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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	92.7	113.0	136.0	102.9	93.4	99.0	110.3	98.5	84.8	93.5			101.4
All Store Sales	90.6	107.9	142.1	105.0	93.2	100.1	109.7	94.0	83.9	90.0			100.8
Existing Store Sales	91.2	108.8	142.4	105.8	94.5	101.1	111.7	97.1	85.3	92.6			102.2
EC	107.9	126.4	99.0	107.4	113.0	107.6	112.0	125.2	101.9	114.2			110.2

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

(%)

All store sales	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Total
Number of Customers	100.7	120.5	164.9	113.8	96.6	107.0	109.5	96.7	89.1	93.9			107.6
Ave. Purchase per Customer	90.3	89.7	86.0	92.3	96.4	93.6	99.9	97.1	94.1	95.8			93.6

Existing Store Sales	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Total
Number of Customers	102.3	122.3	165.9	115.3	98.5	108.4	111.0	99.9	90.9	96.6			109.7
Ave. Purchase per Customer	89.2	89.0	85.8	91.8	95.9	93.2	100.5	96.8	93.5	95.6			93.2

#### ■ 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
3	70	38	58	169

##### ◎ Number of Stores by brand

4°C	4°C BRIDAL	Canal4°C	EAUDOUCE4°C	Total
82	38	44	14	178

#### ■ Monthly performance comment

※In December 2022, compared to December 2021, the number of weekends and holidays was the same excluding December 31st.

In the jewelry business, although sales of fashion jewelry remained at the same level as the previous year, sales of all stores and sales of existing stores fell below the previous year due to sluggish sales of bridal jewelry. E-commerce sales continued to perform well, with double-digit growth year-on-year.

#### ◆ NOTES

- ◎An existing store is defined as the store that has been operating since the same month in the previous year.
- ◎E-commerce sales are not included in "All store sales" and "Existing store sales".

#### «Abbreviation»

J : 4°C Jewelry      CA : Canal4°C  
BR : 4°C BRIDAL      E : EAUDOUCE4°C