

**Fashion Business (AOKI and ORIHICA)**  
**Percentage Change FY3/22 compared to FY3/21**

First Half (April 1, 2021~September 30, 2021)

	Apr	May	Jun	Jul	Aug	Sep	1st half
Sales for Existing Stores(%)	135.5	103.0	78.3	94.8	84.8	87.8	94.5
Number of customers for Existing Stores(%)	134.4	87.6	76.9	89.4	60.3	79.8	83.7
Average sales per customer for Existing Stores(%)	100.9	117.5	101.8	106.1	140.6	110.0	112.9
Sales for All Stores(%)	154.0	109.1	76.1	92.6	83.3	86.2	96.6
Number of customers for All Stores(%)	160.9	96.6	74.5	86.8	59.0	77.8	86.4
Average sales per customer for All Stores(%)	95.7	112.9	102.2	106.6	141.1	110.8	111.9
Number of stores AOKI	511	511	510	507	507	507	507
Number of stores ORIHICA	117	116	114	114	114	113	113
Number of stores Total	628	627	624	621	621	620	620

Second half (October 1, 2021~March 31, 2022)

	Oct	Nov	Dec	Jan	Feb	Mar	2nd half	Total
Sales for Existing Stores(%)	101.9	100.1	121.5	127.4	108.4	108.4	110.4	104.6
Number of customers for Existing Stores(%)	102.7	103.4	116.0	119.7	101.7	107.7	108.4	96.9
Average sales per customer for Existing Stores(%)	99.2	96.8	104.8	106.4	106.6	100.7	101.8	107.9
Sales for All Stores(%)	99.4	98.2	118.2	125.2	106.2	106.1	108.0	103.8
Number of customers for All Stores(%)	99.5	101.2	111.9	117.3	98.6	104.7	105.5	96.5
Average sales per customer for All Stores(%)	99.8	97.0	105.5	106.7	107.8	101.3	102.4	107.6
Number of stores AOKI	507	508	508	504	504	504	504	504
Number of stores ORIHICA	113	113	113	108	107	106	106	106
Number of stores Total	620	621	621	612	611	610	610	610