

Monthly Report (July 2012 to June 2013)

(July 2012 to June 2013)			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
All Stores	Net Sales	(yoy %)	102.2%	108.4%	109.5%	107.0%	110.3%	107.3%	106.8%	108.3%	110.8%	107.4%	110.7%	110.9%	107.4%
	Number of All Stores	(stores)	186	187	188	189	191	194	194	195	197	197	197	200	200
Existing Stores	Net Sales	(yoy %)	94.6%	100.5%	100.6%	98.7%	101.7%	99.0%	98.3%	99.0%	102.5%	99.4%	102.8%	103.2%	99.9%
	* Number of Customers	(yoy %)	95.7%	99.9%	99.9%	98.5%	100.0%	99.2%	98.3%	98.8%	101.4%	99.6%	101.4%	101.5%	99.5%
	* Average customer spend	(yoy %)	98.8%	100.6%	100.7%	100.2%	101.6%	99.8%	100.0%	100.2%	101.0%	99.8%	101.4%	101.7%	100.4%
	Number of Existing Stores	(stores)	165	167	167	167	169	172	173	173	173	177	178	179	179
Breakdown Sales by Products	Home electrical appliances	(yoy %)	83.4%	99.3%	105.8%	103.2%	110.5%	104.5%	102.5%	103.2%	107.8%	105.7%	110.1%	106.2%	100.5%
	Miscellaneous household goods	(yoy %)	103.2%	107.2%	108.5%	107.4%	108.8%	106.3%	105.6%	109.2%	111.6%	107.1%	111.5%	112.6%	107.8%
	Foods	(yoy %)	107.6%	108.9%	110.6%	107.0%	109.6%	109.1%	107.9%	108.7%	111.1%	107.7%	109.5%	108.7%	108.9%
	Watches & Fashion merchandise	(yoy %)	111.8%	113.6%	113.3%	110.8%	115.7%	109.8%	111.7%	110.3%	113.3%	108.6%	111.7%	111.8%	111.3%
	Sporting goods & Leisure goods	(yoy %)	101.6%	114.5%	111.1%	103.8%	105.4%	105.3%	105.6%	109.1%	116.1%	107.6%	111.0%	111.6%	108.3%
	Others	(yoy %)	67.2%	82.7%	84.5%	87.5%	89.8%	87.0%	83.1%	98.1%	78.4%	100.6%	104.0%	130.3%	82.9%

(July 2011 to June 2012)			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
All Stores	Net Sales	(yoy %)	112.1%	103.3%	106.3%	104.7%	104.1%	109.6%	106.2%	109.9%	107.2%	107.6%	105.5%	104.5%	106.2%
	Number of All Stores	(stores)	171	171	171	173	176	177	177	177	180	180	181	185	185
Existing Stores	Net Sales	(yoy %)	106.7%	99.2%	100.8%	100.1%	98.9%	102.3%	99.5%	102.9%	97.9%	100.3%	99.1%	97.2%	100.5%
	* Number of Customers	(yoy %)	103.1%	98.7%	100.9%	100.5%	99.4%	100.0%	98.2%	100.8%	94.8%	96.5%	99.3%	98.3%	99.2%
	* Average customer spend	(yoy %)	103.5%	100.6%	99.8%	99.7%	99.6%	102.3%	101.3%	102.1%	103.3%	103.5%	99.8%	98.9%	101.3%
	Number of Existing Stores	(stores)	158	160	160	160	161	163	163	163	162	156	158	164	164
Breakdown Sales by Products	Home electrical appliances	(yoy %)	125.9%	95.4%	92.1%	89.7%	85.3%	103.2%	104.4%	107.4%	97.1%	98.3%	93.6%	86.5%	97.0%
	Miscellaneous household goods	(yoy %)	111.5%	104.7%	108.9%	108.0%	106.7%	110.3%	106.1%	106.9%	105.9%	105.9%	103.5%	102.5%	106.6%
	Foods	(yoy %)	109.8%	105.5%	109.5%	106.5%	106.3%	109.3%	107.2%	110.7%	100.6%	109.2%	107.8%	110.7%	107.0%
	Watches & Fashion merchandise	(yoy %)	107.5%	105.8%	109.5%	109.0%	110.9%	113.9%	108.0%	117.5%	125.3%	117.4%	112.1%	112.7%	111.6%
	Sporting goods & Leisure goods	(yoy %)	104.2%	96.0%	100.5%	103.1%	103.1%	103.7%	102.8%	102.3%	99.4%	101.3%	105.2%	106.1%	101.8%
	Others	(yoy %)	147.5%	119.6%	115.3%	99.7%	111.1%	107.7%	98.0%	93.7%	114.4%	82.7%	100.4%	83.4%	113.1%

1. Don Quijote closed its book for FY June 2013. The number of store reached 200 with 16 new stores opened this year including 3 stores opened in June.
2. The average temperature at the beginning of June was higher than last year nationwide with less rainy days. On the other hand, there was high precipitation in the eastern Japan during the rainy season in late June, but favorable weather on weekends boosted the customer traffic.
3. Sales trend by product category:
Home electronics segment: The sales of seasonal items such as air-conditioners, fans soared.
Sundry goods segment: It was driven by kitchen goods and daily consumables such as shampoos, body soaps and detergents.
4. Food segment: The sales of breads, noodles and condiments made of wheats and oils were slow, impacted by the surging raw materials. However, drinks and snacks boosted the segment.
Sports & Leisure goods : Outdoor goods contributed which are represented by insecticides, refrigerants and fireworks made the double digits growth.
5. New store opening in July : None. The results of FY2013 will be announced on August 16th.

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