



Fashion



ANNIVERSAIRE and Bridal



Entertainment



Supplementary Materials

for the Third Quarter of the Fiscal Year
Ending March 31, 2023
(Nine Months Ended December 31, 2022)

February 9, 2023








AOKI Holdings Inc.



ANNIVERSAIRE



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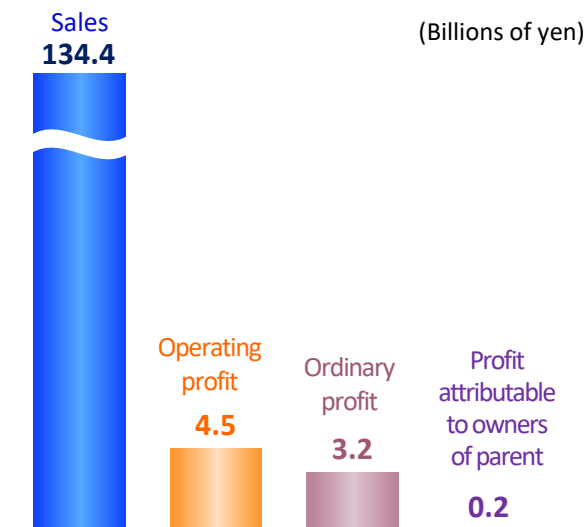
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1. All amounts are rounded down to the less than unit.
2. From the beginning of FY3/22, AOKI Holdings is applying the revenue recognition accounting standard. This standard is not retrospectively applied to all figures for FY3/19.
3. Acquisition of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

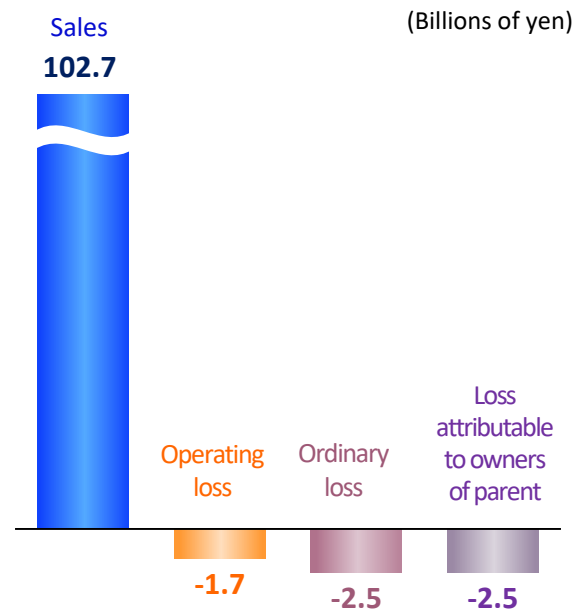
Nine Months of FY3/23 Results

Sales and earnings increased as the socioeconomic activities returned to normal, performance recovers to pre-pandemic level, operating profit for the first time in three years, profit attributable to owners of parent for the first time in four years

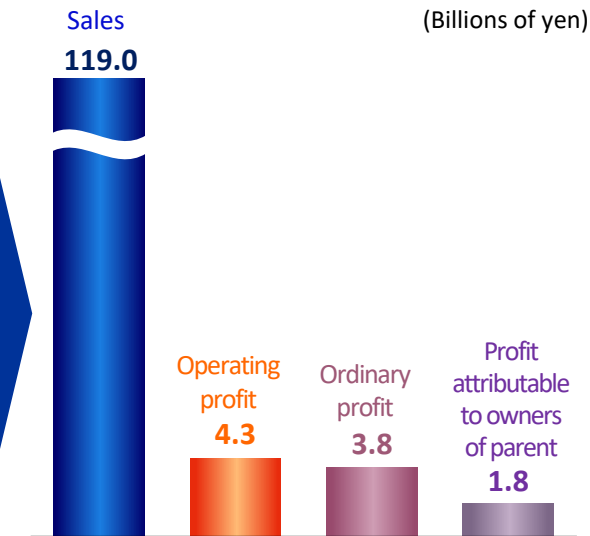
*Reference Nine months of FY3/19 Before the pandemic



Nine months of FY3/22



Nine months of FY3/23



Business climate

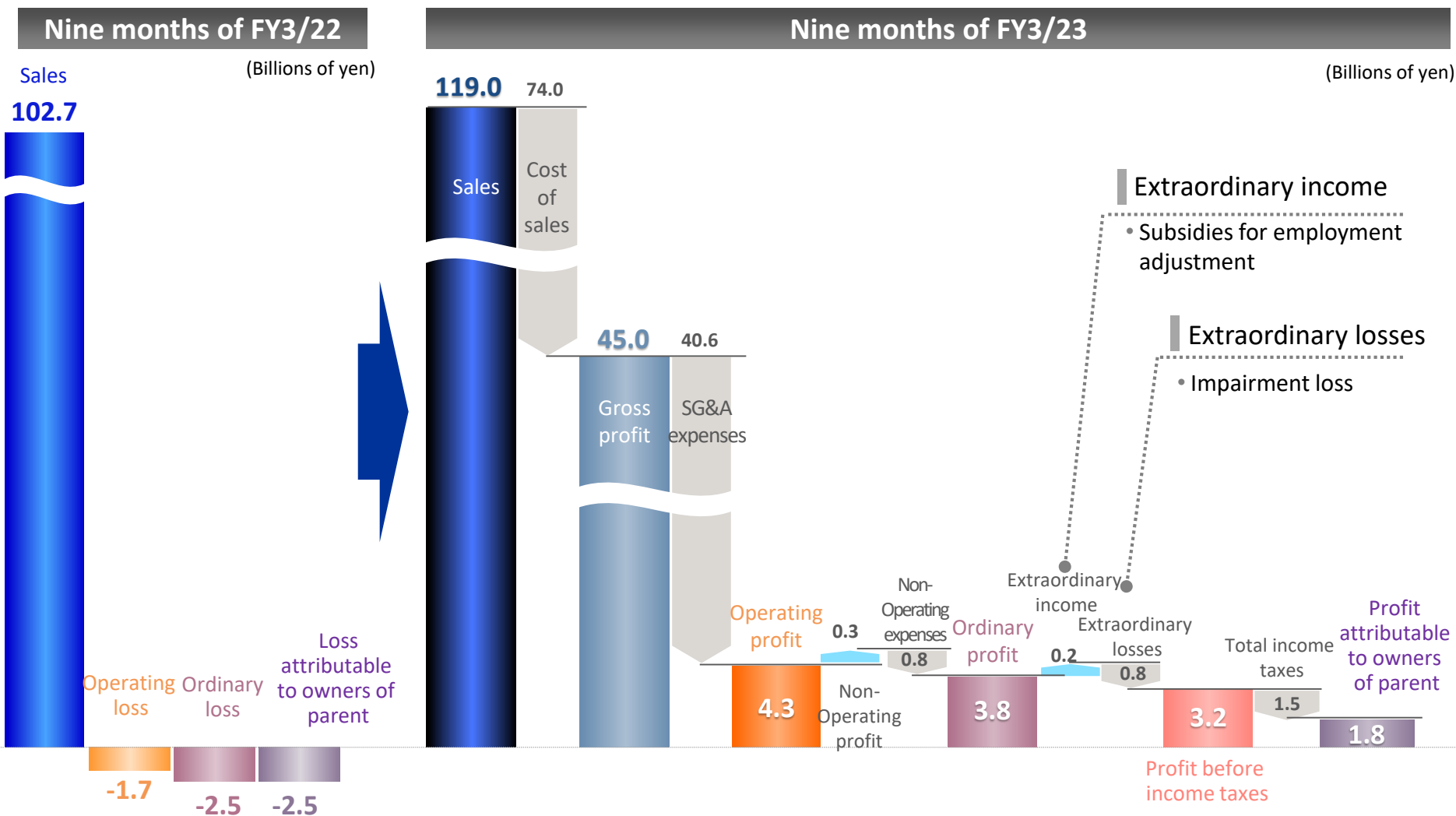
- There was no declaration of a state of emergency or application of priority measures to prevent the spread of the virus.
- From October 2022, even if the number of new coronavirus infection variants spreads again, restrictions on behavior will be eased, and the economy will recover gradually
- Rise 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 socioeconomic 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 30 stores and closed 46 stores for conversions to different formats or to improve operating efficiency.

Nine Months of FY3/23 Results

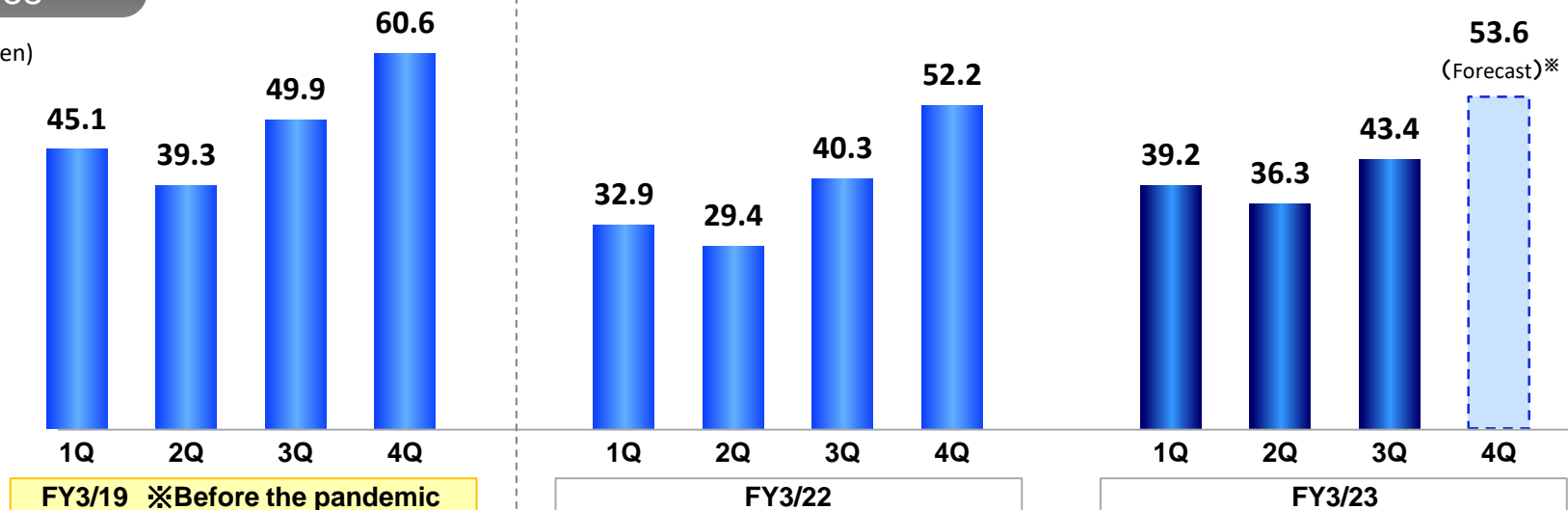
Sales up 15.9%, operating profit improved by ¥6.1 billion, ordinary profit improved by ¥6.3 billion, and profit attributable to owners of parent improved by ¥4.4 billion



Quarterly performance trends

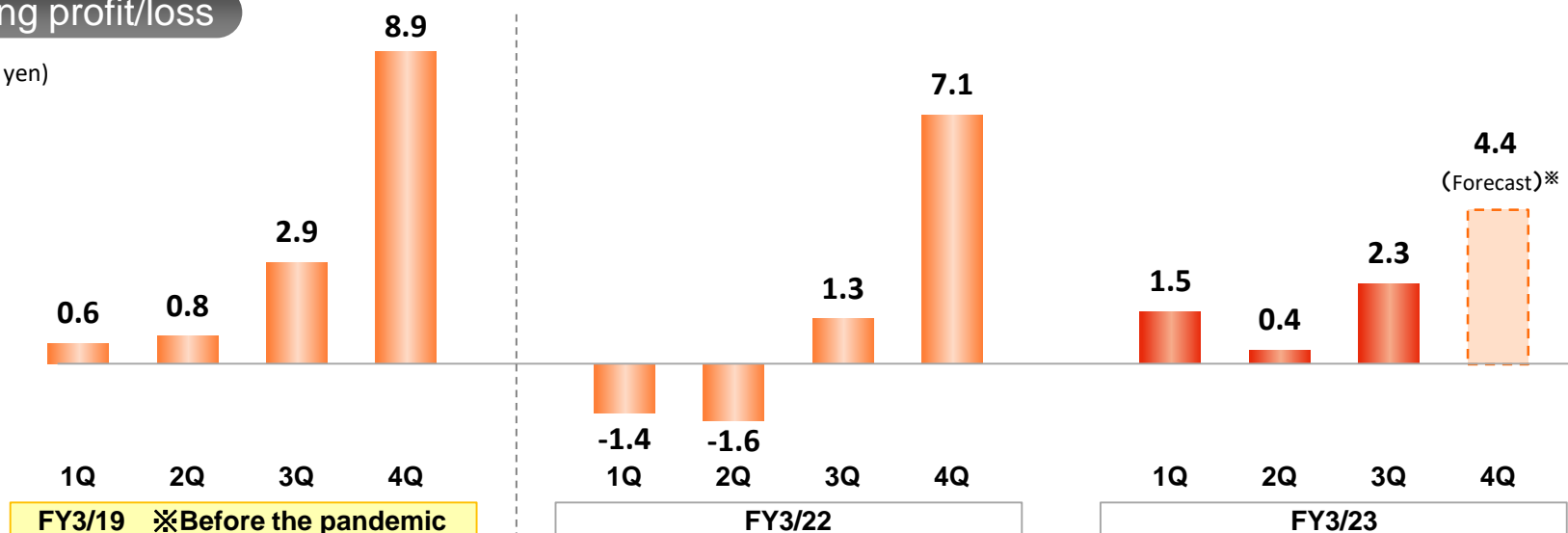
Sales

(Billions of yen)



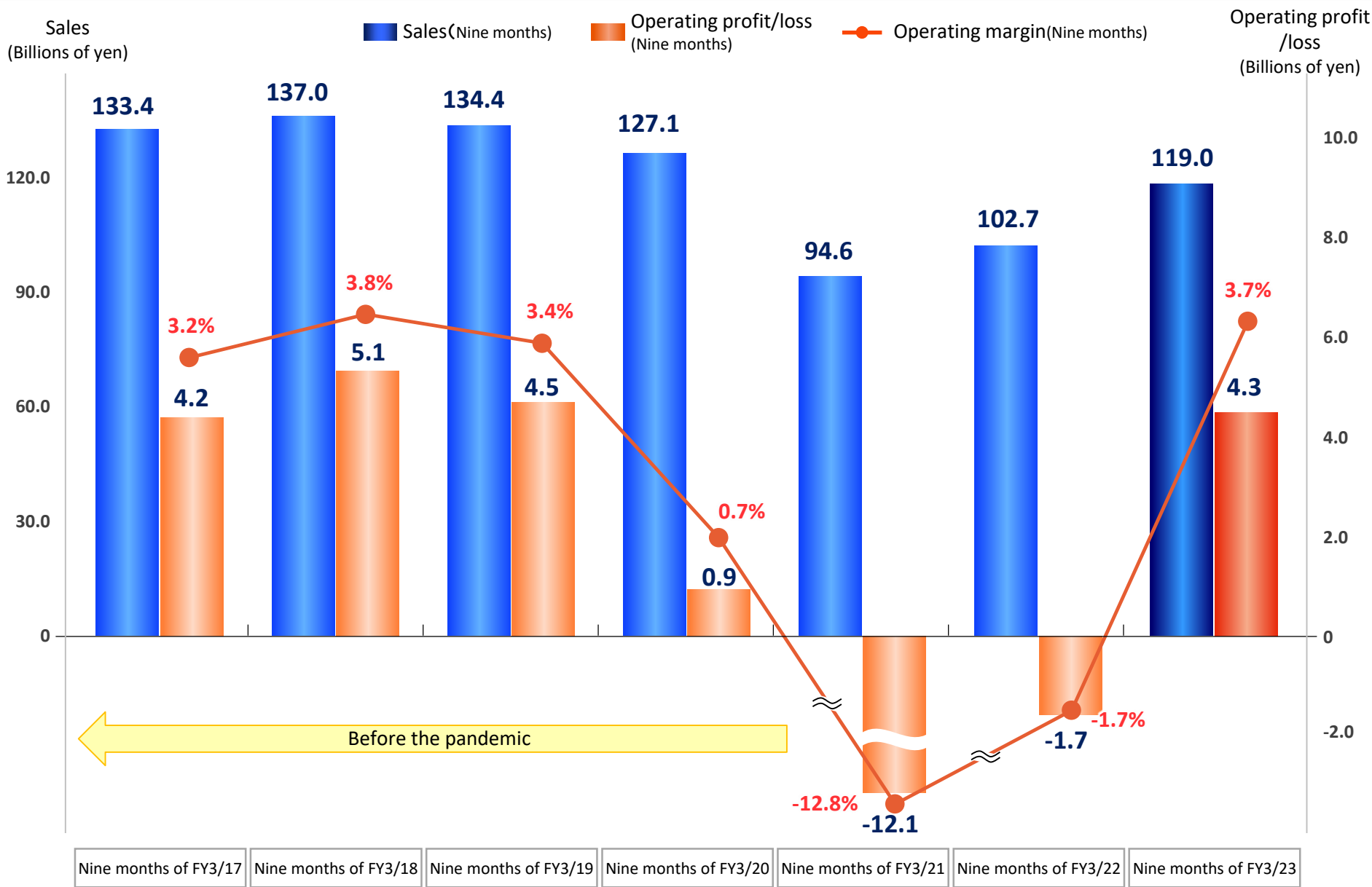
Operating profit/loss

(Billions of yen)



※The forecast for the 4Q of FY3/23 is the figure obtained by subtracting the cumulative 3Q figures from the full-year earnings forecast announced on November 10, 2022

Consolidated Earnings Trends for the Nine Months from FY3/17, to FY3/23

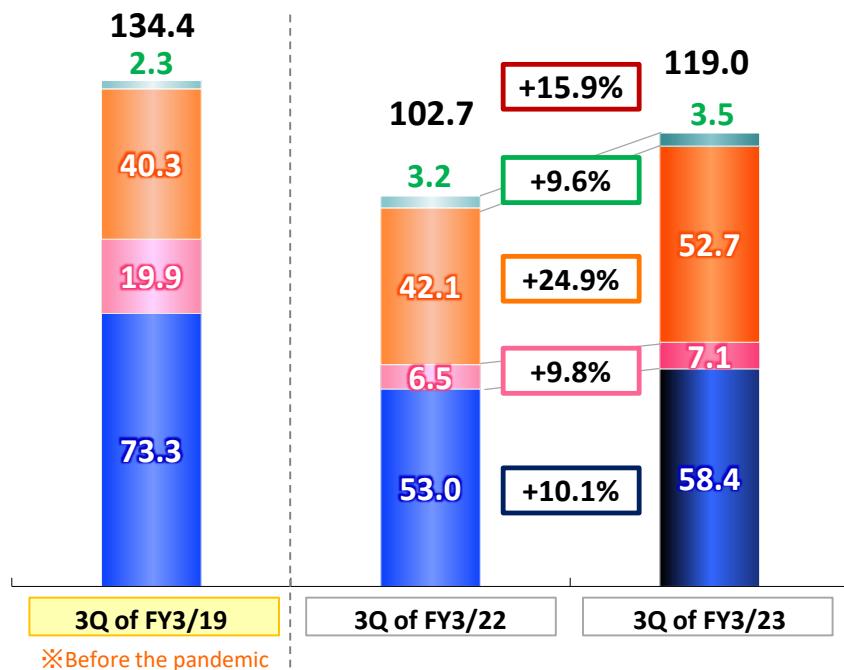


Nine Months of FY3/23 Results by Segment

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
Entertainment	Sales and earnings increased by higher existing-store sales due to the socioeconomic activities and new stores were opened

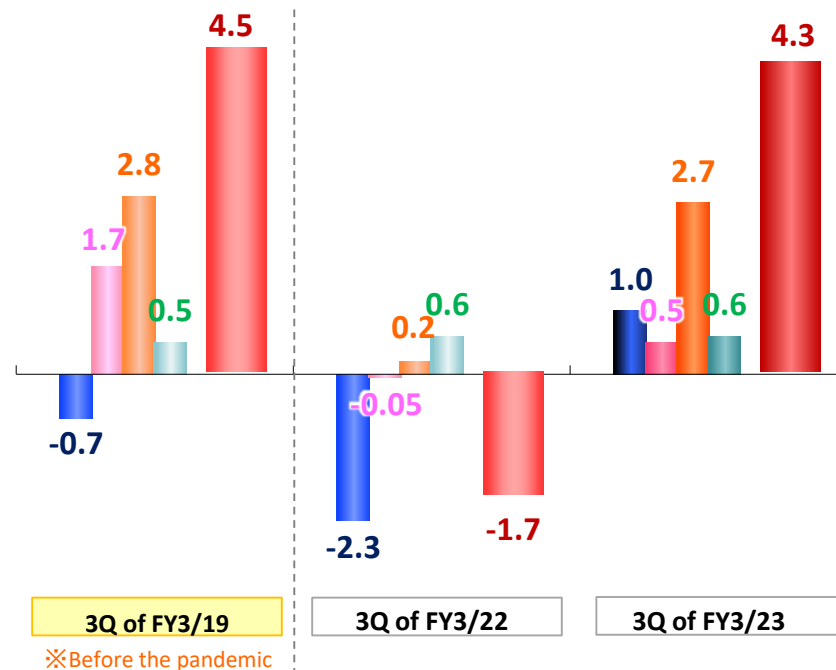
Sales

(Billions of yen)



Operating profit/loss

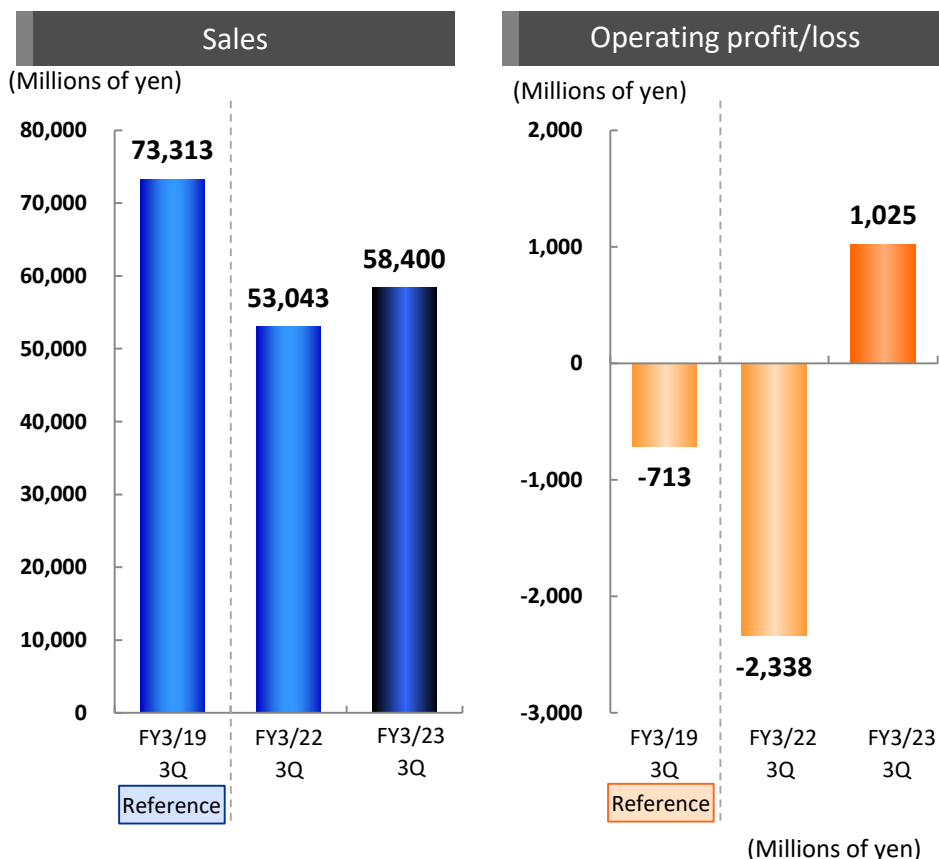
(Billions of yen)



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

Fashion Business: Nine Months of FY3/23 Review of Operations

Sales and earnings growth and first profit in five years due to an increase in the number of customers due to the socioeconomic activities returned to normal and with strong sales of formal wear in particular, women's apparel and casual apparel



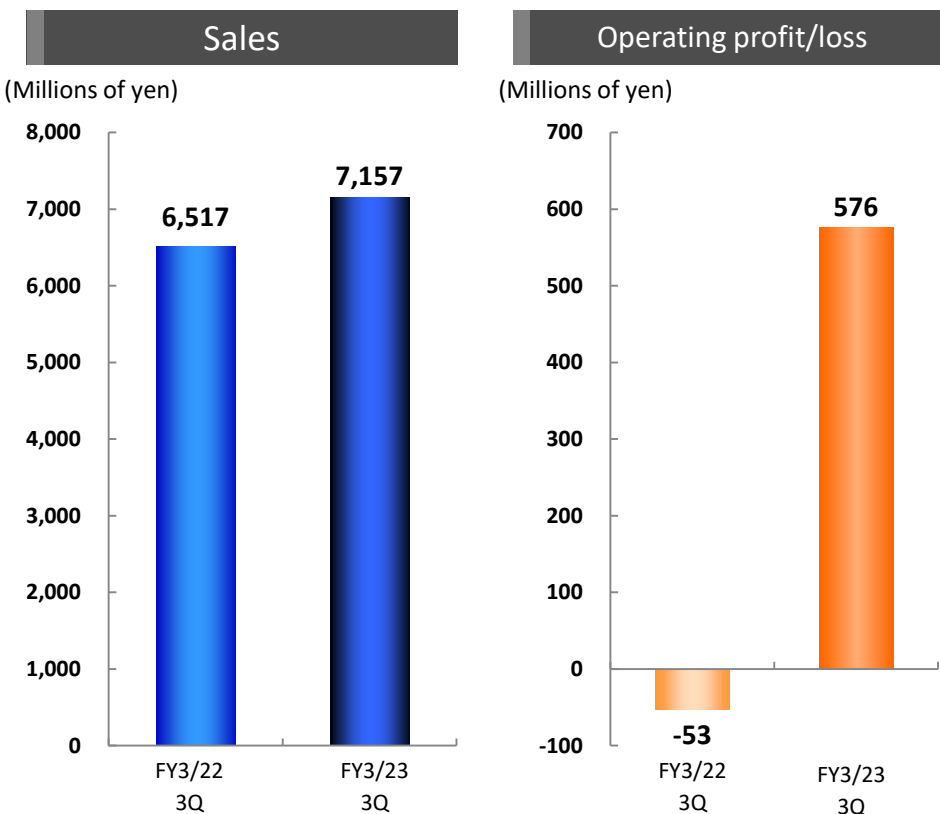
	Nine months of FY3/23		
		YoY %	% to sales
Sales	58,400	110.1	100.0
Gross profit	34,378	114.5	58.9
SG&A expenses	33,352	103.0	57.1
Operating profit	1,025	-	1.8

- Sales : up 10.1% YoY
- Operating profit : improved by ¥3,364 million YoY

Major components

- ◆ Existing-store sales : up 14.1% YoY
 - The number of customers was up 10.1% YoY due to the relaxation of movement
 - Strong formal wear sales due to increase in weddings, funerals and other ceremonies
 - Continuation of brisk sales of Pajama Suits and other casual apparel
 - December, 2022 : Rebound from last year's booming coming-of-age ceremony market
- ◆ Gross profit margin : up 2.3pt YoY
 - Higher unit prices of suits : up 9.7% YoY
 - Appropriate price sales by reviewing discounts and sales methods
- ◆ SG&A expenses: up 3.0% YoY
 - SG&A ratio improved 3.9pt
 - Continuing to implement cost controls

Sales and earnings growth and first profit in three years due to an increase in the number of weddings



	Nine months of FY3/23		
		YoY %	% to sales
Sales	7,157	109.8	100.0
Gross profit	2,481	160.9	34.7
SG&A expenses	1,904	119.3	26.6
Operating profit	576	-	8.1

- Sales : up 9.8% YoY
- Operating profit : improved by ¥630 million YoY

Major components

- ◆ The number of weddings increased at existing locations
 - Chapel weddings : up 17.6% YoY
 - Family and photo-only weddings : up 36.5% YoY
- ◆ Average sales per couple increased at existing locations in chapel weddings : up 3.8% YoY
 - Average number of guests per couple : up 7.9% YoY
- ◆ Gross profit margin : up 11.0pt YoY
 - Cost cutting and streamlining measures
 - Achieved the proper level of personnel expenses

Entertainment Business : Nine Months of FY3/23 Review of Operations

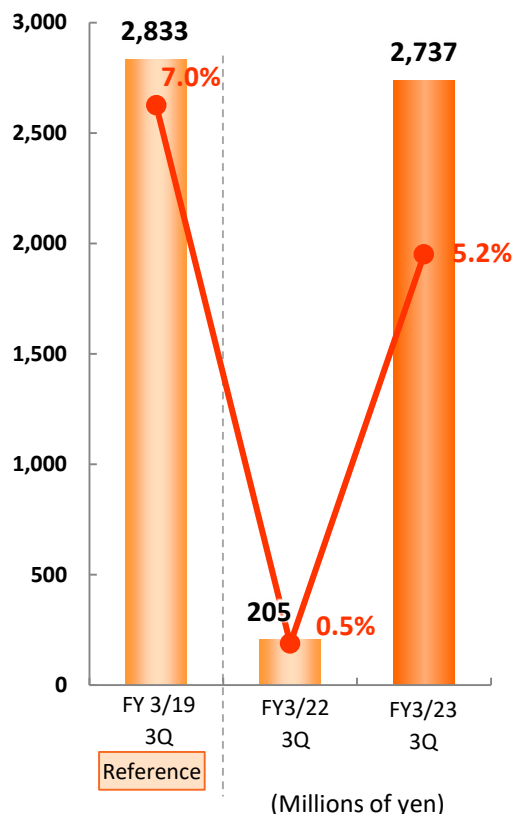
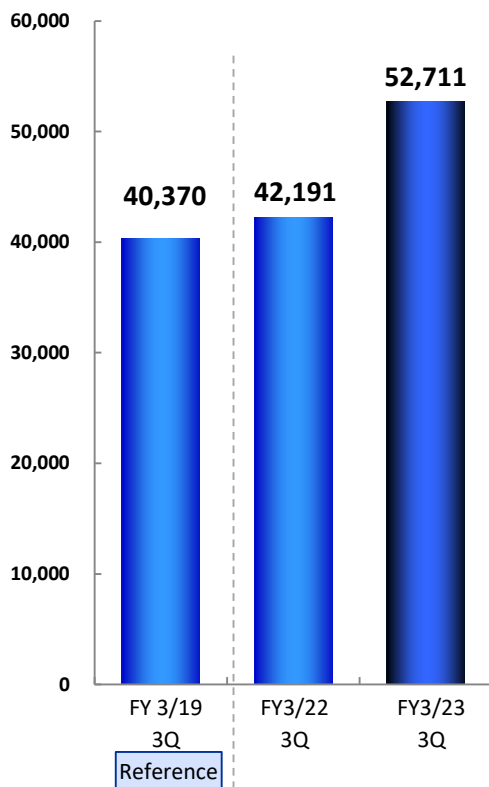
Sales and earnings increased by higher existing-store sales due to the as the socioeconomic activities and new stores were opened

Sales

Operating profit/Operating margin

(Millions of yen)

(Millions of yen)



(Millions of yen)

- Sales : up 24.9% YoY
- Operating profit : improved by ¥2,531 million YoY

Major components

- ◆ Existing-store sales : up 10.5% YoY
 - The number of customers was up 7.6% YoY due to the relaxation of movement
- ◆ Some locations, temporarily closed during nine months of FY3/22
- ◆ Acquisition of RUNSYSTEM CO., LTD. as a subsidiary in June 2022. Reflected in results from the second quarter of FY3/23.
- ◆ New facilities/cafés
 - KAIKATSU CLUB: 4 locations
 - FiT24: 23 locations

	Nine months of FY3/23		
		YoY %	% to sales
Sales	52,711	124.9	100.0
Gross profit	7,792	179.1	14.8
SG&A expenses	5,055	122.0	9.6
Operating profit	2,737	-	5.2

Consolidated Profit and Loss

*Nine months of FY3/19 : Before the pandemic

(Millions of yen)

Account/Period	Nine months of FY3/19*	Nine months of FY3/22	Nine months of FY3/23	Change	YoY %	Major Components
Sales	134,453	102,713	119,074	16,360	115.9	Sales increased in all businesses due to an economic recovery due to the relaxation of restrictions on movement
Gross profit Gross profit margin	55,625 41.4%	36,323 35.4%	45,017 37.8%	8,693 +2.4pt	123.9	Gross profit margin Fashion : +2.3pt Anniversaire and Bridal : +11.0pt Entertainment : +4.5pt
Selling, general and administrative expenses	51,071	38,058	40,618	2,560	106.7	Expenses increased due to higher sales, but SG&A ratio down by 3.0pt through cost controls
Operating profit(loss) Operating margin	4,553 3.4%	-1,734 -	4,398 3.7%	6,132 -	-	
Non-operating profit	302	207	305	98	147.4	
Non-operating expenses	1,596	984	849	-134	86.3	Decreases in Loss on retirement of non-current assets
Ordinary profit(loss)	3,259	-2,511	3,854	6,365	-	
Extraordinary gains	200	1,643	255	-1,388	15.5	Decreases in subsidies for employment adjustment
Extraordinary losses	2,777	2,070	849	-1,221	41.0	Decreases in loss due to temporary closure
Profit(loss) attributable to owners of parent	238	-2,563	1,851	4,415	-	
Net income(loss) per share (yen)	2.76	-30.21	21.81	52.02	-	

◆ Depreciation: ¥6,852 million (including lease assets of ¥1,406 million)

◆ YoY existing-store sales: 14.1% for Fashion, 10.5% for Entertainment (9.5% for KAKATSU CLUB, 19.1% for COTE D'AZUR)

Number of Stores Opened/Closed

(Number of stores)

Business Segment	Stores/Facilities	Nine months of FY3/22			Nine months of FY3/23		
		Opened	Closed	Number of Stores	Opened	Closed	Number of Stores
Fashion	AOKI	1	6	508	-	7	497
	ORIHICA	1	4	113	-	7	99
Anniversaire and Bridal	ANNIVERSAIRE	-	2	10	-	-	10
Entertainment	KAIKATSU CLUB	29	19	506	4	12	496
	COTE D'AZUR	-	4	113	-	8	105
	FiT24	43	-	89	23	-	114
	Jiyu Kukan and others	Directly managed			1	9	64
		FC			2	3	60
Total		74	35	1,339	30	46	1,445

(Millions of yen)

Capital Expenditures	Stores/Facilities	Nine months of FY3/22	Nine months of FY3/23	YoY %
Fashion	AOKI, ORIHICA	937	1,265	134.9
Anniversaire and Bridal	ANNIVERSAIRE	6	46	724.4
Entertainment	KAIKATSU CLUB, COTE D'AZUR, FiT24, Jiyu Kukan and others	5,013	3,236	64.6
Consolidated Total		6,173	4,732	76.7

(Millions of yen)

Depreciation	Nine months of FY3/22	Nine months of FY3/23	YoY %
Consolidated Total	7,013	6,852	97.7

Reference: Nine months of FY3/23 Results by Segment

(Millions of yen)

	Nine months of FY3/19 Before the pandemic	%	Nine months of FY3/22	%	Nine months of FY3/23	%	YoY change	YoY %
Sales	134,453	100.0	102,713	100.0	119,074	100.0	16,360	115.9
Fashion	73,313	100.0	53,043	100.0	58,400	100.0	5,356	110.1
Anniversaire/Bridal	19,944	100.0	6,517	100.0	7,157	100.0	639	109.8
Entertainment	40,370	100.0	42,191	100.0	52,711	100.0	10,520	124.9
Real Estate Leasing	2,314	100.0	3,262	100.0	3,577	100.0	314	109.6
Gross profit	55,625	41.4	36,323	35.4	45,017	37.8	8,693	123.9
Fashion	43,115	58.8	30,036	56.6	34,378	58.9	4,341	114.5
Anniversaire/Bridal	5,757	28.9	1,542	23.7	2,481	34.7	939	160.9
Entertainment	6,368	15.8	4,350	10.3	7,792	14.8	3,442	179.1
Real Estate Leasing	501	21.7	674	20.7	628	17.6	-45	93.2
SG&A expenses	51,071	38.0	38,058	37.1	40,618	34.1	2,560	106.7
Fashion	43,829	59.8	32,375	61.0	33,352	57.1	977	103.0
Anniversaire/Bridal	3,979	20.0	1,595	24.5	1,904	26.6	308	119.3
Entertainment	3,535	8.8	4,144	9.8	5,055	9.6	910	122.0
Operating profit (loss)	4,553	3.4	-1,734	-	4,398	3.7	6,132	-
Fashion	-713	-	-2,338	-	1,025	1.8	3,364	-
Anniversaire/Bridal	1,778	8.9	-53	-	576	8.1	630	-
Entertainment	2,833	7.0	205	0.5	2,737	5.2	2,531	-
Real Estate Leasing	501	21.7	674	20.7	628	17.6	-45	93.2

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

Reference: Nine months of FY3/23 Major Expenses

SG&A expenses

(Millions of yen)

	Nine months of FY3/22				Nine months of FY3/23							
	Total	Fashion	Anniversaire/ Bridal	Entertainment	Total	YoY %	Fashion	YoY %	Anniversaire/ Bridal	YoY %	Entertainment	YoY %
Advertising expenses	4,292	3,528	279	391	4,488	104.6	3,595	101.9	446	159.5	381	97.3
Personnel expenses	15,151	11,528	461	1,784	16,566	109.3	11,932	103.5	510	110.6	2,131	119.4
Rents	8,340	8,679	30	56	8,425	101.0	8,711	100.4	29	96.7	75	133.9
Depreciation	2,153	1,627	40	86	2,004	93.1	1,443	88.7	36	90.2	95	110.0

Notes: The sum of the business segment items does not match the total because the total includes expenses of AOKI Holdings Inc. and inter-segment eliminations.

Major expenses included in cost of sales

(Millions of yen)

	Nine months of FY3/22			Nine months of FY3/23					
	Anniversaire/ Bridal	Entertainment	Real Estate Leasing	Anniversaire/Bridal	YoY %	Entertainment	YoY %	Real Estate Leasing	YoY %
Personnel expenses	1,867	11,805	-	1,714	91.8	13,904	117.8	-	-
Rents	1,191	9,008	2,091	1,030	86.5	10,741	119.2	2,412	115.3
Depreciation	619	3,902	294	533	86.1	4,128	105.8	315	107.0

Notes: The ANNIVERSAIRE/Bridal, Entertainment, and Real Estate Leasing Businesses include the above-stated expenses in cost of sales, in addition to the SG&A expenses in the upper table.

Reference: Nine months of 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	3Q (forecast)	Nine Months	Nine months (forecast)	4Q (forecast)	Second half (forecast)	Full year (forecast)
Sales	FY3/23 (results+ forecast)	22.4	10.7	0.2	-1.4	3.0	3.6	14.1	14.3	-0.4	1.1	8.3
	Vs. FY3/19*	-10.1	-3.2	-15.7	-15.4	-11.7	-11.4	-10.7	-10.6	-6.2	-8.3	-9.0
	FY3/22 (results)	-5.5	1.9	0.1	21.5	7.0		-0.3		12.6	10.4	4.6
Number of customers	FY3/23 (results+ forecast)	15.5	10.8	-0.3	-4.9	1.7	1.6	10.0	9.9	-1.0	0.3	6.5
	FY3/22 (results)	-16.3	2.7	3.4	16.0	7.0		-7.8		9.9	8.4	-3.1
Sales per customer	FY3/23 (results+ forecast)	6.0	-0.1	0.5	3.7	1.3	2.0	3.7	4.1	0.5	0.8	1.6
	FY3/22 (results)	12.9	-0.8	-3.2	4.8	0.0		8.1		2.5	1.8	7.9

*FY3/19 : Before the pandemic

Reference: Nine months of FY3/23 Fashion Business Performance

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

		First half	YoY %	3Q	YoY %	Nine months	YoY %	Second half	YoY %	Full year	YoY %
Number of units sold (in thousands)	FY3/23	276	106.3	199	80.7	475	93.8				
	FY3/22	260	91.6	246	100.4	506	95.7	635	102.4	894	99.0
Unit price (thousands of yen)	FY3/23	25.5	108.1	26.4	112.3	25.9	109.7				
	FY3/22	23.6	111.3	23.5	98.7	23.6	105.4	23.7	100.4	23.7	103.9

(3) Sales by category *Nine months of FY3/19 : Before the pandemic

(Millions of yen)

	Nine months of FY3/19*	%	Nine months of FY3/22	%	Nine months of FY3/23	%	YoY change	YoY %
Heavy clothing	29,918	40.8	19,796	37.3	21,810	37.3	2,014	110.2
Medium clothing	7,192	9.8	4,724	8.9	4,952	8.5	227	104.8
Light clothing	22,771	31.1	17,174	32.4	19,326	33.1	2,152	112.5
Ladies' clothing	10,962	15.0	9,246	17.4	10,233	17.5	987	110.7
Other	2,468	3.3	2,101	4.0	2,076	3.6	-24	98.8
Total	73,313	100.0	53,043	100.0	58,400	100.0	5,356	110.1

Definition: Heavy clothing: Suit, formal wear, coat
Medium clothing: Jacket, slacks

Light clothing: Shirt, tie, casual wear, clothing accessories, etc.
Other: Alteration, etc.

Reference: Nine months of FY3/23 Anniversaire/ Bridal Business Performance

YoY change in the number of couples married at existing stores

(%)

		First half	YoY %	Vs FY3/19* %	3Q	YoY %	Vs FY3/19* %	Nine months	YoY %	Vs FY3/19* %	Full year (forecast)	YoY %	Vs FY3/19* %
Number of couples married/planned for marrying	FY3/23 (results+ forecast)	1,314	105.4	66.8	873	142.6	72.0	2,187	117.6	68.8	2,719	120.4	67.7
	FY3/22 (results)	1,247	500.8		612	96.7		1,859	210.8		2,259	170.2	
Average sales per couple (thousands of yen)	FY3/23 (results+ forecast)	3,714	105.8	91.8	3,847	99.5	91.8	3,767	103.8	91.9	3,773	104.2	93.1
	FY3/22 (results)	3,512	102.2		3,867	108.7		3,629	103.0		3,620	105.8	

Notes: 1. Existing locations : 10 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.

*FY3/19 : Before the pandemic

Reference: Nine months of FY3/23 Entertainment Business Performance

(1) Results by business format

(Millions of yen)

	Nine months of FY3/19 Before the pandemic	%	Nine months of FY3/22	%	Nine months of FY3/23	%	YoY change	YoY %
Net sales	40,370	100.0	42,191	100.0	52,711	100.0	10,520	124.9
KAIKATSU CLUB	27,222	100.0	34,883	100.0	39,221	100.0	4,338	112.4
COTE D'AZUR	13,147	100.0	4,930	100.0	7,297	100.0	2,366	148.0
FIT24			2,377	100.0	3,769	100.0	1,392	158.6
Jiyu Kukan and other					2,423	100.0	-	-
Gross profit	6,368	15.8	4,350	10.3	7,792	14.8	3,442	179.1
KAIKATSU CLUB (including FIT24)	4,257	15.6	4,194	11.3	7,196	16.7	3,002	171.6
COTE D'AZUR	2,110	16.1	156	3.2	415	5.7	258	265.2
Jiyu Kukan and other					181	7.5	-	-
SG&A expenses	3,535	8.8	4,144	9.8	5,055	9.6	910	122.0
KAIKATSU CLUB (including FIT24)	2,249	8.3	3,612	9.7	3,959	9.2	346	109.6
COTE D'AZUR	1,286	9.8	532	10.8	699	9.6	167	131.5
Jiyu Kukan and other					396	16.4	-	-
Operating profit (loss)	2,833	7.0	205	0.5	2,737	5.2	2,531	-
KAIKATSU CLUB (including FIT24)	2,008	7.4	581	1.6	3,236	7.5	2,655	556.6
COTE D'AZUR	824	6.3	-375	-	-284	-	91	-
Jiyu Kukan and other					-214	-	-	-

(2) Capital expenditures by business format

(Millions of yen)

Stores/Facilities	Nine months of FY3/22	Nine months of FY3/23	YoY %
KAIKATSU CLUB	2,468	1,374	55.7
COTE D'AZUR	110	110	99.9
FIT24	2,434	1,443	59.3
Jiyu Kukan and other		308	-
Total	5,013	3,236	64.6

Reference: Nine months of FY3/23 Entertainment Business Performance

(3) Major expenses by business format

SG&A expenses

(Millions of yen)

	Nine months of FY3/22			Nine months of FY3/23							
	Entertainment Total	KAIKATSU CLUB	COTE D'AZUR	Entertainment Total	YoY %	KAIKATSU CLUB	YoY %	COTE D'AZUR	YoY %	Jiyu Kukan and other	YoY %
Advertising expenses	391	293	97	381	97.3	283	96.4	95	97.4	2	-
Personnel expenses	1,784	1,586	197	2,131	119.4	1,621	102.2	261	132.3	247	-
Rents	56	50	6	75	133.9	50	100.4	8	127.3	17	-
Depreciation	86	66	20	95	110.0	65	98.7	19	94.9	10	-

Note: KAIKATSU CLUB includes FiT24.

Major expenses included in cost of sales

(Millions of yen)

	Nine months of FY3/22			Nine months of FY3/23							
	Entertainment Total	KAIKATSU CLUB	COTE D'AZUR	Entertainment Total	YoY %	KAIKATSU CLUB	YoY %	COTE D'AZUR	YoY %	Jiyu Kukan and other	YoY %
Personnel expenses	11,805	10,327	1,478	13,904	117.8	11,037	106.9	2,245	151.9	621	-
Rents	9,008	7,702	1,306	10,741	119.2	8,211	106.6	1,884	144.2	645	-
Depreciation	3,902	3,546	355	4,128	105.8	3,636	102.5	425	119.7	66	-

Note: KAIKATSU CLUB includes FiT24.

Reference: Nine months of FY3/23 Entertainment Business Performance

(4) Entertainment Business:

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

*Existing stores : KAIKATSU CLUB, COTE D'AZUR, FIT24

(%)

		First half	Oct.	Nov.	Dec.	3Q	3Q (forecast)	Nine Months	Nine months (forecast)	4Q (forecast)	Second half (forecast)	Full year (forecast)
Sales	FY3/23 (results+ forecast)	12.2	9.7	8.2	4.5	7.3	-1.1	10.5	8.0	5.2	2.1	7.4
	Vs. FY3/19*	-7.2	-5.4	-10.0	-16.7	-11.2	-13.5	-8.6	-9.4	-10.0	-11.8	-9.6
	FY3/22 (results)	14.0	12.9	8.5	19.3	13.7		13.9		6.7	10.2	11.9
Number of customers	FY3/23 (results+ forecast)	9.1	6.2	4.9	3.4	4.8	-0.8	7.6	5.9	5.2	2.2	5.7
	FY3/22 (results)	13.8	1.8	4.5	13.2	6.4		10.9		5.0	5.7	9.3
Sales per customer	FY3/23 (results+ forecast)	3.7	3.4	3.5	2.5	3.1	-0.3	3.4	2.5	0.0	-0.2	1.9
	FY3/22 (results)	0.1	10.9	3.8	5.4	6.9		2.7		1.6	4.3	2.4

Note : Number of customers and sales per customer do not include FIT24 fitness facilities which is monthly membership fee business

*FY3/19 : Before the pandemic

Reference: Nine months of FY3/23 Entertainment Business Performance

(5) KAIKATSU CLUB:

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

(%)

		First half	Oct.	Nov.	Dec.	3Q	3Q (forecast)	Nine Months	Nine months (forecast)	4Q (forecast)	Second half (forecast)	Full year (forecast)
Sales	FY3/23 (results+ forecast)	9.6	10.2	9.6	7.7	9.1	-1.1	9.5	6.2	3.8	1.4	5.6
	Vs. FY3/19*	-5.3	-2.0	-4.4	-3.9	-3.4	-9.4	-4.8	-6.5	-9.1	-9.2	-7.1
	FY3/22 (results)	16.0	13.5	7.4	12.6	11.2		14.3		5.6	8.3	11.9
Number of customers	FY3/23 (results+ forecast)	7.9	6.6	6.2	3.4	5.4	-0.8	7.1	5.0	3.8	1.5	4.7
	FY3/22 (results)	14.6	1.1	3.8	10.2	5.0		11.1		5.1	5.0	9.5
Sales per customer	FY3/23 (results+ forecast)	2.4	3.6	3.6	6.1	4.5	-0.3	3.1	1.6	0.0	-0.1	1.2
	FY3/22 (results)	1.2	12.2	3.5	2.1	5.9		2.9		0.5	3.1	2.2

Notes : 1.Sales include FiT24 sales

2. Number of customers and sales per customer do not include FiT24 fitness facilities which is monthly membership fee business

*FY3/19 : Before the pandemic

Reference: Nine months of FY3/23 Entertainment Business Performance

(6) COTE D'AZUR:

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

(%)

		First half	Oct.	Nov.	Dec.	3Q	3Q (forecast)	Nine Months	Nine months (forecast)	4Q (forecast)	Second half (forecast)	Full year (forecast)
Sales	FY3/23 (results+ forecast)	47.5	6.8	0.5	-7.1	-1.1	-1.1	-19.1	35.5	45.9	18.2	37.1
	Vs. FY3/19*	-19.5	-13.5	-23.0	-34.3	-25.8	-21.4	-23.1	-20.5	-12.2	-17.1	-17.8
	FY3/22 (results)	-8.5	10.2	13.6	44.5	24.4		10.9		14.2	20.5	11.8
Number of customers	FY3/23 (results+ forecast)	25.9	4.1	-3.8	3.0	1.3	0.0	13.3	20.4	48.1	22.3	24.7
	FY3/22 (results)	3.5	5.7	8.4	31.2	14.5		9.7		3.8	9.7	7.9
Sales per customer	FY3/23 (results+ forecast)	17.2	2.5	4.4	-9.8	-2.4	-1.2	5.1	12.6	-1.5	-3.4	9.9
	FY3/22 (results)	-11.6	4.3	4.8	10.1	8.7		1.1		10.0	9.8	3.6

*FY3/19 : Before the pandemic