

## Monthly Report ( July 2013 to June 2014 )

( July 2013 to June 2014 )			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
<b>All Stores</b>	Net Sales	(yoy %)	105.2%	108.2%	104.3%	105.1%	104.9%	105.4%	105.2%	103.5%	123.5%	101.8%	108.2%	106.2%	106.6%
	Number of All Stores	(stores)	200	201	200	203	208	211	212	212	212	215	216	217	217
<b>Existing Stores</b>	Net Sales	(yoy %)	99.5%	101.8%	99.4%	100.0%	100.0%	99.1%	98.7%	97.7%	116.7%	95.5%	100.7%	99.5%	100.8%
	* Number of Customers	(yoy %)	100.0%	101.1%	97.5%	99.6%	99.9%	99.5%	99.5%	97.6%	105.7%	97.3%	102.4%	100.9%	100.1%
	* Average customer spend	(yoy %)	99.5%	100.6%	102.0%	100.4%	100.1%	99.5%	99.2%	100.1%	110.4%	98.2%	98.4%	98.6%	100.7%
	Number of Existing Stores	(stores)	184	185	185	186	187	189	192	191	193	195	195	194	194
<b>Breakdown Sales by Products</b>	Home electrical appliances	(yoy %)	100.9%	103.7%	97.6%	99.4%	100.5%	95.9%	99.6%	95.0%	114.9%	88.5%	100.9%	102.1%	98.4%
	Miscellaneous household goods	(yoy %)	105.7%	110.0%	104.1%	108.2%	106.2%	108.0%	105.9%	105.4%	130.2%	101.5%	109.2%	105.9%	108.7%
	Foods	(yoy %)	106.6%	109.6%	103.3%	105.1%	106.8%	109.4%	108.6%	109.9%	136.5%	107.2%	121.0%	118.8%	112.7%
	Watches & Fashion merchandise	(yoy %)	105.4%	109.1%	101.8%	104.4%	104.4%	104.2%	103.9%	100.0%	112.9%	96.8%	100.3%	98.3%	103.5%
	Sporting goods & Leisure goods	(yoy %)	108.6%	106.8%	100.4%	104.9%	105.5%	106.9%	107.0%	102.7%	111.2%	101.8%	106.8%	101.4%	105.5%
	Others	(yoy %)	86.7%	88.0%	203.4%	107.9%	94.3%	108.3%	105.1%	92.8%	102.9%	191.8%	87.2%	100.2%	104.0%

( July 2012 to June 2013 )			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
<b>All Stores</b>	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%	107.1%
	Number of All Stores	(stores)	186	187	188	189	191	194	194	195	197	197	197	200	200
<b>Existing Stores</b>	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
<b>Breakdown Sales by Products</b>	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%	99.5%
	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%	107.9%
	Foods	(yoy %)	107.6%	108.9%	110.6%	107.0%	109.6%	109.1%	107.4%	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%	111.2%
	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%	88.3%	98.1%	78.4%	100.6%	104.0%	130.3%	77.4%

- Don Quijote closed its book for FY June 2014. Store count as of the end of June is 217. 22 new stores opened in this fiscal year including 2 stores in June. 2 stores were closed and 2 are closed for renovation.
- High rainfalls were observed mainly in Eastern Japan. Some regions had record high rainfalls. Average temperature of this month was high across the nation. There were changeable weather in some days.
- Rainy days and high SSS growth in June last year affected the SSS this month. Traffic and number of item purchased exceeded our expectation.
- Sales trend by product category :  
Home electronics : The sales of accessories for mobile devices and Cooking appliances such as juicers went up.  
Miscellaneous household goods : Daily consumables like detergents, body care items as well as umbrellas were strong.  
Foods : Double digit sales growth was led by snacks and processed foods. Noodles, dairy products contributed as well.  
Sporting goods & Leisure goods : Fitness items showed the solid growth.
- 4 new store openings in July : "Don Quijote SING Hashimoto ekimae store" in Kanagawa pref. opened on 7th in the shopping complex. "Don Quijote Asahi store" in Chiba pref. will be opened on 14th. "Don Quijote Ibaraki store" in Osaka and "MEGA Don Quijote Shin-yokohama store" in Kanagawa will be opened on 25th.
- The results of FY2014 will be announced on August 18th.

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