

Monthly Report (July 2018 to June 2019)

(July 2018 to June 2019)			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
All Stores	Net Sales	(yoy %)	104.1%	105.9%	108.4%	104.9%									105.9%
	Number of All Stores	(stores)	314	319	320	321									321
Existing Stores	Net Sales	(yoy %)	100.0%	101.4%	103.5%	100.4%									101.3%
	* Number of Customers	(yoy %)	98.9%	99.9%	98.6%	101.7%									99.8%
	* Average customer spend	(yoy %)	101.2%	101.5%	105.0%	98.7%									101.5%
	Number of Existing Stores	(stores)	288	291	283	291									291
Breakdown Sales by Products	Home electrical appliances	(yoy %)	98.4%	101.0%	109.2%	102.0%									103.5%
	Miscellaneous household goods	(yoy %)	106.0%	107.1%	107.8%	107.4%									107.1%
	Foods	(yoy %)	109.0%	110.5%	110.5%	110.2%									110.2%
	Watches & Fashion merchandise	(yoy %)	100.9%	102.9%	109.2%	97.2%									102.3%
	Sporting goods & Leisure goods	(yoy %)	96.4%	100.7%	99.1%	99.2%									99.4%
	Others	(yoy %)	99.8%	98.8%	103.7%	103.1%									101.5%

(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%	108.0%	110.5%	111.7%
	Number of All Stores	(stores)	294	293	294	296	301	303	304	304	306	306	308	313	313
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%	101.6%	104.4%	104.1%
	* Number of Customers	(yoy %)	104.0%	104.2%	105.5%	100.2%	105.4%	103.0%	101.3%	101.3%	102.5%	101.1%	99.4%	100.9%	102.3%
	* Average customer spend	(yoy %)	101.1%	100.9%	100.9%	102.4%	100.5%	100.9%	101.6%	102.3%	102.6%	101.9%	102.2%	103.5%	101.8%
	Number of Existing Stores	(stores)	265	269	271	274	275	277	278	278	278	280	283	283	283
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%	107.6%	109.0%	111.6%
	Miscellaneous household goods	(yoy %)	127.1%	125.0%	124.5%	122.1%	128.2%	126.0%	125.3%	112.8%	113.1%	109.5%	112.3%	119.6%	
	Foods	(yoy %)	117.3%	117.3%	117.9%	114.5%	119.8%	117.9%	115.5%	115.1%	115.6%	112.4%	111.7%	115.3%	115.8%
	Watches & Fashion merchandise	(yoy %)	98.2%	97.8%	98.9%	96.7%	98.3%	97.1%	97.5%	109.6%	112.0%	106.8%	104.1%	105.8%	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%	98.2%	98.9%	101.7%
	Others	(yoy %)	100.1%	102.2%	98.9%	98.9%	105.1%	103.4%	99.1%	101.6%	99.4%	99.0%	102.1%	104.6%	100.8%

- Temperature trended high in the first half of October. Daytime high and Overnight low had wide gap in the second half. It was dry with little rain.
- There was one Sunday less than last year and last-minute demand for cigarettes due to the rise in price. In spite of these disadvantages, domestic consumption mainly consumables were good. Tax-free sales for overseas travelers were accelerated and hit an all-time high.
- Sales trend by product category :
 Home electronics : Headsets and smartphone accessories were strong.
 Miscellaneous household goods : Daily consumables took the lead. Kitchen goods including bottles were robust.
 Foods : Processed food such as seasonings and snacks and daily delivered food were the two biggest earners. Alcoholic beverages grew rapidly.
 Watches & Fashion goods : Sporting outfits were the contributor.
 Sporting & Leisure goods : Halloween costumes were popular. Toys trended nicely.
- New store openings in November : "Don Quijote Echizen Takefu store" in Fukui opened on 7. "MEGA Minato yamashita souhouten store" in Kanagawa will be opened on 22. "Don Quijote Sukagawa Store" in Fukushima and "Don Quijote Kumamoto Shimodori store" in Kumamoto will be opened on 30.

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