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**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	92.7	90.3							92.4
All Store Sales	93.5	82.9	96.5	99.3	95.2	90.6							93.0
Existing Store Sales	97.0	87.7	100.6	104.0	101.1	96.5							97.8

■ 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	100.0	99.3	96.0							96.7
Ave. Purchase per Customer	102.6	93.2	104.8	104.0	101.8	100.5							101.2

■ 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	66	13	51	132

©Number of Stores by brand

4°C	4°C BRIDAL	Canal4°C	Total
80	13	39	132

■ Monthly performance comment

In the brand business (formerly jewelry business) this month, sales of existing stores was lower than the previous year due to a last-minute demand in the previous month following the price revision implemented on August 1st and the impact of the major typhoon. As a result of the price revision, the average purchase per customer for fashion jewelry increased by 105.3%.

◆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".