

Monthly Report (July 2015 to June 2016)

(July 2015 to June 2016)			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
All Stores	Net Sales	(yoy %)	118.5%	117.3%	114.3%	117.8%	111.1%	110.8%	115.5%	115.7%	109.2%	114.8%	110.5%	110.6%	113.1%
	Number of All Stores	(stores)	245	245	245	246	247	250	249	249	253	262	263	270	270
Existing Stores	Net Sales	(yoy %)	108.1%	107.3%	105.3%	106.8%	102.4%	102.5%	105.9%	105.8%	101.9%	105.4%	101.3%	102.4%	104.5%
	* Number of Customers	(yoy %)	102.0%	101.7%	99.1%	102.8%	98.2%	100.0%	102.0%	102.6%	99.2%	101.1%	98.2%	99.9%	100.5%
	* Average customer spend	(yoy %)	106.0%	105.5%	106.3%	103.9%	104.3%	102.6%	103.9%	103.1%	102.8%	104.2%	103.1%	102.5%	103.9%
	Number of Existing Stores	(stores)	207	209	212	214	216	218	221	220	222	223	226	232	232
Breakdown Sales by Products	Home electrical appliances	(yoy %)	117.4%	122.2%	108.0%	109.5%	107.3%	103.5%	108.6%	120.2%	110.7%	120.2%	117.7%	112.2%	109.4%
	Miscellaneous household goods	(yoy %)	125.6%	122.9%	120.5%	*100.7%	*102.4%	*96.7%	*107.7%	*108.6%	*101.9%	*106.0%	*101.4%	*103.0%	*110.3%
	Foods	(yoy %)	120.4%	120.1%	119.0%	123.3%	119.5%	122.0%	125.5%	123.4%	117.3%	123.3%	118.1%	117.5%	120.0%
	Watches & Fashion merchandise	(yoy %)	114.0%	111.8%	111.2%	112.7%	108.5%	104.6%	112.5%	109.8%	104.1%	110.5%	108.3%	109.5%	108.7%
	Sporting goods & Leisure goods	(yoy %)	108.6%	108.1%	101.9%	*197.7%	*133.7%	*178.4%	*138.9%	*131.4%	*123.9%	*129.3%	*117.3%	*118.3%	*119.9%
	Others	(yoy %)	101.9%	73.3%	87.5%	110.9%	97.7%	94.2%	99.9%	94.4%	99.3%	89.5%	92.4%	106.6%	104.4%

(July 2014 to June 2015)			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
All Stores	Net Sales	(yoy %)	109.1%	111.2%	112.3%	116.2%	116.1%	110.9%	113.6%	116.6%	96.5%	123.0%	118.2%	114.1%	112.3%
	Number of All Stores	(stores)	220	221	220	221	222	225	225	228	232	235	238	242	242
Existing Stores	Net Sales	(yoy %)	101.4%	102.3%	105.0%	108.3%	107.1%	104.3%	106.7%	109.4%	89.5%	114.2%	108.5%	104.4%	104.6%
	* Number of Customers	(yoy %)	101.7%	100.6%	103.5%	105.2%	103.8%	100.0%	101.2%	105.6%	94.6%	105.3%	103.2%	99.8%	101.9%
	* Average customer spend	(yoy %)	99.8%	101.7%	101.5%	102.9%	103.1%	104.2%	105.4%	103.7%	94.6%	108.5%	105.1%	104.6%	102.7%
	Number of Existing Stores	(stores)	196	196	196	195	196	200	203	204	205	205	207	208	208
Breakdown Sales by Products	Home electrical appliances	(yoy %)	99.0%	103.1%	114.8%	115.8%	110.2%	113.8%	118.1%	115.0%	92.8%	123.4%	108.3%	104.3%	104.9%
	Miscellaneous household goods	(yoy %)	108.3%	110.7%	113.8%	115.9%	117.2%	111.0%	115.2%	119.4%	96.5%	132.4%	125.9%	121.2%	114.6%
	Foods	(yoy %)	121.0%	121.6%	124.0%	125.8%	123.4%	117.7%	119.1%	119.5%	95.7%	127.2%	117.6%	116.8%	118.9%
	Watches & Fashion merchandise	(yoy %)	105.1%	105.4%	107.6%	109.1%	110.9%	105.3%	106.9%	112.6%	99.1%	119.5%	117.3%	113.4%	108.7%
	Sporting goods & Leisure goods	(yoy %)	103.9%	103.5%	110.0%	112.0%	110.3%	105.5%	106.1%	108.7%	97.4%	109.4%	113.3%	108.2%	107.1%
	Others	(yoy %)	114.1%	170.0%	56.3%	113.6%	128.8%	112.4%	105.4%	118.9%	96.2%	68.9%	107.1%	73.2%	102.9%

- Don Quijote closed its book for FY June 2016. Store count as of the end of June is 270. The group opened 40 new stores in FY 2016 including 34 stores operated by Don Quijote Co., Ltd. and 7 stores opened in June. Six stores closed for renovation and format conversion.
- Average temperature remained high with humidity across the nation. Rainy front brought heavy rainfall. Some areas were affected by record heavy rain.
- Daily necessities and summer items were robust in domestic consumption whereas record traffic encouraged strong consumable sales in inbound consumption.
- Sales trend by product category :
 Home electronics : Seasonal appliances such as fans and clothes irons were contributor.
 Miscellaneous household goods : Daily consumables such as anti-perspiration as well as cosmetics and drugs were strong.
 Foods : Daily delivered foods, noodles, drinks and ice creams grew sharply.
 Watches & Fashion goods : The sales of rain gear and functional inner had rapidly expanded.
 (*The sales of seasonal events items were partly posted on "Miscellaneous Household goods" until last year, and they were transferred into "Sporting and Leisure goods" segment this year. It will be adjusted in the end of this fiscal year.)
- New store openings in July : "Don Quijote Kawanishi store" in Hyogo pref. opened on 1, Three stores open on 22 ; "MEGA Hitachi store" in Ibaraki pref. "MEGA Tokainawa store" in Aichi pref., and "Don Quijote Kyoto avanti store" in Kyoto. Also, "Don Quijote Namba sennichimae store" in Osaka on 27.
- The results for FY2016 will be disclosed on August 17.

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