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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          | 94.4 | 83.9 | 96.2  | 96.9  | 92.7  | 90.3 | 90.6 | 86.5 | 90.8 | 86.5 | 91.6 |     | 90.5  |
| All Store Sales      | 93.5 | 82.9 | 96.5  | 99.3  | 95.2  | 90.6 | 90.7 | 85.9 | 89.9 | 87.3 | 94.1 |     | 91.0  |
| Existing Store Sales | 97.0 | 87.7 | 100.6 | 104.0 | 101.1 | 96.5 | 97.4 | 91.1 | 95.9 | 91.3 | 99.0 |     | 95.9  |

■ 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        | 94.5  | 94.1 | 96.0  | 100.0 | 99.3  | 96.0  | 95.7  | 93.6 | 89.8  | 89.4  | 98.8  |     | 94.4  |
| Ave. Purchase per Customer | 102.6 | 93.2 | 104.8 | 104.0 | 101.8 | 100.5 | 101.7 | 97.4 | 106.8 | 102.0 | 100.3 |     | 101.6 |

■ 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                    | 65                | 12            | 50                | 129   |

©Number of Stores by brand

| 4°C | 4°CBRIDAL | Canal4°C | Total |
|-----|-----------|----------|-------|
| 78  | 12        | 39       | 129   |

■ Monthly performance comment

In the brand business (formerly jewelry business)for this month, sales of existing stores was lower than the previous year due to struggle sales of bridal jewelry, but fashion jewelry and EC performed well, at 105.3% and 103.7%, respectively.

◆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".

© From March 2024, "EAUDOUCE4°C" is included in "4°C" in "Number of Stores by brand".