

©The company publishes a quick estimation. Figures may be revised.

**F.D.C.Products. Inc**

■ Sales Results (Y o Y) (%)

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Total
Total Sales	94.4	83.9	96.2	96.9									92.9
All Store Sales	93.5	82.9	96.5	99.3									91.0
Existing Store Sales	97.0	87.7	100.6	104.0									94.5

■ Number of Customers and Ave. Purchase per Customer(Y o Y) (%)

Existing Store Sales	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Total
Number of Customers	94.5	94.1	96.0	102.4									96.6
Ave. Purchase per Customer	102.6	93.2	104.8	101.5									100.7

■ Number of Stores (as of the end of the month)

©Number of Stores by sales channels

Free standing stores	Department stores	Bridal stores	Fashion buildings	Total
2	69	13	52	136

©Number of Stores by brand

4°C	4°C BRIDAL	Canal4°C	Total
83	13	40	136

■ Monthly performance comment

In the brand business (formerly jewelry business), total sales decreased the YoY due to the consolidation of bridal stores in the previous fiscal year. On the other hand, existing store sales increased YoY as a result of expanding product variations sequentially.

◆NOTES

©An existing store is defined as the store that has been operating since the same month in the previous year.

©Year-on-year sales "Total of all stores" and "Total of existing stores" and year-on-year changes in the number of customers and average spend per customer include "EC sales".

© From March 2024, "EAUDOUCE4°C" is included in "4°C" in "Number of Stores by brand".