

Fashion Business (AOKI and ORIHICA)

Percentage Change FY3/17 compared to FY3/16

First Half (April 1, 2016~September 30, 2016)

Second half (October 1, 2016~March 31, 2017)

	Apr	May	Jun	Jul	Aug	Sep	1st half	
■ Fashion Business	—	—	—	—	—	—	—	
Sales for Existing Stores(%)	107.6	100.5	106.5	111.4	98.0	100.2	104.4	
Number of customers for Existing Stores(%)	111.4	104.1	103.2	103.6	90.7	99.4	103.1	
Average sales per customer for Existing Stores(%)	96.6	96.5	103.2	107.6	108.0	100.8	101.3	
Sales for All Stores(%)	106.9	100.3	106.8	110.5	91.4	94.3	102.5	
Number of customers for All Stores(%)	109.1	103.2	103.5	103.0	85.6	94.8	101.3	
Average sales per customer for All Stores(%)	97.9	97.2	103.2	107.3	106.8	99.5	101.2	
Number of stores AOKI	569.0	569.0	567.0	565.0	565.0	565.0	565.0	
Number of stores ORIHICA	145.0	145.0	144.0	144.0	144.0	144.0	144.0	
Number of stores Total	714	714	711	709	709	709	709	
	Oct	Nov	Dec	Jan	Feb	Mar	2nd	half Total
■ Fashion Business	—	—	—	—	—	—	—	—
Sales for Existing Stores(%)	111.3	99.2	99.0	101.0	103.7	105.0	103.2	103.6
Number of customers for Existing Stores(%)	111.2	102.9	92.8	94.8	98.4	97.4	99.4	101.1
Average sales per customer for Existing Stores(%)	100.1	96.4	106.6	106.6	105.3	107.8	103.9	102.5
Sales for All Stores(%)	112.6	101.1	99.7	102.5	104.9	106.2	104.5	103.7
Number of customers for All Stores(%)	113.8	106.2	94.0	96.5	99.5	98.4	101.2	101.0
Average sales per customer for All Stores(%)	98.9	95.3	106.0	106.3	105.4	107.9	103.3	102.7
Number of stores AOKI	568.0	573.0	574.0	572.0	572.0	573.0	573.0	573.0
Number of stores ORIHICA	147.0	146.0	146.0	145.0	145.0	145.0	145.0	145.0
Number of stores Total	715	719	720	717	717	718	718	718