

Fashion Business (AOKI and ORIHICA)

Percentage Change FY3/15 compared to FY3/14

First Half (April 1, 2014~September 30, 2014)

Second half (October 1, 2014~March 31, 2015)

	Apr	May	Jun	Jul	Aug	Sep	1st half	
■ Fashion Business	—	—	—	—	—	—	—	
Sales for Existing Stores(%)	85.1	95.1	94.3	95.8	100.0	93.5	93.3	
Number of customers for Existing Stores(%)	85.2	92.3	88.8	90.5	92.7	90.2	89.5	
Average sales per customer for Existing Stores(%)	99.8	103.0	106.1	105.8	107.8	103.7	104.2	
Sales for All Stores(%)	92.5	100.5	101.0	103.1	107.9	100.5	100.3	
Number of customers for All Stores(%)	95.3	99.1	97.0	99.0	101.8	97.2	97.9	
Average sales per customer for All Stores(%)	97.1	101.4	104.1	104.2	106.0	103.4	102.4	
Number of stores AOKI	533	534	535	535	535	537	537	
Number of stores ORIHICA	134	135	136	136	136	136	136	
Number of stores Total	667	669	671	671	671	673	673	
	Oct	Nov	Dec	Jan	Feb	Mar	2nd	half Total
■ Fashion Business	—	—	—	—	—	—	—	—
Sales for Existing Stores(%)	85.1	90.2	85.2	100.5	111.0	85.0	90.8	91.7
Number of customers for Existing Stores(%)	81.4	86.7	89.2	100.2	100.8	85.1	88.8	89.1
Average sales per customer for Existing Stores(%)	104.5	104.0	95.6	100.3	110.1	99.9	102.3	102.9
Sales for All Stores(%)	87.3	92.7	88.5	104.9	116.3	86.9	94.2	96.5
Number of customers for All Stores(%)	82.6	87.7	92.5	105.4	106.2	86.9	92.0	94.6
Average sales per customer for All Stores(%)	105.7	105.7	95.6	99.6	109.5	100.1	102.5	102.0
Number of stores AOKI	544	549	552	551	556	557	557	557
Number of stores ORIHICA	138	141	141	140	140	141	141	141
Number of stores Total	682	690	693	691	696	698	698	698