

Fashion Business (AOKI and ORIHICA)

Percentage Change FY3/20 compared to FY3/19

First Half (April 1, 2019~September 30, 2019)

Second half (October 1, 2019~March 31, 2020)

	Apr	May	Jun	Jul	Aug	Sep	1st half	
■ Fashion Business	—	—	—	—	—	—	—	
Sales for Existing Stores(%)	88.2	96.3	102.3	88.2	106.3	113.0	97.9	
Number of customers for Existing Stores(%)	87.2	94.9	101.8	86.3	109.1	109.8	96.8	
Average sales per customer for Existing Stores(%)	101.1	101.5	100.5	102.2	97.4	102.9	101.2	
Sales for All Stores(%)	86.5	94.4	100.2	85.2	102.1	109.3	95.4	
Number of customers for All Stores(%)	85.1	92.6	99.3	83.2	104.0	105.5	93.8	
Average sales per customer for All Stores(%)	101.6	101.9	100.9	102.5	98.2	103.5	101.7	
Number of stores AOKI	548	547	530	523	524	523	523	
Number of stores ORIHICA	131	131	131	130	129	125	125	
Number of stores Total	679	678	661	653	653	648	648	
	Oct	Nov	Dec	Jan	Feb	Mar	2nd	half Total
■ Fashion Business	—	—	—	—	—	—	—	—
Sales for Existing Stores(%)	73.4	88.5	89.7	93.7	109.4	67.1	84.6	89.9
Number of customers for Existing Stores(%)	76.7	91.6	92.6	97.0	103.9	65.0	85.9	91.0
Average sales per customer for Existing Stores(%)	95.7	96.6	96.9	96.5	105.3	103.2	98.5	98.8
Sales for All Stores(%)	70.2	82.2	84.2	88.7	104.4	63.5	79.9	86.0
Number of customers for All Stores(%)	72.1	83.5	85.9	91.0	98.3	61.1	80.2	86.5
Average sales per customer for All Stores(%)	97.4	98.4	97.9	97.4	106.2	103.8	99.7	99.4
Number of stores AOKI	523	522	522	520	519	519	519	519
Number of stores ORIHICA	124	123	123	122	121	119	119	119
Number of stores Total	647	645	645	642	640	639	638	638