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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	101.0		99.8
All Store Sales	90.6	107.9	142.1	105.0	93.2	100.1	109.7	94.0	83.9	90.0	99.3		98.5
Existing Store Sales	91.2	108.8	142.4	105.8	94.5	101.1	111.7	97.1	85.3	92.6	101.0		100.3
EC	107.9	126.4	99.0	107.4	113.0	107.6	112.0	125.2	101.9	114.2	120.2		112.0

■ 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	106.2		104.2
Ave. Purchase per Customer	90.3	89.7	86.0	92.3	96.4	93.6	99.9	97.1	94.1	95.8	93.4		94.5

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	107.0		106.4
Ave. Purchase per Customer	89.2	89.0	85.8	91.8	95.9	93.2	100.5	96.8	93.5	95.6	94.1		94.1

■ 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	35	56	164

◎ Number of Stores by brand

4°C	4°C BRIDAL	Canal4°C	EAUDOUCE4°C	Total
81	35	43	14	173

■ Monthly performance comment

※In January 2023, compared to January 2022, the number of weekends and holidays was the same.

In the jewelry business existing-store sales surpass the previous year's level due to an increase in the number of fashion jewelry customers.

The e-commerce business also continued to perform well with a double-digit year-on-year increase.

◆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