

Fashion Business (AOKI and ORIHICA)

Percentage Change FY3/16 compared to FY3/15

First Half (April 1, 2015~September 30, 2015)

Second half (October 1, 2015~March 31, 2016)

	Apr	May	Jun	Jul	Aug	Sep	1st half	
■ Fashion Business	—	—	—	—	—	—	—	
Sales for Existing Stores(%)	110.4	107.3	83.1	100.2	103.0	99.2	99.7	
Number of customers for Existing Stores(%)	91.0	96.5	83.6	100.4	104.3	99.0	94.1	
Average sales per customer for Existing Stores(%)	121.3	111.1	99.4	99.8	98.8	100.2	105.9	
Sales for All Stores(%)	112.6	110.2	84.8	103.5	106.4	101.6	102.4	
Number of customers for All Stores(%)	94.2	100.6	85.7	105.3	109.8	101.8	97.7	
Average sales per customer for All Stores(%)	119.5	109.6	99.0	98.3	96.9	99.8	104.8	
Number of stores AOKI	560	560	560	559	559	559	559	
Number of stores ORIHICA	149	148	149	149	145	145	145	
Number of stores Total	709	708	709	708	704	704	704	
	Oct	Nov	Dec	Jan	Feb	Mar	2nd	half Total
■ Fashion Business	—	—	—	—	—	—	—	—
Sales for Existing Stores(%)	102.3	88.5	102.2	102.1	104.0	98.0	98.9	99.2
Number of customers for Existing Stores(%)	98.1	85.7	94.1	97.5	101.5	99.7	95.1	94.7
Average sales per customer for Existing Stores(%)	104.3	103.2	108.7	104.7	102.4	98.3	104.0	104.7
Sales for All Stores(%)	103.9	89.3	103.4	104.3	105.7	99.4	100.4	101.2
Number of customers for All Stores(%)	99.7	86.0	95.0	100.1	103.4	101.4	97.1	97.4
Average sales per customer for All Stores(%)	104.2	103.8	108.8	104.2	102.2	98.1	103.4	103.9
Number of stores AOKI	562	564	565	565	566	567	567	567
Number of stores ORIHICA	145	146	146	144	144	144	144	144
Number of stores Total	707	710	711	709	710	711	711	711