# Monthly Report (July 2008 to June 2009) 

| ( July 2008 to June 2009) |  |  | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { All } \\ \text { Stores } \end{gathered}$ | Net Sales | (yoy \%) | 112.6\% | 110.4\% | 106.3\% | 108.8\% | 109.9\% | 101.9\% | 102.1\% | 104.3\% | 102.6\% | 101.2\% | 103.9\% | 100.3\% | 105.9\% |
|  | Number of All Stores | (stores) | 148 | 147 | 147 | 146 | 147 | 146 | 146 | 149 | 149 | 150 | 150 | 150 | 150 |
| Existing Stores | Net Sales | (yoy \%) | 103.0\% | 101.4\% | 98.1\% | 101.8\% | 104.9\% | 98.2\% | 99.8\% | 100.4\% | 100.5\% | 98.8\% | 102.1\% | 98.6\% | 100.5\% |
|  | * Number of Customers | (yoy \%) | 104.1\% | 101.0\% | 99.6\% | 103.8\% | 106.9\% | 103.6\% | 104.1\% | 105.2\% | 105.2\% | 105.9\% | 108.9\% | 106.0\% | 104.5\% |
|  | * Number of Unit Price per Customers | (yoy \%) | 99.0\% | 100.3\% | 98.4\% | 98.1\% | 97.1\% | 94.8\% | 95.8\% | 95.4\% | 95.5\% | 93.3\% | 93.7\% | 93.1\% | 96.2\% |
|  | Number of Existing Stores | (stores) | 123 | 127 | 127 | 127 | 129 | 132 | 138 | 139 | 139 | 141 | 143 | 144 | 144 |
| Breakdown Sales by Products | Home electrical appliances | (yoy \%) | 105.4\% | 103.1\% | 98.6\% | 96.1\% | 97.1\% | 92.0\% | 90.2\% | 93.6\% | 90.1\% | 82.9\% | 85.7\% | 83.2\% | 94.5\% |
|  | Miscellaneous household goods | (yoy \%) | 112.7\% | 111.4\% | 106.9\% | 113.3\% | 114.9\% | 106.7\% | 106.3\% | 106.6\% | 104.1\% | 105.0\% | 110.4\% | 103.9\% | 109.3\% |
|  | Foods | (yoy \%) | 122.8\% | 123.5\% | 119.1\% | 122.8\% | 126.2\% | 120.1\% | 118.6\% | 123.4\% | 121.3\% | 119.5\% | 121.3\% | 115.2\% | 121.7\% |
|  | Watches \& Fashion merchandise | (yoy \%) | 109.9\% | 108.9\% | 103.3\% | 103.9\% | 103.7\% | 95.3\% | 95.8\% | 93.1\% | 95.1\% | 93.4\% | 95.1\% | 94.2\% | 99.5\% |
|  | Sporting goods \& Leisure goods | (yoy \%) | 115.2\% | 101.6\% | 99.4\% | 105.0\% | 104.7\% | 102.2\% | 100.7\% | 104.4\% | 99.8\% | 103.4\% | 103.8\% | 100.4\% | 103.8\% |
|  | Others | (yoy \%) | 107.2\% | 112.2\% | 111.1\% | 112.3\% | 111.0\% | 104.0\% | 103.1\% | 108.2\% | 108.9\% | 117.6\% | 107.7\% | 107.0\% | 109.8\% |


| ( July 2007 to June 2008 ) |  |  | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All Stores | Net Sales | (yoy \%) | 102.8\% | 104.8\% | 105.2\% | 103.5\% | 104.4\% | 105.1\% | 104.9\% | 105.4\% | 106.5\% | 106.6\% | 111.5\% | 108.2\% | 106.5\% |
|  | Number of All Stores | (stores) | 139 | 140 | 142 | 139 | 142 | 145 | 145 | 146 | 148 | 15 | 14 | 148 | 148 |
| Existing Stores | Net Sales | (yoy \%) | 97.1\% | 99.0\% | 98.5\% | 97.1\% | 96.6\% | 96.0\% | 95.3\% | $95.7 \%$ | 5.6\% | $95.4 \%$ | 99.0\% | 96.4 | 96.7\% |
|  | * Number of Customers | (yoy \%) | 95.9\% | 98.2\% | 8.6\% | 8.6\% | 98.0\% | 98.3\% | 96.1\% | 98.6\% | 99.0\% | 97.6\% | 100.1\% | 96.9 | 97.8 |
|  | * Number of Unit Price per Customers | (yoy \%) | 101.3\% | 100.8\% | 99.9\% | 98.5\% | 98.6\% | 97.8\% | 99.1\% | 97.1\% | 96.5\% | $97.7 \%$ | 98.9 | 99.4 | 98.8\% |
|  | Number of Existing Stores | (stores) | 119 | 118 | 121 | 121 | 120 | 122 | 123 | 12 | 125 | 12 | 12 | 12 | 123 |
| Breakdown <br> Sales by Products | Home electrical appliances | (yoy \%) | 101.2\% | 102.8\% | 99.7\% | 95.6\% | 5.8\% | 96.2\% | $96.3 \%$ | $90.6 \%$ | 91.7\% | 96.5 | 102.3 | 03.5 | 97.3 |
|  | Miscellaneous household goods | (yoy \%) | 106.3\% | 106.4\% | 109.0\% | 104.3\% | 106.7\% | 109.0\% | 107.2\% | 108.6\% | 111.4\% | 108.0\% | $112.3 \%$ | 108.1 | 108.2 |
|  | Foods | (yoy \%) | 101.4\% | 103.2\% | 106.0\% | 106.8\% | 107.6\% | 111.3\% | 111.4\% | 112.9\% | 114.4\% | 114.6 | $121.8 \%$ | 117.8 | 110.9\% |
|  | Watches \& Fashion merchandise | (yoy \%) | 102.1\% | 105.2\% | 106.7\% | 107.0\% | 106.5\% | 105.3\% | 106.0\% | 108.2\% | 106.9\% | 106.4\% | 111.8\% | 105.9 | 106.3\% |
|  | Sporting goods \& Leisure goods | (yoy \%) | 104.5\% | 105.4\% | 105.1\% | 101.6\% | 104.8\% | 105.7\% | 102.3\% | 104.6\% | 111.4\% | 108.2\% | 106.3\% | 102.1 | 105.5\% |
|  | Others | yoy \%) | 92.6 | 89.5 | 87.6 | $98.3 \%$ | 103.1 | 106.2 | 103.4 | 104.4 | 103.8 | 105.4 | 99.6 | 113.6 | 100. |

1. There are many hot days nationwide in June. Sundays are 1 day less than June, 2008 and the table above shows the sales result.
2. The gross profit ratio of recent 3 consecutive monthes exceeded the result of last year

Looking by segment, the sales of commodity products such as food are going well, but the luxuary products such as electrical appliances are not increasing as much as we expected. This structure still didn't change, but we made inventry clearance measures through which we've been taking from last year.
Also, reviewing the product structure of the electrical appliances, and measures we are taking for gross margin improvement starts working in a good way. The sales of existing store in June are flagging but the gross margin exceeded the last year's result.
3. Fiscal year 2009 ended in the end of June. 6 new stores opened in this fiscal year including 1 conversion store. 4 stores are closed, the number of stores as of June 30th is 150,2 stores more than the end of last fiscal year. Consuming environment is getting more harsh, but the result of FY09 will be beyond our expectation since our achievement resulted well. The announcement of financial statements of FY09 will be Aug, 18th.

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4. Don Quijote Saga store (Saga pref.) will open July 31st. Former Nagasakiya store converted into LA PARK Kanazawa store
as MEGA Don Quijote on July 10th.

