

Fashion Business (AOKI and ORIHICA)
Percentage Change FY3/23 compared to FY3/22

First Half (April 1, 2022~September 30, 2022)

	Apr	May	Jun	Jul	Aug	Sep	1st half
Sales for Existing Stores(%)	121.1	125.6	122.9	121.3	120.9	122.2	122.4
Number of customers for Existing Stores(%)	118.0	118.7	108.7	115.3	114.7	120.7	115.5
Average sales per customer for Existing Stores(%)	102.6	105.8	113.0	105.3	105.4	101.3	106.0
Sales for All Stores(%)	117.5	125.8	119.5	117.9	114.1	116.5	118.9
Number of customers for All Stores(%)	114.2	119.6	105.8	111.0	109.8	114.9	112.3
Average sales per customer for All Stores(%)	102.9	105.2	112.9	106.2	104.0	101.4	105.9
Number of stores AOKI	501	501	500	498	497	497	497
Number of stores ORIHICA	106	105	104	101	100	100	100
Number of stores Total	607	606	604	599	597	597	597

Second half (October 1, 2022~March 31, 2023)

	Oct	Nov	Dec	Jan	Feb	Mar	2nd half	Total
Sales for Existing Stores(%)	110.7	100.2	98.6	108.1	116.1	100.7	105.2	111.0
Number of customers for Existing Stores(%)	110.8	99.7	95.1	103.8	113.2	97.2	102.4	107.9
Average sales per customer for Existing Stores(%)	99.9	100.5	103.7	104.2	102.5	103.6	102.7	102.8
Sales for All Stores(%)	105.8	95.5	93.8	104.4	113.8	93.5	100.2	106.6
Number of customers for All Stores(%)	104.4	93.6	88.5	98.1	109.5	94.2	97.2	103.6
Average sales per customer for All Stores(%)	101.4	102.0	106.0	106.4	104.0	104.8	104.7	103.9
Number of stores AOKI	497	497	497	497	497	497	497	497
Number of stores ORIHICA	99	99	99	98	96	99	99	99
Number of stores Total	596	596	596	595	593	596	596	596