

## 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
<b>All Stores</b>	Net Sales	(yoy %)	118.5%	117.3%	114.3%	117.8%	111.1%	110.8%	115.5%						114.1%
	Number of All Stores	(stores)	245	245	245	246	247	250	250						250
<b>Existing Stores</b>	Net Sales	(yoy %)	108.1%	107.3%	105.3%	106.8%	102.4%	102.5%	105.9%						105.4%
	* Number of Customers	(yoy %)	102.0%	101.7%	99.1%	102.8%	98.2%	100.0%	102.0%						100.8%
	* Average customer spend	(yoy %)	106.0%	105.5%	106.3%	103.9%	104.3%	102.6%	103.9%						104.5%
	Number of Existing Stores	(stores)	207	209	212	214	216	218	221						221
<b>Breakdown Sales by Products</b>	Home electrical appliances	(yoy %)	117.4%	122.2%	108.0%	109.5%	107.3%	103.5%	108.6%						106.8%
	Miscellaneous household goods	(yoy %)	125.6%	122.9%	120.5%	*100.7%	*102.4%	*96.7%	*107.7%						115.5%
	Foods	(yoy %)	120.4%	120.1%	119.0%	123.3%	119.5%	122.0%	125.5%						120.4%
	Watches & Fashion merchandise	(yoy %)	114.0%	111.8%	111.2%	112.7%	108.5%	104.6%	112.5%						109.0%
	Sporting goods & Leisure goods	(yoy %)	108.6%	108.1%	101.9%	*197.7%	*133.7%	*178.4%	*138.9%						118.0%
	Others	(yoy %)	101.9%	73.3%	87.5%	110.9%	97.7%	94.2%	99.9%						107.8%

( July 2014 to June 2015 )			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
<b>All Stores</b>	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
<b>Existing Stores</b>	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
<b>Breakdown Sales by Products</b>	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%

- Warm days continued nationwide in the first half of the month, however, temperature dropped in the latter half and it snowed in the center of Tokyo. Some areas were affected by record low temperature and heavy snow.
- Despite the shorter New Year's sales period, SSS achieved high growth by expanding inbound tourists and domestic family customer wallet share. It was more than offset the negative factors such as temperature fluctuation.
- Sales trend by product category :  
 Home electronics : The sales of AV equipments such as DVD players as well as POSA cards grew fast, and personal care items went up.  
 Miscellaneous household goods : Cosmetics including facial masks and drugs such as eye-drops took the lead, which were encouraged by inbound tourists.  
 Consumables such as detergents and paper products became more popular among domestic family customers.  
 Foods : It was led by surging processed food such as snacks and instant noodles as well as drinks. Daily delivered food including milk and yoghurt grew rapidly.  
 Watches & Fashion goods : Jewelry, bags and shoes were robust.  
 Sporting goods & Leisure goods : Workout equipments were strong though car items and toys were weak.  
 (\*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 February : "MEGA Tachikawa store" in western Tokyo opened on 5.  
 "Don Quijote Tomisato inter store" closed on January 28.

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