

Supplementary Materials

Fiscal Year Ended March 31, 2023

May 11, 2023

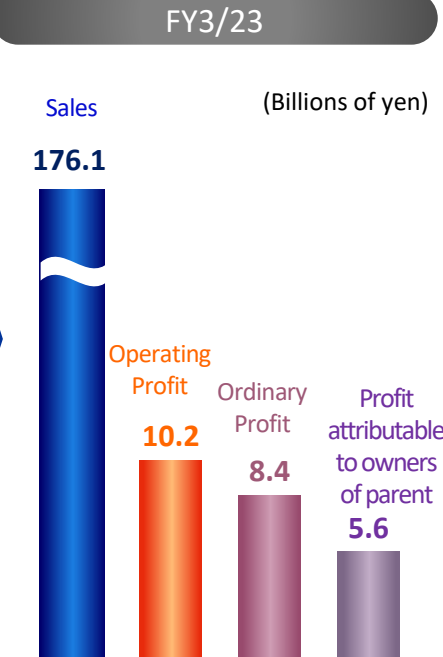
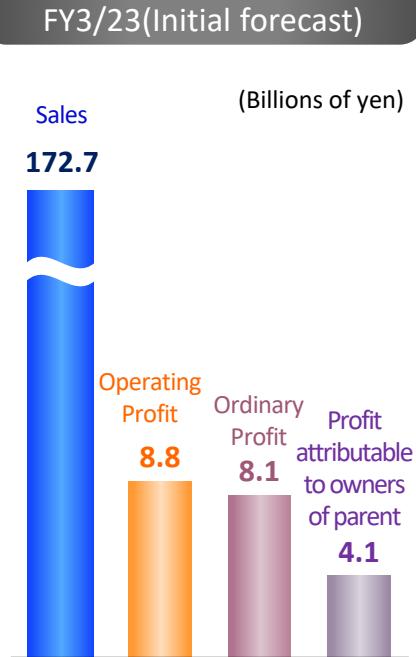
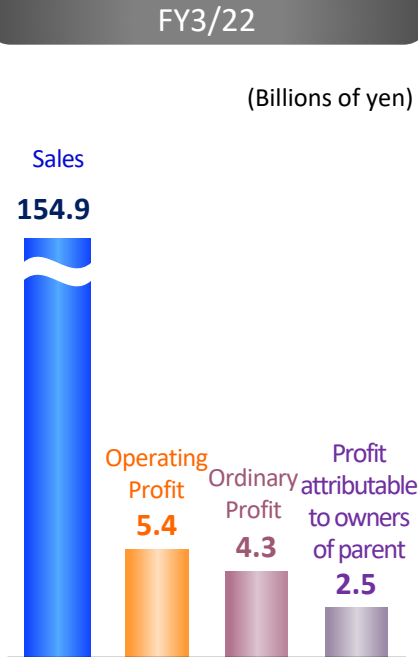
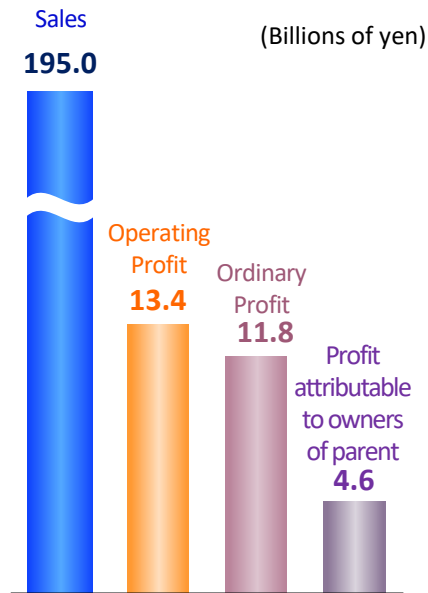
AOKI Holdings Inc.

1. All amounts are rounded down to the less than unit.
2. From the beginning of FY3/22, AOKI Holdings is applying the revenue recognition accounting standard. This standard is not retrospectively applied to all figures for FY3/19.
3. Acquisition of RUNSYSTEM Co., Ltd. as a subsidiary in June 2022. Reflected in results from the second quarter of FY3/23.
4. Net income per share: Net income divided by average number of shares outstanding(excluding treasury stock).

FY3/23 Results

Sales and earnings increased as the socioeconomic activities returned to normal, sales and earnings exceeded forecasts

*Reference FY3/19 Before the pandemic



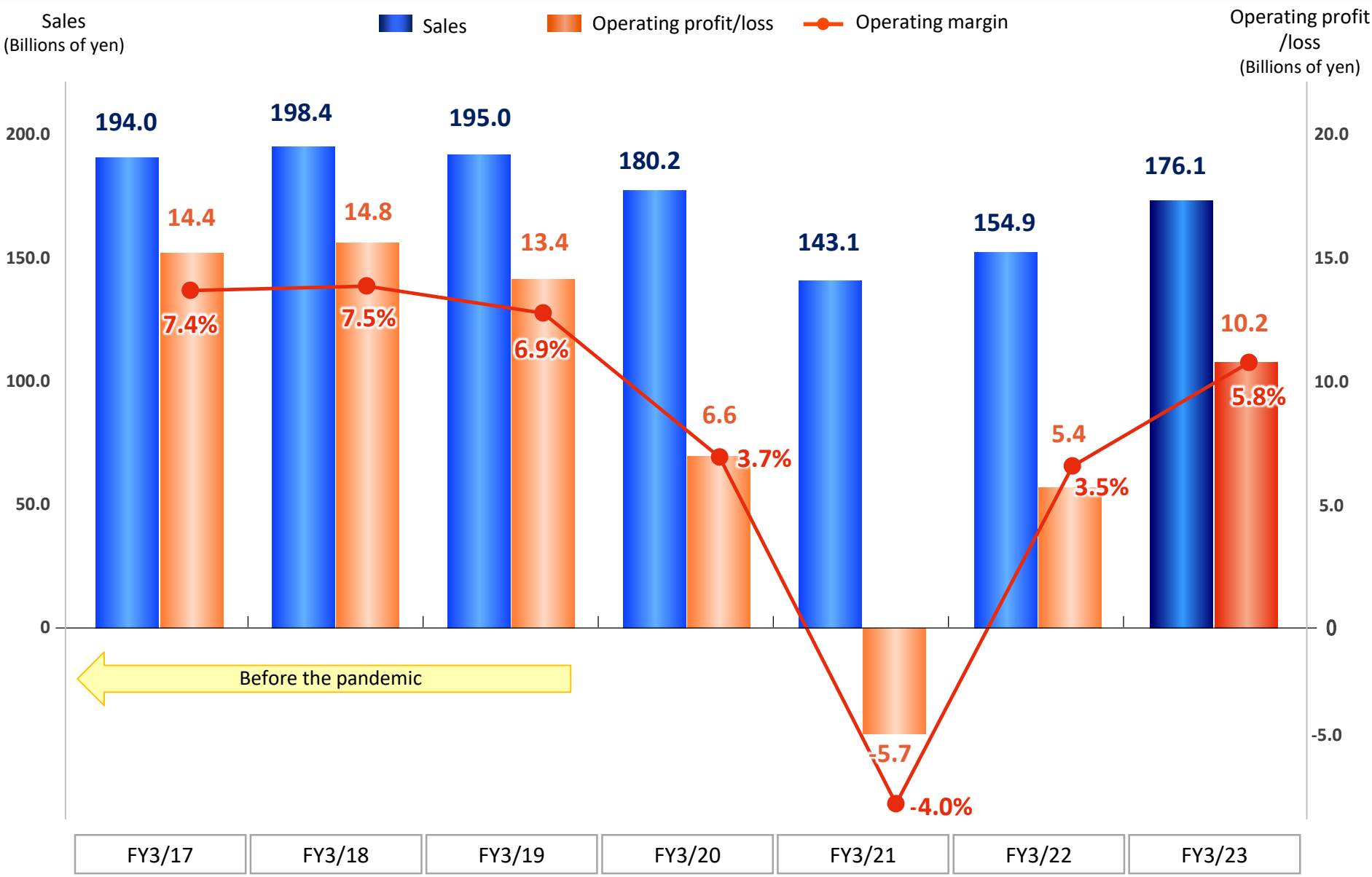
Business climate

- Although a decline in the spread of COVID-19 is trending downward, there are no restrictions on movement, socioeconomic activities are normalizing
- Rise in raw material prices, fuel/electricity costs, and labor costs
- The economic outlook remains uncertain due to rising prices, etc

AOKI Group

- The number of customers increased in all businesses due to normalization of socio economic activities.
- Acquisition of RUNSYSTEM CO., LTD. as a subsidiary in June 2022. Reflected in results from the second quarter of FY3/23.
- The AOKI Group opened 33 stores and closed 65 stores for conversions to different formats or to improve operating efficiency.

Consolidated Earnings Trends from FY3/17 to FY3/23

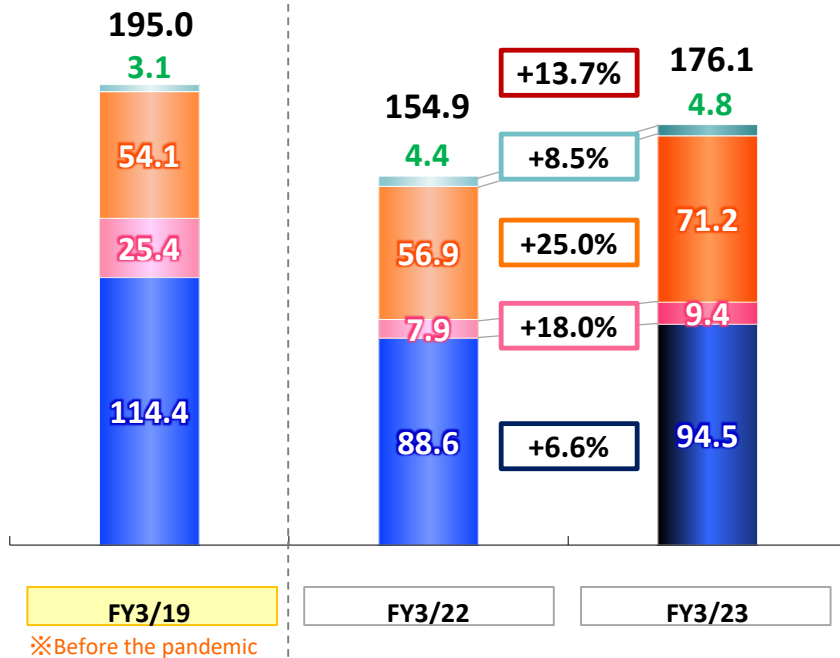


FY3/23 Results by Segment

Fashion	Sales and earnings increased due to an increase in the number of customers due to the socioeconomic activities returned to normal and favorable sales of formal wear, women's apparel, and casual apparel
Anniversaire and Bridal	Sales and earnings increased because of a increase in the number of weddings and improved gross profit margin
Entertainment	Sales and earnings increased because new stores were opened and the impact of the pandemic decreased

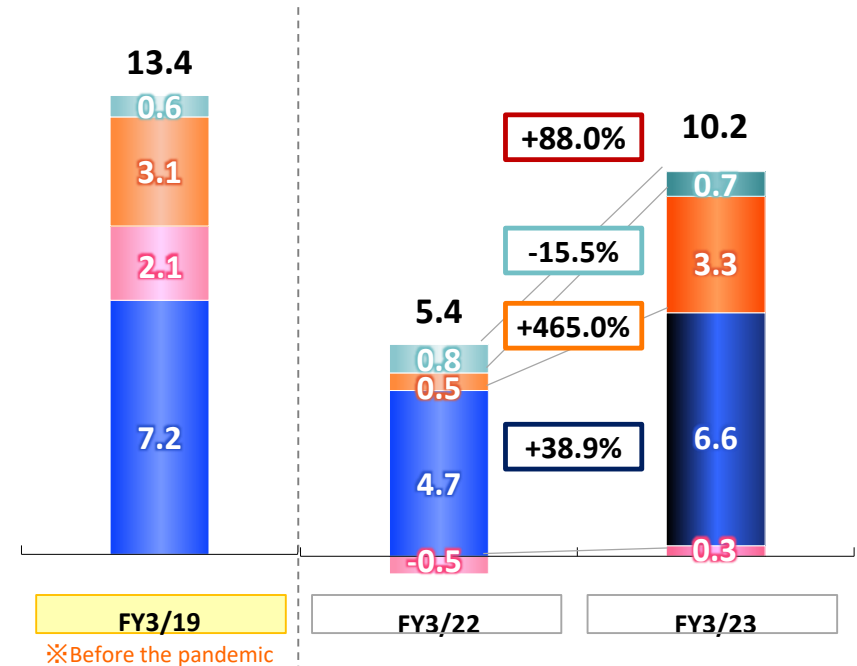
Sales

(Billions of yen)



Operating profit/loss

(Billions of yen)

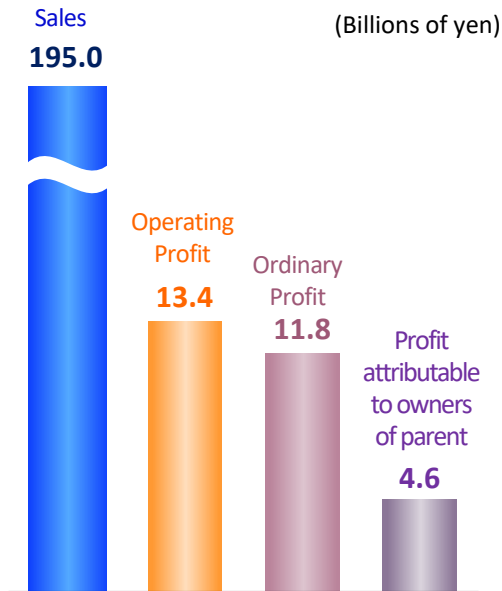


■ Fashion ■ Anniversaire/Bridal ■ Entertainment ■ Real Estate Leasing ■ Consolidated Total

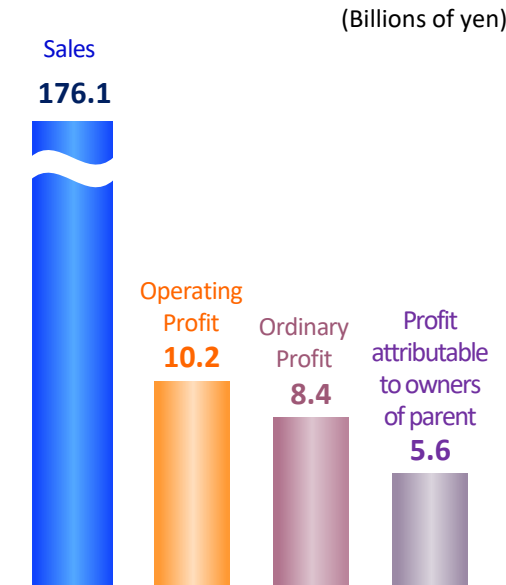
FY3/24 Consolidated Forecast

Net sales of 180.5 billion yen and operating profit of 10.8 billion yen are expected to increase for the third consecutive year.

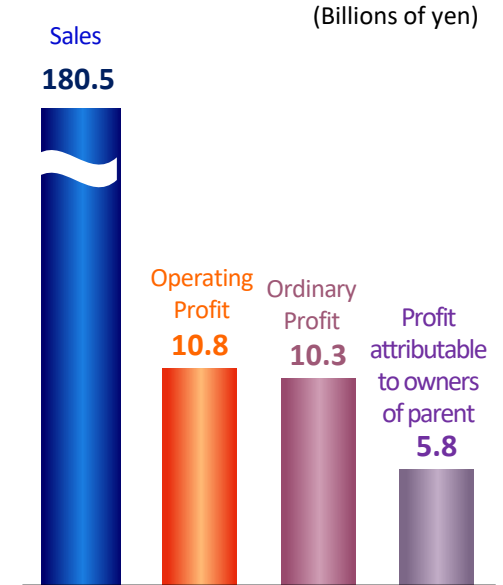
*Reference FY3/19
Before the pandemic



FY3/23



FY3/24 Forecast



Business climate

- Recovery of the flow of people and normalization of economic activities due to the change to Corona 5
- High cost of materials and High cost of fuel, utilities, labor
- Depreciation of the yen
- Decline in pandemic severity
- Economic uncertainty due to inflation

AOKI Group

- Provide products and services that match new life styles
- Setting appropriate prices in response to rising material
- Implementation of expense control
- Carefully selected new store openings and continuation of store closures for conversions to different formats or to improve operating efficiency
- Implementation of measures to improve efficiency

Consolidated Profit and Loss

*FY3/19 : Before the pandemic

(Millions of yen)

Account/Period	FY3/19*	FY3/22	FY3/23	Change	YoY %	Major Components
Sales	195,054	154,916	176,170	21,254	113.7	Sales increased in all businesses due to an economic recovery due to the relaxation of restrictions on movement
Gross profit Gross profit margin	83,673 42.9%	59,636 38.5%	69,556 39.5%	9,919 +1.0pt	116.6	Gross profit margin Fashion : +0.7pt Anniversaire and Bridal : +14.5pt Entertainment : +4.2pt
Selling, general and administrative expenses	70,182	54,193	59,320	5,127	109.5	
Operating profit Operating margin	13,491 6.9%	5,443 3.5%	10,235 5.8%	4,792 +2.3pt	188.0	
Non-operating profit	388	269	404	135	150.2	
Non-operating expenses	1,988	1,351	2,209	857	163.5	Increase in loss on retirement of non-current assets
Ordinary profit	11,890	4,360	8,430	4,069	193.3	
Extraordinary gains	215	5,962	1,324	-4,637	22.2	Increase in gain on reversal of share acquisition rights Decrease in gain on sale of non-current assets and subsidies for employment adjustment
Extraordinary losses	4,669	4,618	1,994	-2,623	43.2	Decrease in impairment loss and loss due to temporary closure
Profit attributable to owners of parent	4,602	2,563	5,632	3,068	219.7	
Net income per share (yen)	53.34	30.21	66.34	36.13	-	

◆ Depreciation: ¥9,171 million (including lease assets of ¥1,846 million)

◆ YoY existing-store sales: 11.0% for Fashion, 11.8% for Entertainment (9.6% for KAKATSU CLUB, 29.7% for COTE D'AZUR)

FY3/23 Results by Segment

(Millions of yen)

	FY3/19 Before the pandemic	%	FY3/22	%	FY3/23	%	YoY change	YoY %
Sales	195,054	100.0	154,916	100.0	176,170	100.0	21,254	113.7
Fashion	114,404	100.0	88,642	100.0	94,519	100.0	5,877	106.6
Anniversaire/Bridal	25,433	100.0	7,976	100.0	9,412	100.0	1,435	118.0
Entertainment	54,102	100.0	56,993	100.0	71,269	100.0	14,275	125.0
Real Estate Leasing	3,116	100.0	4,429	100.0	4,807	100.0	377	108.5
Gross profit	83,673	42.9	59,636	38.5	69,556	39.5	9,919	116.6
Fashion	67,748	59.2	51,503	58.1	55,541	58.8	4,038	107.8
Anniversaire/Bridal	7,136	28.1	1,623	20.3	3,273	34.8	1,650	201.7
Entertainment	8,275	15.3	6,002	10.5	10,456	14.7	4,453	174.2
Real Estate Leasing	638	20.5	883	19.9	746	15.5	-136	84.5
SG&A expenses	70,182	36.0	54,193	35.0	59,320	33.7	5,127	109.5
Fashion	60,485	52.9	46,707	52.7	48,879	51.7	2,172	104.7
Anniversaire/Bridal	4,966	19.5	2,204	27.6	2,887	30.7	683	131.0
Entertainment	5,092	9.4	5,412	9.5	7,122	10.0	1,709	131.6
Operating profit (loss)	13,491	6.9	5,443	3.5	10,235	5.8	4,792	188.0
Fashion	7,263	6.3	4,795	5.4	6,662	7.0	1,866	138.9
Anniversaire/Bridal	2,169	8.5	-580	-	385	4.1	966	-
Entertainment	3,182	5.9	590	1.0	3,333	4.7	2,743	565.0
Real Estate Leasing	638	20.5	883	19.9	746	15.5	-136	84.5

*Entertainment includes results from the second quarter of FY3/23 of RUNSYSTEM

Consolidated Forecast

(Millions of yen)

Account/Period	FY3/23	FY3/24 (Forecast)	Change	YoY %	Major Components
Net sales	176,170	180,500	4,329	102.5	Higher sales in all business
Gross profit Gross profit margin	69,556 39.5%	71,500 39.6%	1,943 +0.1pt	102.8	Gross profit margin Fashion : +0.4pt Anniversaire and Bridal : +1.4pt Entertainment : +0.2pt
Selling, general and administrative expenses	59,320	60,700	1,379	102.3	Expenses increased due to higher sales, but SG&A ratio down by 0.1pt through cost controls
Operating profit Operating margin	10,235 5.8%	10,800 6.0%	564 +0.2pt	105.5	
Non-operating profit	404	250	-154	61.8	
Non-operating expenses	2,209	750	-1,459	33.9	Decrease Increase in loss on retirement of non-current assets
Ordinary profit	8,430	10,300	1,869	122.2	
Extraordinary income	1,324	500	-824	37.7	Decrease in gain on reversal of subscription money
Extraordinary losses	1,994	1,400	-594	70.2	Decrease in impairment loss
Profit attributable to owners of parent	5,632	5,800	167	103.0	
Net profit per share (yen)	66.34	68.31	1.97	-	

◆ Depreciation: ¥9,758 million (including lease assets of ¥1,844 million)

◆ YoY existing-store sales: -0.4% for Fashion, 3.0% for Entertainment (2.2% for KAIKATSU CLUB, 8.5% for COTE D'AZUR)

FY3/24 Consolidated Business Forecast

(Millions of yen)

	FY3/23	%	FY3/24 (Forecast)	%	YoY change	YoY %
Sales	176,170	100.0	180,500	100.0	4,329	102.5
Fashion	94,519	100.0	94,600	100.0	80	100.1
Anniversaire/Bridal	9,412	100.0	9,800	100.0	387	104.1
Entertainment	71,269	100.0	77,300	100.0	6,030	108.5
Real Estate Leasing	4,807	100.0	5,300	100.0	492	110.2
Gross profit	69,556	39.5	71,500	39.6	1,943	102.8
Fashion	55,541	58.8	56,000	59.2	458	100.8
Anniversaire/Bridal	3,273	34.8	3,550	36.2	276	108.4
Entertainment	10,456	14.7	11,540	14.9	1,083	110.4
Real Estate Leasing	746	15.5	900	17.0	153	120.5
SG&A expenses	59,320	33.7	60,700	33.6	1,379	102.3
Fashion	48,879	51.7	49,000	51.8	120	100.2
Anniversaire/Bridal	2,887	30.7	3,500	35.7	612	121.2
Entertainment	7,122	10.0	7,740	10.0	617	108.7
Operating profit	10,235	5.8	10,800	6.0	564	105.5
Fashion	6,662	7.0	7,000	7.4	337	105.1
Anniversaire/Bridal	385	4.1	50	0.5	-335	13.0
Entertainment	3,333	4.7	3,800	4.9	466	114.0
Real Estate Leasing	746	15.5	900	17.0	153	120.5

Number of Stores Opened/Closed

(Number of stores)

Business Segment	Stores/Facilities		FY3/22			FY3/23			FY3/24(Forecast)		
			Opened	Closed	Number of Stores	Opened	Closed	Number of Stores	Opened	Closed	Number of Stores
Fashion	AOKI		1	10	504	-	7	497	3	1	499
	ORIHICA		1	11	106	3	10	99	4	4	99
Anniversaire and Bridal	ANNIVERSAIRE		-	2	10	-	-	10	-	-	10
Entertainment	KAIKATSU CLUB		29	21	504	4	15	493	3	7	489
	COTE D'AZUR		-	4	113	-	16	97	-	4	93
	FiT24		45	-	91	23	-	114	7	5	116
	Jiyu Kukan and others	Directly managed				1	12	60	-	1	59
		FC				2	5	59	-	1	58
Total			76	48	1,328	33	65	1,429	17	23	1,423

Note: Indoor golf facilities installed at mainly FiT24 fitness gyms and AOKI Group other stores(FY3/23:10facilities,FY3/24(forecast):40facilities) (Millions of yen)

Capital Expenditures	Stores/Facilities	FY3/22	FY3/23	YoY %	FY3/24(Forecast)	YoY %
Fashion	AOKI, ORIHICA	1,285	1,770	137.8	1,400	79.1
Anniversaire and Bridal	ANNIVERSAIRE	35	93	265.1	1,600	-
Entertainment	KAIKATSU CLUB,COTE D'AZUR, FiT24,Jiyu Kukan and others	6,004	4,234	70.5	4,400	103.9
Consolidated Total		7,452	6,189	83.1	7,450	120.4

(Millions of yen)

Depreciation	FY3/22	FY3/23	YoY %	FY3/24(Forecast)	YoY %
Consolidated Total	9,361	9,171	98.0	9,758	106.4

Reference: FY3/23 Fashion Business Performance

(1) Change in existing-store sales, number of customers and sales per customer at existing stores (%)

		First half	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	Second half	Full year
Sales	FY3/23	22.4	10.7	0.2	-1.4	3.0	8.1	16.1	0.7	6.5	5.2	11.0
	Vs. FY3/19*	-10.1	-3.2	-15.7	-15.4	-11.7	-5.1	11.4	-2.3	0.4	-4.5	-6.6
	FY3/22	-5.5	1.9	0.1	21.5	7.0	27.4	8.4	8.4	12.6	10.4	4.6
Number of customers	FY3/23	15.5	10.8	-0.3	-4.9	1.7	3.8	13.2	-2.8	3.1	2.4	7.9
	FY3/22	-16.3	2.7	3.4	16.0	7.0	19.7	1.7	7.7	9.9	8.4	-3.1
Sales per customer	FY3/23	6.0	-0.1	0.5	3.7	1.3	4.2	2.5	3.6	3.3	2.7	2.8
	FY3/22	12.9	-0.8	-3.2	4.8	0.0	6.4	6.6	0.7	2.5	1.8	7.9

*FY3/19 : Before the pandemic

(2) Number of units sold and unit prices of suits

		First half	YoY %	Second half	YoY %	Full year	YoY %
Number of units sold (in ten thousands)	FY3/23	282	108.7	592	91.8	874	96.6
	FY3/22	260	91.6	645	104.1	905	100.2
Unit price (thousands of yen)	FY3/23	25.6	108.0	26.0	109.2	25.9	109.3
	FY3/22	23.7	111.8	23.8	100.8	23.7	103.9

Reference: FY3/24 Fashion Business Outlook

Change in existing-store sales, number of customers and sales per customer at existing stores

(%)

		1Q	2Q	First half	3Q	4Q	Second half	Full year
Sales	FY3/24 (Forecast)	-3.0	-0.9	-2.1	-0.8	1.5	0.6	-0.4
	FY3/23	23.1	21.5	22.4	3.0	6.5	5.2	11.0
Number of customers	FY3/24 (Forecast)	-2.0	-0.6	-1.4	-0.9	0.8	0.0	-0.7
	FY3/23	14.7	16.7	15.5	1.7	3.1	2.4	7.9
Sales per customer	FY3/24 (Forecast)	-1.0	-0.3	-0.7	0.1	0.6	0.6	0.2
	FY3/23	7.4	4.2	6.0	1.3	3.3	2.7	2.8

Reference: FY3/23 Anniversaire/ Bridal Business Performance

YoY change in the number of couples married at existing stores

(%)

		First half	YoY %	Vs FY3/19* %	Second half	YoY %	Vs FY3/19* %	Full year	YoY %	Vs FY3/19* %
Number of couples married	FY3/23	1,314	105.4	66.8	1,605	158.6	78.3	2,919	129.2	72.7
	FY3/22	1,247	500.8		1,012	93.9		2,259	170.2	
Average sales per couple (thousands of yen)	FY3/23	3,714	105.8	91.8	3,824	101.9	94.2	3,775	104.3	93.1
	FY3/22	3,512	102.2		3,753	109.8		3,620	105.8	

Notes: 1. Existing locations :10 facilities from April to December 2022, 9 facilities from January to March 2023

2. Not include family weddings and photo weddings

3. Average sales per couple are wedding sales per couple and do not include cancellation fee. The revenue recognition accounting standard not applied.

*FY3/19 : Before the pandemic

Reference: FY3/24 Anniversaire/ Bridal Business Outlook

YoY change in the number of couples married at existing stores

(%)

		First half	YoY %	Second half	YoY %	Full year	YoY %
Number of couples married/ planned for marrying	FY3/24 (Forecast)	1,305	116.1	1,422	96.6	2,727	105.0
	FY3/23	1,124	103.7	1,472	161.8	2,596	130.2
Average sales per couple (thousands of yen)	FY3/24 (Forecast)	3,908	106.4	3,936	103.7	3,923	104.8
	FY3/23	3,674	105.6	3,795	102.5	3,743	104.5

Notes: 1. Existing locations : 9 facilities

2. Not include family weddings and photo weddings

3. Average sales per couple are wedding sales per couple and do not include cancellation fee. The revenue recognition accounting standard not applied.

Reference: FY3/23 Entertainment Business Performance

(1) Results by business format

(Millions of yen)

	FY3/19 Before the pandemic	%	FY3/22	%	FY3/23	%	YoY change	YoY %
Net sales	54,102	100.0	56,993	100.0	71,269	100.0	14,275	125.0
KAIKATSU CLUB	36,797	100.0	46,932	100.0	52,581	100.0	5,649	112.0
COTE D'AZUR	17,305	100.0	6,635	100.0	9,870	100.0	3,235	148.8
FIT24			3,425	100.0	5,114	100.0	1,688	149.3
Jiyu Kukan and other					3,702	100.0	-	-
Gross profit	8,275	15.3	6,002	10.5	10,456	14.7	4,453	174.2
KAIKATSU CLUB (including FIT24)	5,474	14.9	6,076	12.1	9,458	16.4	3,381	155.6
COTE D'AZUR	2,800	16.2	-74	-	614	6.2	688	-
Jiyu Kukan and other					383	10.4	-	-
SG&A expenses	5,092	9.4	5,412	9.5	7,122	10.0	1,709	131.6
KAIKATSU CLUB (including FIT24)	3,315	9.0	4,721	9.4	5,556	9.6	834	117.7
COTE D'AZUR	1,777	10.3	691	10.4	989	10.0	298	143.2
Jiyu Kukan and other					575	15.6	-	-
Operating profit (loss)	3,182	5.9	590	1.0	3,333	4.7	2,743	565.0
KAIKATSU CLUB (including FIT24)	2,159	5.9	1,355	2.7	3,902	6.8	2,546	287.9
COTE D'AZUR	1,023	5.9	-765	-	-375	-	389	-
Jiyu Kukan and other					-192	-	-	-

(2) Capital expenditures by business format

(Millions of yen)

Stores/Facilities	FY3/22	FY3/23	YoY %
KAIKATSU CLUB	2,629	2,058	78.3
COTE D'AZUR	160	108	67.7
FIT24	3,214	1,750	54.5
Jiyu Kukan and other		317	-
Total	6,004	4,234	70.5

Reference: FY3/23 Entertainment Business Performance

(3) Entertainment: Change in existing-store sales, number of customers and sales per customer at existing stores (%)

		First half	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	Second half	Full year
Sales	FY3/23	12.2	9.7	8.2	4.5	7.3	11.5	20.0	16.1	15.7	11.4	11.8
	Vs.FY3/19*	-7.2	-5.4	-10.0	-16.7	-11.2	-8.8	-5.7	-9.7	-8.2	-9.7	-8.5
	FY3/22	14.0	12.9	8.5	19.3	13.7	12.8	0.8	6.1	6.7	10.2	11.9
Number of customers	FY3/23	9.1	6.2	4.9	3.4	4.8	8.3	15.1	11.6	11.5	8.1	8.6
	FY3/22	13.8	1.8	4.5	13.2	6.4	12.1	-0.8	3.6	5.0	5.7	9.3
Sales per customer	FY3/23	3.7	3.4	3.5	2.5	3.1	3.9	5.6	5.1	4.8	3.9	3.8
	FY3/22	0.1	10.9	3.8	5.4	6.9	0.6	1.6	2.4	1.6	4.3	2.4

*FY3/19 : Before the pandemic

(4) KAIKATSU CLUB: Change in existing-store sales, number of customers and sales per customer at existing stores (%)

		First half	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	Second half	Full year
Sales	FY3/23	9.6	10.2	9.6	7.7	9.1	8.8	10.6	10.9	10.1	9.6	9.6
	Vs.FY3/19*	-5.3	-2.0	-4.4	-3.9	-3.4	-3.9	-3.1	-6.5	-4.6	-4.0	-4.7
	FY3/22	16.0	13.5	7.4	12.6	11.2	8.3	3.3	5.2	5.6	8.3	11.9
Number of customers	FY3/23	7.9	6.6	6.2	3.4	5.4	5.7	9.2	8.4	7.7	6.5	7.2
	FY3/22	14.6	1.1	3.8	10.2	5.0	9.9	1.5	3.9	5.1	5.0	9.5
Sales per customer	FY3/23	2.4	3.6	3.6	6.1	4.5	3.8	2.3	3.4	3.2	3.8	3.1
	FY3/22	1.2	12.2	3.5	2.1	5.9	-1.4	1.7	1.2	0.5	3.1	2.2

Reference: FY3/23 Entertainment Business Performance

(5) COTE D'AZUR: Change in existing-store sales, number of customers and sales per customer at existing stores

(%)

		First half	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	Second half	Full year
Sales	FY3/23	47.5	6.8	0.5	-7.1	-1.1	29.9	140.9	52.5	60.3	21.8	29.7
	Vs.FY3/19*	-19.5	-13.5	-23.0	-34.3	-25.8	-20.4	-12.9	-17.3	-17.3	-22.0	-21.3
	FY3/22	-8.5	10.2	13.6	44.5	24.4	47.8	-20.2	11.8	14.2	20.5	11.8
Number of customers	FY3/23	25.9	4.1	-3.8	3.0	1.3	30.4	83.2	35.4	44.9	19.9	22.0
	FY3/22	3.5	5.7	8.4	31.2	14.5	32.3	-18.8	1.7	3.8	9.7	7.9
Sales per customer	FY3/23	17.2	2.5	4.4	-9.8	-2.4	-0.4	31.5	12.7	10.7	1.6	6.3
	FY3/22	-11.6	4.3	4.8	10.1	8.7	11.7	-1.7	9.9	10.0	9.8	3.6

*FY3/19 : Before the pandemic

Reference: FY3/24 Entertainment Business Outlook

(1) Earnings forecast by business format

(Millions of yen)

		FY3/23	%	FY3/24 (Forecast)	%	YoY change	YoY %
Net sales	KAIKATSU CLUB	52,581	100.0	53,500	100.0	918	101.7
	COTE D'AZUR	9,870	100.0	10,200	100.0	329	103.3
	FiT24	5,114	100.0	6,100	100.0	985	119.3
Gross profit	KAIKATSU CLUB (including FiT24)	9,458	16.4	9,600	16.1	141	101.5
	COTE D'AZUR	614	6.2	1,090	10.7	475	177.4
SG&A expenses	KAIKATSU CLUB (including FiT24)	5,556	9.6	5,870	9.8	313	105.6
	COTE D'AZUR	989	10.0	1,020	10.0	30	103.0
Operating profit (loss)	KAIKATSU CLUB (including FiT24)	3,902	6.8	3,730	6.3	-172	95.6
	COTE D'AZUR	-375	-	70	0.7	445	-

(2) Outlook for capital expenditure by business format

(Millions of yen)

Stores/Facilities	FY3/23	FY3/24(Forecast)	YoY %
KAIKATSU CLUB	2,058	2,680	130.2
COTE D'AZUR	108	150	137.9
FiT24	1,750	1,330	76.0

Reference: FY3/24 Entertainment Business Outlook

(3) Entertainment: Change in existing-store sales, number of customers and sales per customer at existing stores (%)

		1Q	2Q	First half	3Q	4Q	Second half	Full year
Sales	FY3/24 (Forecast)	3.8	4.1	3.9	2.9	1.3	2.1	3.0
	FY3/23	13.6	11.0	12.2	7.3	15.7	11.4	11.8
Number of customers	FY3/24 (Forecast)	3.0	2.0	2.5	1.0	0.5	0.8	1.6
	FY3/23	11.1	7.4	9.1	4.8	11.5	8.1	8.6
Sales per customer	FY3/24 (Forecast)	1.3	2.3	1.8	1.9	0.9	1.4	1.6
	FY3/23	3.3	4.1	3.7	3.1	4.8	3.9	3.8

(4) KAIKATSU CLUB: Change in existing-store sales, number of customers and sales per customer at existing stores (%)

		1Q	2Q	First half	3Q	4Q	Second half	Full year
Sales	FY3/24 (Forecast)	4.2	2.7	3.4	1.5	0.5	1.0	2.2
	FY3/23	10.0	9.3	9.6	9.1	10.1	9.6	9.6
Number of customers	FY3/24 (Forecast)	3.3	0.8	2.0	0.0	0.2	0.1	1.1
	FY3/23	9.3	6.7	7.9	5.4	7.7	6.5	7.2
Sales per customer	FY3/24 (Forecast)	1.5	2.1	1.8	1.4	0.4	0.9	1.3
	FY3/23	1.5	3.2	2.4	4.5	3.2	3.8	3.1

Reference: FY3/24 Entertainment Business Outlook

(5): COTE D'AZUR Change in existing-store sales, number of customers and sales per customer at existing stores (%)

		1Q	2Q	First half	3Q	4Q	Second half	Full year
Sales	FY3/24 (Forecast)	1.6	14.2	8.0	12.0	5.9	8.9	8.5
	FY3/23	53.6	39.1	47.5	-1.1	60.3	21.8	29.7
Number of customers	FY3/24 (Forecast)	1.3	12.7	7.0	8.8	2.6	5.5	6.2
	FY3/23	31.0	19.0	25.9	1.3	44.9	19.9	22.0
Sales per customer	FY3/24 (Forecast)	0.3	1.4	1.0	2.9	3.3	3.2	2.2
	FY3/23	17.2	17.0	17.2	-2.4	10.7	1.6	6.3