

Fashion Business (AOKI and ORIHICA)

Percentage Change FY3/19 compared to FY3/18

First half (April 1, 2018~September 30, 2018)

Second half (October 1, 2018~March 31, 2019)

	Apr	May	Jun	Jul	Aug	Sep	1st half	
■ Fashion Business	—	—	—	—	—	—	—	
Sales for Existing Stores(%)	97.8	93.1	99.4	95.1	101.2	104.7	98.0	
Number of customers for Existing Stores(%)	94.4	90.1	97.9	96.9	101.5	104.5	96.6	
Average sales per customer for Existing Stores(%)	103.6	103.3	101.6	98.2	99.7	100.2	101.4	
Sales for All Stores(%)	96.5	91.4	97.9	93.5	99.5	103.4	96.4	
Number of customers for All Stores(%)	92.7	88.1	95.9	94.4	99.3	102.3	94.5	
Average sales per customer for All Stores(%)	104.1	103.8	102.1	99.0	100.2	101.0	102.1	
Number of stores AOKI	574	573	573	572	572	571	571	
Number of stores ORIHICA	139	137	137	137	136	136	136	
Number of stores Total	713	710	710	709	708	707	707	
	Oct	Nov	Dec	Jan	Feb	Mar	2nd half	Total
■ Fashion Business	—	—	—	—	—	—	—	—
Sales for Existing Stores(%)	91.1	98.3	100.0	100.0	95.0	99.4	97.6	97.8
Number of customers for Existing Stores(%)	91.8	99.4	100.0	97.8	97.8	100.5	98.1	97.4
Average sales per customer for Existing Stores(%)	99.3	98.8	100.0	102.2	97.1	98.9	99.5	100.4
Sales for All Stores(%)	90.8	97.1	97.9	98.9	93.9	98.9	96.7	96.6
Number of customers for All Stores(%)	91.6	97.9	96.8	96.5	96.2	99.6	96.6	95.6
Average sales per customer for All Stores(%)	99.1	99.1	101.1	102.6	97.6	99.4	100.0	101.0
Number of stores AOKI	572	573	573	563	563	566	566	566
Number of stores ORIHICA	135	135	135	134	132	131	131	131
Number of stores Total	707	708	708	697	695	697	697	697