

Monthly Sales Report (Flash number)
Fiscal year ending June, 2019. Don Quijote Co., Ltd.

| Don Quijote Co., Ltd. | | Calendar Year 2018 | | | | | | 1H | Calendar Year 2019 | | | | | | 2H | Full Year |
|-------------------------|---------------------------|--------------------|--------|-----------|---------|----------|----------|--------|--------------------|----------|--------|--------|--------|--------|--------|-----------|
| | | July | August | September | October | November | December | | January | February | March | April | May | June | | |
| Comp. Stores | Sales | 100.0% | 101.4% | 103.5% | 100.4% | 100.5% | 98.8% | 100.6% | 99.7% | 101.6% | 104.1% | 102.1% | 102.2% | 100.9% | 101.8% | 101.2% |
| | Customer Traffic | 98.9% | 99.9% | 98.6% | 101.7% | 99.6% | 97.7% | 99.3% | 99.7% | 100.5% | 102.2% | 101.3% | 103.1% | 101.0% | 101.1% | 100.3% |
| | Average Spending | 101.2% | 101.5% | 105.0% | 98.7% | 101.0% | 101.1% | 101.3% | 99.9% | 101.0% | 101.8% | 100.9% | 99.2% | 99.9% | 100.6% | 100.9% |
| | Store count | 288 | 291 | 283 | 291 | 294 | 299 | 299 | 301 | 301 | 301 | 295 | 296 | 297 | 297 | 297 |
| | Holiday count gap(day(s)) | (1) | (1) | 2 | (1) | (1) | 1 | (1) | 0 | 0 | 1 | 0 | 2 | 1 | 4 | 3 |
| All Stores | Sales | 104.1% | 105.9% | 108.4% | 104.9% | 104.4% | 102.6% | 105.0% | 103.1% | 105.9% | 108.6% | 106.9% | 106.6% | 104.1% | 105.1% | 105.0% |
| | Home Appliances | 98.4% | 101.0% | 109.2% | 102.0% | 100.8% | 101.3% | 102.6% | 102.0% | 104.2% | 106.1% | 107.1% | 102.2% | 97.6% | 101.7% | 102.2% |
| | Household Goods | 106.0% | 107.1% | 107.8% | 107.4% | 104.7% | 103.6% | 106.1% | 103.8% | 105.8% | 107.8% | 103.3% | 106.0% | 104.2% | 104.3% | 105.2% |
| | Foods | 109.0% | 102.9% | 109.2% | 110.2% | 109.0% | 108.3% | 109.6% | 108.4% | 109.1% | 113.7% | 112.6% | 110.7% | 108.6% | 110.2% | 109.9% |
| | Watches & Fashion | 100.9% | 102.9% | 109.2% | 97.2% | 100.4% | 96.9% | 100.6% | 95.5% | 101.6% | 104.3% | 104.0% | 103.6% | 101.8% | 100.7% | 100.7% |
| | Sporting & Leisure | 96.4% | 100.7% | 99.1% | 99.2% | 99.3% | 96.4% | 99.1% | 100.7% | 103.8% | 103.0% | 102.8% | 103.8% | 97.3% | 101.1% | 100.0% |
| | Others | 99.8% | 98.8% | 103.7% | 103.1% | 102.3% | 98.2% | 101.2% | 101.2% | 103.3% | 105.0% | 103.8% | 104.7% | 102.5% | 102.5% | 101.8% |
| | Store count | 314 | 319 | 320 | 321 | 324 | 325 | 325 | 326 | 326 | 327 | 322 | 322 | 322 | 322 | 322 |
| Store count (Last Year) | 294 | 293 | 294 | 296 | 301 | 303 | 303 | 304 | 304 | 306 | 306 | 308 | 313 | 313 | 313 | |

<Don Quijote Co., Ltd.>

- Don Quijote closed its book for FY June 2019. Store count as of the end of June is 322. (Group total : 693) The group opened 26 stores in FY 2019 including 20 stores operated by Don Quijote Co., Ltd. UNY Co., Ltd. and its subsidiaries joined PPIH group on January 4, 2019 and 248 stores were added to the group total store count of 693. Don Quijote closed 11 stores and 20 stores were closed in group total.
- Cloudy days continued throughout the month. Some areas were affected by heavy rain. It rained on weekends and temperature remained low.
- For domestic consumption, daily necessities were strong though seasonal items were soft due to low temperature. For overseas travelers' consumption, tax-free delivered the strong sales momentum backed by customers mainly from ASEAN member countries. Tax-free sales contribution to the total topped 10% for 5 consecutive months.
- Sales trend by product category :
Home electronics : Wireless headsets and POSA cards took the lead.
Miscellaneous household goods : Daily consumables including detergents as well as hair care items were strong. Pharmaceutical items grew rapidly thanks to robust tourists consumption.
Foods : Processed food such as snacks and seasonings were contributors. Daily delivered food made a double digit growth such as eggs, tofu and fish paste.
Watches & Fashion goods : Sporting wear and rain goods were good.
Sporting & Leisure goods : Character toys grew nicely though outdoor goods were weak.
- New store openings in July : Don Quijote Co., Ltd. plans no new store in July. The subsidiary Pan Pacific Retail Management (Hong Kong) Co., Ltd opens "DON DON DONKI Mira place 2 store (Hong Kong.)" on 12.
There was no closure store in June.
- The results for FY 2019 will be disclosed on August 13.