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## F.D.C. Products

### ■ Sales Results (Y o Y)

(%)

	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	G.TTL
TOTAL SALES	98.8	100.2	89.2	93.9	87.6	93.0	92.4	94.2	94.6	96.0	93.4	97.5	94.4
ALL STORE SALES	95.3	99.5	89.5	92.4	86.1	93.9	93.1	94.1	94.7	95.4	93.4	96.3	93.7
SAME STORE SALES	96.6	100.5	91.3	93.4	88.2	94.3	94.7	95.8	95.5	96.4	94.4	97.4	95.0
EC	107.8	105.2	106.8	99.4	104.5	105.6	96.6	109.0	107.6	102.2	104.5	101.9	103.9

### ■ Sales Results by business (Y o Y)

(%)

	Feb.			G.TTL		
	ALL STORE SALES	SAME STORE SALES	EC	ALL STORE SALES+EC	SAME STORE SALES	EC
JEWELRY	98.0	98.8	105.5	95.1	95.5	105.0
BAG+LEATHER GOODS	73.2	77.4	69.6	77.0	87.0	91.4

### ■ Number of customer and Ave. spending per customer (Y o Y)

(%)

	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	G.TTL
ALL STORE SALES													
Number of customer	92.1	93.5	86.5	86.1	88.0	92.5	88.8	93.2	94.6	93.1	92.1	94.0	91.5
Ave. spending per customer	103.6	106.4	103.6	108.0	99.5	101.7	104.8	101.0	100.0	102.5	101.1	102.5	102.7

(%)

	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	G.TTL
SAME STORE SALES													
Number of customer	94.2	96.7	89.4	87.6	88.0	93.4	91.4	95.1	96.1	94.4	93.1	95.3	93.1
Ave. spending per customer	102.5	103.8	102.0	106.6	99.7	100.8	103.7	100.7	99.4	102.2	100.7	102.2	101.9

### ■ Number of Store (The end of the month)

#### ◎ Number of Store

Roadside stores	Department stores	Bridal stores	Fashion buildings	Domestic TTL	Overseas	TTL
5	76	42	86	209	4	213

#### ◎ Number of Stores Handling Domestic Brands

4°C	4°C BRIDAL	canal4°C	EAUDOUCE4°C	MAISON JEWELL	JEWELRY TTL
91	42	46	23	7	209
Luria4°C					
51					

#### ◆ NOTES

◎As "SAME STORE" is defined as a store that has been operating since the same month in the previous year.

## AS'TY

### ■ Sales Results (Y o Y)

(%)

	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	G.TTL
SAME BUSINESS SALES	87.3	108.1	95.4	123.0	128.7	87.8	93.9	113.5	93.0	77.5	119.0	90.0	100.3

\*Exclude a developer business

## age

### ■ Sales Results (Y o Y)

(%)

	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	G.TTL
ALL STORE SALES	120.2	107.1	97.2	105.5	109.3	108.2	105.1	105.2	104.3	109.7	104	106.4	106.4
SAME STORE SALES	110.2	100.2	90.4	97.6	99.6	99.3	100.2	97.7	94.6	98.7	91.5	95.8	97.7

### ■ Number of Store (The end of the month)

PALETTE	OTHER	TTL
71	17	88