

## Fashion Business (AOKI and ORIHICA)

### Percentage Change FY3/21 compared to FY3/20

First Half (April 1, 2020~September 30, 2020)

Second half (October 1, 2020~March 31, 2021)

	Apr	May	Jun	Jul	Aug	Sep	1st half	
■ Fashion Business	—	—	—	—	—	—	—	
Sales for Existing Stores(%)	62.8	72.7	96.1	91.4	84.7	74.2	81.0	
Number of customers for Existing Stores(%)	67.9	92.1	113.9	111.4	123.7	92.5	101.9	
Average sales per customer for Existing Stores(%)	92.6	79.0	84.4	82.1	68.5	80.2	79.5	
Sales for All Stores(%)	51.0	62.1	91.4	89.0	83.2	72.0	74.0	
Number of customers for All Stores(%)	52.7	75.7	107.1	107.4	120.2	89.1	91.3	
Average sales per customer for All Stores(%)	96.7	82.1	85.3	82.8	69.2	80.8	81.0	
Number of stores AOKI	517	517	517	514	514	514	514	
Number of stores ORIHICA	119	121	122	121	120	120	120	
Number of stores Total	636	638	639	635	634	634	634	
	Oct	Nov	Dec	Jan	Feb	Mar	2nd	half Total
■ Fashion Business	—	—	—	—	—	—	—	—
Sales for Existing Stores(%)	118.5	96.6	80.8	74.0	80.9	133.1	98.0	91.0
Number of customers for Existing Stores(%)	123.9	105.6	91.8	82.9	85.2	132.0	102.8	102.4
Average sales per customer for Existing Stores(%)	95.7	91.5	88.0	89.2	94.9	100.8	95.3	88.9
Sales for All Stores(%)	115.7	95.5	79.5	73.1	79.9	131.7	96.6	86.8
Number of customers for All Stores(%)	121.5	104.9	90.0	81.6	83.8	130.0	101.3	96.3
Average sales per customer for All Stores(%)	95.3	91.1	88.3	89.5	95.4	101.3	95.4	90.1
Number of stores AOKI	514	514	514	512	512	512	512	512
Number of stores ORIHICA	119	119	119	117	116	116	116	116
Number of stores Total	633	633	633	629	628	628	628	628