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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	105.6	100.1
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	112.6	99.3
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	117.3	101.2
EC	107.9	126.4	99.0	107.4	113.0	107.6	112.0	125.2	101.9	114.2	120.2	104.8	111.4

#### ■ 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	111.4	104.6
Ave. Purchase per Customer	90.3	89.7	86.0	92.3	96.4	93.6	99.9	97.1	94.1	95.8	93.4	101.2	94.9

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	111.2	106.7
Ave. Purchase per Customer	89.2	89.0	85.8	91.8	95.9	93.2	100.5	96.8	93.5	95.6	94.1	101.6	94.6

#### ■ 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	24	56	151

##### ◎ Number of Stores by brand

4°C	4°C BRIDAL	Canal4°C	EAUDOUCE4°C	Total
80	24	43	13	160

#### ■ Monthly performance comment

※In February 2023, compared to February 2022, the number of weekends and holidays was one day less.

In the jewelry business, sales of both fashion jewelry and bridal jewelry exceeded those of the previous year.

The e-commerce business also continued to perform well.

#### ◆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