

Monthly Report (July 2017 to June 2018)

(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%	112.2%
	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%	112.4%
	Miscellaneous household goods	(yoy %)	127.1%	125.0%	124.5%	122.1%	128.2%	126.0%	125.3%	112.8%	116.6%	113.1%	109.5%	112.3%	120.2%
	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%	116.2%
	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%	101.8%
	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%	102.4%
	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%	101.5%

(July 2016 to June 2017)			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
All Stores	Net Sales	(yoy %)	112.8%	108.2%	113.1%	111.6%	111.6%	112.1%	112.2%	110.7%	112.4%	109.5%	110.6%	113.3%	112.0%
	Number of All Stores	(stores)	275	277	277	278	280	281	281	282	285	288	288	292	292
Existing Stores	Net Sales	(yoy %)	103.7%	99.6%	102.6%	102.2%	102.2%	102.6%	102.6%	102.1%	103.2%	102.1%	102.8%	105.1%	102.6%
	* Number of Customers	(yoy %)	101.9%	98.9%	101.2%	100.7%	101.6%	102.5%	102.7%	101.6%	103.6%	103.1%	102.0%	104.5%	102.2%
	* Average customer spend	(yoy %)	101.8%	100.7%	101.3%	101.5%	100.6%	100.2%	99.9%	100.5%	99.6%	99.0%	100.7%	100.6%	100.4%
	Number of Existing Stores	(stores)	236	239	236	238	239	240	244	244	245	247	258	258	258
Breakdown Sales by Products	Home electrical appliances	(yoy %)	117.0%	110.0%	115.3%	114.1%	109.0%	107.8%	106.7%	97.6%	102.5%	95.8%	97.7%	108.0%	113.3%
	Miscellaneous household goods	(yoy %)	*102.4%	*98.2%	*104.1%	116.5%	113.1%	112.9%	113.7%	125.1%	125.0%	123.1%	124.8%	125.4%	118.5%
	Foods	(yoy %)	119.6%	115.1%	120.0%	117.6%	116.6%	118.5%	118.9%	117.0%	120.1%	115.3%	117.0%	117.8%	117.4%
	Watches & Fashion merchandise	(yoy %)	111.0%	107.2%	109.2%	108.0%	108.9%	109.5%	108.4%	95.0%	96.1%	95.8%	95.3%	97.9%	102.8%
	Sporting goods & Leisure goods	(yoy %)	*126.9%	*118.9%	*131.7%	96.3%	102.6%	105.9%	105.9%	104.3%	104.4%	104.3%	105.7%	112.5%	103.8%
	Others	(yoy %)	107.9%	105.1%	107.9%	86.1%	93.6%	103.9%	101.0%	100.8%	107.3%	100.8%	101.8%	100.4%	93.3%

- Don Quijote closed its book for FY June 2018. Store count as of the end of June is 313. (Group total: 418stores). The group opened 31 new stores in FY 2018 including 24 stores operated by Don Quijote Co., Ltd. 3 stores closed (Group closure: 5 stores) .
- Temperature fluctuated and it rained a lot in the first half of June. Hot fine days continued in the second half of the month. Rainy season ended the earliest ever in Kanto.
- Daily necessities took the lead in the domestic consumption. The rise in temperature encouraged seasonal items such as electric fan. The sales for flashlights and portable gas stoves jumped due to the earthquake in Osaka. The World Cup boosted the sales for TV recorders.
- Sales trend by product category :
Home electronics : Smartphone accessories were the biggest earner. Seasonal appliances were strong.
Miscellaneous household goods : Seasonal items such as anti-perspiration goods as well as drugs went up sharply.
Foods : All product groups made a high growth including processed food, daily delivered food and alcoholic beverages.
Watches & Fashion goods : E-cigarettes and their accessories, sports casual wear and umbrellas were brisk.
- New store openings in July : "Don Quijote Ogaki Inter store" in Gifu will be opened on 27.
- The results for FY2018 will be disclosed on August 10.

Don Quijote Holdings Co., Ltd. (TSE 7532)

2-19-10 Aobadai Meguro-ku, Tokyo 153-0042, Japan

Senior Managing Director & CFO **Mitsuo Takahashi**

Tel +81-3-5725-7588

Fax +81-3-5725-7024

E-mail ir@donki.co.jp