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F.D.C. Products

■ Sales Results (Y o Y)

(%)

	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	G.TTL
TOTAL SALES	100.3	95.4	101.3	98.3	90.7	95.6	119.0	76.8	88.2	80.5	86.7	92.1
ALL STORE SALES	100.9	93.0	99.4	99.9	90.4	95.3	118.7	76.3	85.4	80.0	88.3	91.7
SAME STORE SALES	103.6	96.2	103.0	103.1	93.9	99.8	124.0	80.3	89.2	83.4	93.3	95.7
EC	94.4	115.9	94.8	100.0	109.4	97.2	121.9	90.9	93.7	86.5	101.4	96.7

■ Sales Results by business (Y o Y)

(%)

	Jan.			G.TTL		
	ALL STORE SALES	SAME STORE SALES	EC	ALL STORE SALES+EC	SAME STORE SALES	EC
JEWELRY	90.7	93.7	98.1	93.4	96.3	97.5
BAG+LEATHER GOODS	63.9	87.1	133.0	66.7	84.8	86.9

■ Number of customer and Ave. spending per customer (Y o Y)

(%)

	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	G.TTL
ALL STORE SALES												
Number of customer	94.1	90.1	94.3	96.5	90.3	91.9	106.8	77.0	83.8	78.9	85.1	88.1
Ave. spending per customer	107.3	103.2	105.3	103.5	100.0	103.8	111.2	99.1	101.9	101.3	103.4	104.1

(%)

	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	G.TTL
SAME STORE SALES												
Number of customer	98.1	95.3	99.9	101.7	95.8	98.0	114.3	82.9	89.5	83.6	93.6	93.8
Ave. spending per customer	105.6	101.0	103.1	101.3	98.0	102.0	108.2	96.4	99.5	99.7	99.1	101.8

■ Number of Store (The end of the month)

◎ Number of Store

Roadside stores	Department stores	Bridal stores	Fashion buildings	Domestic TTL	Overseas	TTL
2	69	40	77	188	3	191

◎ Number of Stores Handling Domestic Brands

4°C	4°C BRIDAL	Canal Produced by 4°C	EAUDOUCE 4°C	MAISON JEWELL	JEWELRY TTL
83	40	45	21	6	195
Luria 4°C					
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◆ NOTES

◎As "SAME STORE" is defined as a store that has been operating since the same month in the previous year.

ASTY

■ Sales Results (Y o Y)

(%)

	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	G.TTL
SAME BUSINESS SALES	123.7	89.1	87.0	79.8	96.4	104.6	110.7	69.8	101.3	105.9	98.1	95.4

*Exclude a developer business

age

■ Sales Results (Y o Y)

(%)

	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	G.TTL
ALL STORE SALES	100.5	104.3	114.9	110.8	94.8	110.5	112.0	94.6	100.8	90.1	95.7	101.9
SAME STORE SALES	94.7	99.2	108.0	102.7	89.1	105.3	106.7	92.9	103.1	96.2	98.3	99.4

■ Number of Store (The end of the month)

PALETTE
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