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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	99.5	95.6	85.0	92.3	100.1	95.1	89.9	87.1	95.3	86.8			92.0
All Store Sales	99.8	97.8	81.1	89.6	95.9	95.4	89.9	87.1	94.6	86.7			91.1
Existing Store Sales	105.4	102.4	85.9	94.2	102.0	100.7	96.3	91.2	100.0	90.6			96.1

■ 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	104.0	95.0	93.2	100.1	102.9	99.8	97.9	91.8	97.5	88.6			95.7
Ave. Purchase per Customer	101.4	107.8	92.1	94.2	99.1	101.0	98.3	99.3	102.5	102.3			100.3

■ 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	70	15	54	141

©Number of Stores by brand

4°C	4°C BRIDAL	Canal4°C	EAUDOUCE4°C	Total
83	15	41	16	155

■ Monthly performance comment

In the jewelry business, sales of all stores and existing stores were lower than the previous year due to struggling demand for gift, although personal demand was firm.

◆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".