonings and noodles was gainer. Daily delivered food like eggs and milk cartons as well as alcoholic beverages made rapid growth.
 Watches & Fashion goods : E-cigarettes and accessories were robust. Character outfit attracted customers' attention which online game provider and Don Quijote co-developed.
 Sporting & Leisure goods : Fitness items and outdoor goods such as barbecue grill, cooler boxes were strong.
- New store openings in May : "Don Quijote Akasaka mitsuke store" in Tokyo opened on 10. "MEGA Don Quijote Tsurumi chuo store" in Kanagawa opens on 11.

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