

**Fashion Business (AOKI and ORIHICA)**  
**Percentage Change FY3/13 compared to FY3/12**

First half (April 1, 2012~September 30, 2012)

Second half (October 1,2012~March 31, 2013)

	Apr	May	Jun	Jul	Aug	Sep	1st half	
<b>■ Fashion Business</b>								
Sales for Existing Stores(%)	116.6	101.2	96.4	98.0	106.8	115.2	104.5	
Number of customers for Existing Stores(%)	115.9	104.0	93.2	90.2	103.1	107.7	101.0	
Average sales per customer for Existing Stores(%)	100.6	97.2	103.4	108.6	103.5	106.9	103.4	
Sales for All Stores(%)	123.0	105.2	101.6	102.3	112.2	121.3	109.6	
Number of customers for All Stores(%)	126.0	110.5	100.8	96.2	111.8	116.2	108.7	
Average sales per customer for All Stores(%)	97.7	95.2	100.8	106.3	100.4	104.4	100.8	
Number of stores AOKI	442	442	445	442	442	442	442	
Number of stores ORIHICA	93	94	96	96	96	98	98	
Number of stores Total	535	536	541	538	538	540	540	
	Oct	Nov	Dec	Jan	Feb	Mar	2nd half	Total
<b>■ Fashion Business</b>								
Sales for Existing Stores(%)	95.2	114.8	100.0	103.5	105.3	113.3	106.0	105.4
Number of customers for Existing Stores(%)	97.2	109.3	99.7	98.5	102.1	110.9	103.1	102.2
Average sales per customer for Existing Stores(%)	98.0	105.1	100.3	105.1	103.1	102.2	102.9	103.2
Sales for All Stores(%)	99.0	119.7	103.9	108.6	109.6	118.8	110.7	110.3
Number of customers for All Stores(%)	103.0	116.2	107.5	105.7	108.6	118.9	110.1	109.5
Average sales per customer for All Stores(%)	96.1	103.0	96.6	102.7	100.9	99.9	100.5	100.7
Number of stores AOKI	450	456	459	459	460	460	460	460
Number of stores ORIHICA	101	103	103	103	103	106	106	106
Number of stores Total	551	559	562	562	563	566	566	566