

Fashion Business (AOKI and ORIHICA) Percentage Change FY3/18 compared to FY3/17

First Half (April 1, 2017~September 30, 2017)

Second half (October 1, 2017~March 31, 2018)

	Apr	May	Jun	Jul	Aug	Sep	1st half	
■ Fashion Business								
Sales for Existing Stores(%)	98.4	92.5	94.6	103.4	101	105.8	98.2	
Number of customers for Existing Stores(%)	90.8	86.8	90.2	100.5	97.4	100.5	92.9	
Average sales per customer for Existing Stores(%)	108.4	106.6	104.9	102.8	103.7	105.3	105.7	
Sales for All Stores(%)	99.9	93.7	95.3	105.9	108	113.6	101.1	
Number of customers for All Stores(%)	92.3	88	90.8	103	103.3	106.6	95.3	
Average sales per customer for All Stores(%)	108.3	106.4	105	102.9	104.6	106.6	106	
Number of stores AOKI	575	575	575	572	572	573	573	
Number of stores ORIHICA	147	147	147	146	144	142	142	
Number of stores Total	722	722	722	718	716	715	715	
	Oct	Nov	Dec	Jan	Feb	Mar	2nd half	Total
■ Fashion Business								
Sales for Existing Stores(%)	98.3	100.0	100.2	98.1	97.4	102.8	99.8	99.2
Number of customers for Existing Stores(%)	88.1	90.7	98.3	96.8	96.7	101.7	95.5	94.3
Average sales per customer for Existing Stores(%)	111.6	110.2	102.0	101.3	100.7	101.1	104.5	105.2
Sales for All Stores(%)	99.4	97.7	100.4	98.5	97.2	102.3	99.6	100.2
Number of customers for All Stores(%)	88.4	87.6	98.3	97.3	95.9	100.6	94.7	95.0
Average sales per customer for All Stores(%)	112.5	111.5	102.2	101.2	101.3	101.7	105.2	105.5
Number of stores AOKI	575	576	576	574	574	574	574	574
Number of stores ORIHICA	142	145	145	139	138	137	137	137
Number of stores Total	717	721	721	713	712	711	711	711