

Sales By Segment (Three Months)

(Millions of yen,%)

	Three Months Ended December 31,2005			Three Months Ended December 31,2006			Three Months Ended December 31,2006*		Three Months Ended December 31,2007			
	amount	% of Total	% change	amount	% of Total	% change	amount	% of Total	amount	% of Total	% change	
C o s u m e	Mail Order	6,697	59.3	5.3	6,811	57.0	1.7	7,103	56.8	7,291	54.9	2.7
	Retail Store	3,684	32.6	17.8	4,107	34.3	11.5	4,349	34.8	4,622	34.8	6.3
	Wholesale	911	8.1	31.7	1,043	8.7	14.5	1,043	8.4	1,376	10.3	31.9
	Sub total	11,292	42.9	11.0	11,962	45.6	5.9	12,496	45.8	13,291	49.0	6.4
S u p p l i e	Mail Order	4,561	50.9	1.9	3,647	45.5	(20.0)	3,876	46.2	3,629	45.3	(6.4)
	Retail Store	2,174	24.3	14.1	2,145	26.7	(1.3)	2,277	27.2	2,225	27.8	(2.3)
	Wholesale	2,218	24.8	15.2	2,234	27.8	0.7	2,234	26.6	2,153	26.9	(3.6)
	Sub total	8,954	34.1	7.8	8,027	30.6	(10.4)	8,387	30.7	8,008	29.5	(4.5)
O t h e r s	Mail Order	4,940	81.8	13.4	5,208	83.3	5.4	5,341	83.3	5,001	85.5	(6.4)
	Retail Store	366	6.1	(2.8)	369	5.9	0.8	392	6.1	321	5.5	(18.1)
	Wholesale	729	12.1	(7.5)	676	10.8	(7.3)	676	10.6	523	9.0	(22.6)
	Sub total	6,036	23.0	9.3	6,253	23.8	3.6	6,410	23.5	5,846	21.5	(8.8)
T o t a l	Mail Order	16,199	61.6	6.7	15,666	59.7	(3.3)	16,321	59.8	15,922	58.7	(2.4)
	Retail Store	6,225	23.7	15.1	6,622	25.2	6.4	7,019	25.7	7,170	26.4	2.1
	Wholesale	3,858	14.7	13.3	3,953	15.1	2.5	3,953	14.5	4,053	14.9	2.5
	Sub total	26,283	100.0	9.5	26,243	100.0	(0.2)	27,294	100.0	27,146	100.0	(0.5)

Others . . . Germinated Brown Rice,Kale Juice,IIMONO OHKOKU Mail Order,Comfort Undergarments and Household Sundries

(Millions of yen,%)

	Three Months Ended December 31,2005			Three Months Ended December 31,2006			Three Months Ended December 31,2006*		Three Months Ended December 31,2007			
	amount	% of Total	% change	amount	% of Total	% change	amount	% of Total	amount	% of Total	% change	
R i c e	Mail Order	726	59.6	(11.7)	687	59.7	(5.3)	734	61.0	645	62.8	(12.1)
	Retail Store	95	7.8	7.8	99	8.6	3.5	105	8.7	65	6.4	(37.9)
	Wholesale	397	32.6	(2.4)	364	31.7	(8.1)	364	30.3	316	30.8	(13.4)
	Sub total	1,219	4.6	(7.5)	1,151	4.4	(5.6)	1,204	4.4	1,026	3.8	(14.8)
K a l e	Mail Order	458	47.3	4.4	481	50.2	5.0	512	50.9	506	54.9	(1.2)
	Retail Store	229	23.7	12.6	240	25.0	4.7	255	25.4	230	25.0	(9.6)
	Wholesale	280	29.0	(12.2)	238	24.8	(15.2)	238	23.7	184	20.1	(22.5)
	Sub total	968	3.7	0.6	959	3.7	(0.9)	1,005	3.7	921	3.4	(8.4)

*Same accounting standards as the current term

Sales By Segment (Nine Months)

(Millions of yen,%)

	Nine Months Ended December 31,2005			Nine Months Ended December 31,2006			Nine Months Ended December 31,2006*		Nine Months Ended December 31,2007			
	amount	% of Total	% change	amount	% of Total	% change	amount	% of Total	amount	% of Total	% change	
C o s u m e	Mail Order	18,292	58.9	5.0	18,798	55.9	2.8	19,628	55.8	19,644	53.1	0.1
	Retail Store	10,142	32.7	18.4	11,660	34.7	15.0	12,399	35.2	13,345	36.1	7.6
	Wholesale	2,594	8.4	26.9	3,160	9.4	21.8	3,160	9.0	4,013	10.8	27.0
	Sub total	31,029	43.1	10.7	33,618	45.3	8.3	35,188	45.5	37,003	49.0	5.2
S u p p l i e	Mail Order	13,015	51.1	5.3	10,673	46.1	(18.0)	11,355	46.8	10,293	44.9	(9.3)
	Retail Store	6,328	24.8	19.2	6,158	26.6	(2.7)	6,559	27.1	6,564	28.6	0.1
	Wholesale	6,134	24.1	11.9	6,324	27.3	3.1	6,324	26.1	6,080	26.5	(3.9)
	Sub total	25,478	35.3	10.0	23,157	31.2	(9.1)	24,239	31.3	22,938	30.3	(5.4)
O t h e r s	Mail Order	12,201	78.5	6.5	13,968	80.0	14.5	14,372	80.2	12,958	83.0	(9.8)
	Retail Store	1,127	7.3	8.0	1,148	6.6	1.9	1,225	6.8	1,006	6.4	(17.9)
	Wholesale	2,212	14.2	(13.8)	2,331	13.4	5.4	2,331	13.0	1,650	10.6	(29.2)
	Sub total	15,541	21.6	3.2	17,448	23.5	12.3	17,928	23.2	15,615	20.7	(12.9)
T o t a l	Mail Order	43,508	60.4	5.5	43,439	58.5	(0.2)	45,355	58.6	42,896	56.8	(5.4)
	Retail Store	17,599	24.4	18.0	18,967	25.6	7.8	20,184	26.1	20,916	27.7	3.6
	Wholesale	10,942	15.2	8.4	11,816	15.9	8.0	11,816	15.3	11,744	15.5	(0.6)
	Sub total	72,050	100.0	8.8	74,223	100.0	3.0	77,357	100.0	75,556	100.0	(2.3)

Others . . . Germinated Brown Rice,Kale Juice,IIMONO OHKOKU Mail Order,Comfort Undergarments and Household Sundries

(Millions of yen,%)

	Nine Months Ended December 31,2005			Nine Months Ended December 31,2006			Nine Months Ended December 31,2006*		Nine Months Ended December 31,2007			
	amount	% of Total	% change	amount	% of Total	% change	amount	% of Total	amount	% of Total	% change	
R i c e	Mail Order	1,965	58.0	(11.2)	2,063	55.4	5.0	2,207	56.8	1,679	59.1	(23.9)
	Retail Store	274	8.1	11.3	312	8.4	13.7	332	8.5	205	7.3	(38.1)
	Wholesale	1,148	33.9	(22.7)	1,348	36.2	17.4	1,348	34.7	954	33.6	(29.2)
	Sub total	3,388	4.7	(14.1)	3,724	5.0	9.9	3,889	5.0	2,840	3.8	(27.0)
K a l e	Mail Order	1,346	44.9	17.2	1,360	46.8	1.1	1,454	47.7	1,559	54.1	7.2
	Retail Store	721	24.1	36.2	745	25.6	3.3	794	26.0	723	25.1	(9.0)
	Wholesale	928	31.0	(0.7)	803	27.6	(13.4)	803	26.3	597	20.8	(25.6)
	Sub total	2,996	4.2	14.7	2,910	3.9	(2.9)	3,052	3.9	2,880	3.8	(5.7)

*Same accounting standards as the current term

Sales By Segment (Full Year)

(Millions of yen,%)

	FY2006 (Results)			FY2007 (Results)			FY2007* (Results)		FY2008 (Projection)			
	amount	% of Total	% change	amount	% of Total	% change	amount	% of Total	amount	% of Total	% change	
C o s m e	Mail Order	24,060	58.3	5.4	24,525	55.3	1.9	25,572	55.1	26,100	52.7	2.1
	Retail Store	13,721	33.2	19.4	15,542	35.0	13.3	16,504	35.6	18,000	36.4	9.1
	Wholesale	3,504	8.5	26.2	4,298	9.7	22.7	4,298	9.3	5,400	10.9	25.6
	Sub total	41,286	43.3	11.3	44,366	45.7	7.5	46,376	45.9	49,500	49.3	6.7
S u p p l e	Mail Order	16,822	50.6	0.7	13,927	46.0	(17.2)	14,799	46.8	13,700	44.6	(7.4)
	Retail Store	8,393	25.2	17.0	8,225	27.2	(2.0)	8,748	27.6	9,000	29.3	2.9
	Wholesale	8,030	24.2	10.8	8,117	26.8	1.1	8,117	25.6	8,000	26.1	(1.4)
	Sub total	33,246	34.9	6.8	30,270	31.2	(9.0)	31,665	31.3	30,700	30.5	(3.1)
O t h e r s	Mail Order	16,353	78.7	9.0	18,048	80.5	10.4	18,548	80.6	16,650	82.0	(10.2)
	Retail Store	1,492	7.2	6.6	1,465	6.5	(1.8)	1,561	6.8	1,300	6.4	(16.8)
	Wholesale	2,943	14.1	(10.9)	2,912	13.0	(1.0)	2,912	12.6	2,350	11.6	(19.3)
	Sub total	20,789	21.8	5.5	22,426	23.1	7.9	23,023	22.8	20,300	20.2	(11.8)
T o t a l	Mail Order	57,237	60.0	4.9	56,501	58.2	(1.3)	58,921	58.3	56,450	56.2	(4.2)
	Retail Store	23,607	24.8	17.6	25,233	26.0	6.9	26,814	26.5	28,300	28.1	5.5
	Wholesale	14,477	15.2	8.6	15,329	15.8	5.9	15,329	15.2	15,750	15.7	2.7
	Sub total	95,322	100.0	8.4	97,064	100.0	1.8	101,065	100.0	100,500	100.0	(0.6)

Others . . . Germinated Brown Rice, Kale Juice, IIMONO OHKOKU Mail Order, Comfort Undergarments and Household Sundries

(Millions of yen,%)

	FY2006 (Results)			FY2007 (Results)			FY2007* (Results)		FY2008 (Projection)			
	amount	% of Total	% change	amount	% of Total	% change	amount	% of Total	amount	% of Total	% change	
R i c e	Mail Order	2,639	58.0	(7.0)	2,545	55.8	(3.5)	2,721	57.2	2,100	56.0	(22.8)
	Retail Store	361	7.9	8.8	382	8.4	5.9	407	8.5	300	8.0	(26.4)
	Wholesale	1,549	34.1	(16.5)	1,632	35.8	5.3	1,632	34.3	1,350	36.0	(17.3)
	Sub total	4,549	4.8	(9.5)	4,560	4.7	0.2	4,760	4.7	3,750	3.7	(21.2)
K a l e	Mail Order	1,858	46.1	19.4	1,897	49.0	2.1	2,017	49.7	2,250	56.3	11.5
	Retail Store	963	23.9	32.8	967	25.0	0.4	1,029	25.4	900	22.5	(12.6)
	Wholesale	1,207	30.0	(2.8)	1,008	26.0	(16.5)	1,008	24.9	850	21.3	(15.7)
	Sub total	4,029	4.2	14.3	3,872	4.0	(3.9)	4,055	4.0	4,000	4.0	(1.4)

*Same accounting standards as the current term

Number of Active Customers

(people)

		AS of December 31, 2005	AS of December 31, 2006	AS of December 31, 2007	Increase(decrease)
F A N C I L	Cosmetics	1,380,396	1,428,287	1,416,949	(11,338)
	Cosmetics Mail Order	737,616	670,109	680,411	10,302
	Cosmetics Retail Stores	764,050	886,627	864,040	(22,587)
	Nutritional Supple	1,197,396	1,118,139	1,075,385	(42,754)
	Supple Mail Order	666,016	577,758	570,116	(7,642)
	Supple Retail Stores	596,509	599,922	562,437	(37,485)
	Rice Mail Order	223,638	230,770	235,819	5,049
	Kale Mail Order	108,470	100,614	103,916	3,302
	Mail order	1,275,070	1,159,084	1,206,082	46,998
	Retail Stores	1,147,099	1,263,967	1,202,677	(61,290)
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Purchase Unit Prices(Fancl:Three Months)

(Yen,%)

	Three Months Ended December 31, 2006	% change	Three Months Ended December 31, 2006	% change
Cosmetics Mail Order	6,131	11.2	5,967	(2.7)
Supple Mail Order	5,865	(4.7)	5,646	(3.7)
Retail Stores	3,519	1.5	3,773	7.2

Existing Stores Year-on-year-change(Fancl:Three Months)

Three Months ended 12/05	Three Months ended 12/06	Three Months ended 12/07
101.9%	97.5%	104.2%

Segment Information(Three Months)

(Millions of yen,%)

	Three Months Ended December 31,2005			Three Months Ended December 31,2006			Three Months Ended December 31,2006'		Three Months Ended December 31,2007			
	amount	% of Total	% change	amount	% of Total	% change	amount	% of Total	amount	% of Total	% change	
C o m p a n y	Sales	11,292	42.9	11.0	11,962	45.6	5.9	12,496	45.8	13,291	49.0	6.4
	Gross Profit	8,579	75.9		8,861	74.1		9,394	75.2	10,139	76.3	
	SGA	6,349	56.2	5.7	6,465	54.0	1.8	6,902	55.2	7,678	57.8	11.2
	Advertising	1,231	10.9	0.9	872	7.3	(29.2)	872	7.0	1,331	10.0	52.6
	Operating Income	2,229	19.7	42.0	2,395	20.0	7.4	2,492	19.9	2,460	18.5	(1.3)
S u p p l i e	Sales	8,954	34.1	7.8	8,027	30.6	(10.4)	8,387	30.7	8,008	29.5	(4.5)
	Gross Profit	5,650	63.1		5,262	65.6		5,623	67.0	5,315	66.4	
	SGA	4,100	45.8	3.2	4,455	55.5	8.6	4,747	56.6	4,358	54.4	(8.2)
	Advertising	649	7.3	1.3	982	12.2	51.2	982	11.7	824	10.3	(16.0)
	Operating Income	1,549	17.3	0.6	807	10.1	(47.9)	876	10.4	957	12.0	9.3
o t h e r s	Sales	6,036	23.0	9.3	6,253	23.8	3.6	6,410	23.5	5,846	21.5	(8.8)
	Gross Profit	3,031	50.2		3,091	49.4		3,248	50.7	2,842	48.6	
	SGA	2,969	49.2	4.8	2,839	45.4	(4.4)	2,965	46.3	2,980	51.0	0.5
	Advertising	551	9.1	(6.4)	578	9.2	5.0	578	9.0	564	9.7	(2.4)
	Operating Income	62	1.0	-	251	4.0	305.8	282	4.4	(137)	(2.4)	-
Eliminations or Corporate	(432)			(382)			(382)		(608)			
T o t a l	Sales	26,283	100.0	9.5	26,243	100.0	(0.2)	27,294	100.0	27,146	100.0	(0.5)
	Gross Profit	17,261	65.7		17,215	65.6		18,266	66.9	18,297	67.4	
	SGA	13,852	52.7	3.7	14,142	53.9	2.1	14,997	54.9	15,625	57.6	4.2
	Advertising	2,432	9.3	(0.8)	2,432	9.3	0.0	2,432	8.9	2,720	10.0	11.8
	Operating Income	3,408	13.0	36.9	3,072	11.7	(9.9)	3,268	12.0	2,672	9.8	(18.2)

Selling, General and administrative expenses (Three Months)

(Millions of yen,%)

	Three Months Ended December 31,2005			Three Months Ended December 31,2006			Three Months Ended December 31,2006'		Three Months Ended December 31,2007		
	amount	% of total	% change	amount	% of total	% change	amount	% of total	amount	% of total	% change
Advertising	2,432	9.3	(0.8)	2,432	9.3	0.0	2,432	8.9	2,720	10.0	11.8
Sales Promotions	2,678	10.2	(1.6)	2,790	10.6	4.2	3,646	13.4	3,612	13.3	(0.9)
Transport	1,146	4.4	(2.9)	1,081	4.1	(5.6)	1,081	4.0	1,145	4.2	5.9
Communications	603	2.3	9.7	532	2.0	(11.7)	532	2.0	523	1.9	(1.8)
Fees/Outsourcing	2,106	8.0	8.6	2,123	8.1	0.8	2,123	7.8	2,214	8.2	4.3
Salaries	3,074	11.7	12.3	3,352	12.8	9.0	3,352	12.3	3,450	12.7	2.9
Depreciations	358	1.4	(0.6)	412	1.6	15.0	412	1.5	473	1.7	14.8
Others	1,451	5.5	2.9	1,415	5.4	(2.5)	1,415	5.2	1,485	5.5	4.9
Total	13,852	52.7	3.7	14,142	53.9	2.1	14,997	54.9	15,625	57.6	4.2

*Same accounting standards as the current term

Segment Information(Nine Months)

(Millions of yen,%)

	Nine Months Ended December 31,2005			Nine Months Ended December 31,2006			Nine Months Ended December 31,2006'		Nine Months Ended December 31,2007			
	amount	% of total	% change	amount	% of total	% change	amount	% of total	amount	% of total	% change	
C o m p a n y	Sales	31,029	43.1	10.7	33,618	45.3	8.3	35,188	45.5	37,003	49.0	5.2
	Gross Profit	23,218	74.8		24,867	74.0		26,437	75.1	28,101	75.9	
	SGA	18,627	60.0	8.5	19,988	59.5	7.3	21,502	61.1	22,269	60.2	3.6
	Advertising	4,094	13.2	8.2	3,608	10.7	(11.9)	3,608	10.3	3,896	10.5	8.0
	Operating Income	4,590	14.8	26.6	4,879	14.5	6.3	4,935	14.0	5,832	15.8	18.2
S u p p l i e	Sales	25,478	35.3	10.0	23,157	31.2	(9.1)	24,239	31.3	22,938	30.3	(5.4)
	Gross Profit	16,035	62.9		14,735	63.6		15,817	65.3	15,144	66.0	
	SGA	11,704	45.9	(3.2)	11,913	51.4	1.8	12,955	53.4	12,372	53.9	(4.5)
	Advertising	1,527	6.0	(40.2)	1,776	7.7	16.3	1,776	7.3	1,908	8.3	7.4
	Operating Income	4,330	17.0	32.4	2,821	12.2	(34.8)	2,862	11.8	2,772	12.1	(3.1)
o t h e r s	Sales	15,541	21.6	3.2	17,448	23.5	12.3	17,928	23.2	15,615	20.7	(12.9)
	Gross Profit	7,985	51.4		8,627	49.4		9,108	50.8	7,694	49.3	
	SGA	8,062	51.9	(10.4)	9,312	53.4	15.5	9,774	54.5	8,696	55.7	(11.0)
	Advertising	1,511	9.7	(29.5)	2,191	12.6	45.0	2,191	12.2	1,729	11.1	(21.1)
	Operating Income	(76)	(0.5)	-	(684)	(3.9)	-	(666)	(3.7)	(1,001)	(6.4)	-
Eliminations or Corporate	(1,264)			(1,266)			(1,266)		(1,569)			
T o t a l	Sales	72,050	100.0	8.8	74,223	100.0	3.0	77,357	100.0	75,556	100.0	(2.3)
	Gross Profit	47,238	65.6		48,230	65.0		51,363	66.4	50,940	67.4	
	SGA	39,658	55.1	(0.4)	42,480	57.3	7.1	45,499	58.8	44,907	59.4	(1.3)
	Advertising	7,133	9.9	(15.9)	7,577	10.2	6.2	7,577	9.8	7,533	10.0	(0.6)
	Operating Income	7,580	10.5	100.4	5,749	7.7	(24.2)	5,864	7.6	6,033	8.0	2.9

Selling, General and administrative expenses(Nine Months)

(Millions of yen,%)

	Nine Months Ended December 31,2005			Nine Months Ended December 31,2006			Nine Months Ended December 31,2006'		Nine Months Ended December 31,2007		
	amount	% of total	% change	amount	% of total	% change	amount	% of total	amount	% of total	% change
Advertising	7,133	9.9	(15.9)	7,577	10.2	6.2	7,577	9.8	7,533	10.0	(0.6)
Sales Promotions	6,994	9.7	(6.9)	7,870	10.6	12.5	10,888	14.1	9,521	12.6	(12.6)
Transport	3,173	4.4	(2.0)	3,132	4.2	(1.3)	3,132	4.0	3,122	4.1	(0.3)
Communications	1,610	2.2	(3.5)	1,696	2.3	5.3	1,696	2.2	1,555	2.1	(8.3)
Fees/Outsourcing	6,150	8.5	7.9	6,334	8.5	3.0	6,334	8.2	6,641	8.8	4.9
Salaries	9,105	12.6	14.3	10,275	13.8	12.8	10,275	13.3	10,475	13.9	1.9
Depreciations	1,036	1.4	(1.9)	1,159	1.6	11.8	1,159	1.5	1,384	1.8	19.4
Others	4,454	6.2	6.1	4,435	6.0	(0.4)	4,435	5.7	4,673	6.2	5.4
Total	39,658	55.1	(0.4)	42,480	57.3	7.1	45,499	58.8	44,907	59.4	(1.3)

*Same accounting standards as the current term

Segment Information(Full Year)

(Millions of yen,%)

	FY2006 (Results)			FY2007 (Results)			FY2007* (Results)		FY2008 (Projection)			
	amount	% of total	% change	amount	% of total	% change	amount	% of total	amount	% of total	% change	
C o m p a n y	Sales	41,286	43.3	11.3	44,366	45.7	7.5	46,376	45.9	49,500	49.3	6.7
	Gross Profit	30,655	74.2		32,856	74.1		34,866	75.2	37,700	76.2	
	SGA	25,087	60.8	9.8	25,865	58.3	3.1	27,732	59.8	29,500	59.6	6.4
	Advertising	5,464	13.2	7.7	4,528	10.2	(17.1)	4,527	9.8	5,200	10.5	14.9
Operating Income	5,567	13.5	17.3	6,991	15.8	25.6	7,133	15.4	8,200	16.6	14.9	
S u p p l y	Sales	33,246	34.9	6.8	30,270	31.2	(9.0)	31,665	31.3	30,700	30.5	(3.1)
	Gross Profit	20,829	62.7		19,313	63.8		20,708	65.4	20,300	66.1	
	SGA	15,424	46.4	(3.5)	15,509	51.2	0.6	16,806	53.1	16,500	53.7	(1.8)
	Advertising	1,835	5.5	(44.2)	2,128	7.0	16.0	2,129	6.7	2,400	7.8	12.7
Operating Income	5,405	16.3	16.5	3,803	12.6	(29.6)	3,902	12.3	3,800	12.4	(2.6)	
O t h e r	Sales	20,789	21.8	5.5	22,426	23.1	7.9	23,023	22.8	20,300	20.2	(11.8)
	Gross Profit	10,597	51.0		10,999	49.0		11,595	50.4	10,050	49.5	
	SGA	11,359	54.6	(2.5)	11,939	53.2	5.1	12,493	54.3	11,600	57.1	(7.2)
	Advertising	2,492	12.0	(9.1)	2,735	12.2	9.8	2,736	11.9	2,150	10.6	(21.4)
Operating Income	(761)	(3.7)	-	(940)	(4.2)	-	(897)	(3.9)	(1,550)	(7.6)	-	
Eliminations or Corporate	(1,636)			(1,768)			(1,768)		(1,800)			
T o t a l	Sales	95,322	100.0	8.4	97,064	100.0	1.8	101,065	100.0	100,500	100.0	(0.6)
	Gross Profit	62,082	65.1		63,169	65.1		67,170	66.5	68,050	67.7	
	SGA	53,507	56.1	2.0	55,082	56.7	2.9	58,800	58.2	59,400	59.1	1.0
	Advertising	9,792	10.3	(11.8)	9,393	9.7	(4.1)	9,393	9.3	9,750	9.7	3.8
Operating Income	8,574	9.0	57.9	8,087	8.3	(5.7)	8,370	8.3	8,650	8.6	3.3	

Selling, General and administrative expenses(Full Year)

(Millions of yen,%)

	FY2006 (Results)			FY2007 (Results)			FY2007* (Results)		FY2008 (Projection)		
	amount	% of total	% change	amount	% of total	% change	amount	% of total	amount	% of total	% change
Advertising	9,792	10.3	(11.8)	9,393	9.7	(4.1)	9,393	9.3	9,750	9.7	3.8
Sales Promotions	9,319	9.8	(1.6)	9,784	10.1	5.0	13,502	13.4	12,450	12.4	(7.8)
Transport	4,214	4.4	(0.6)	4,008	4.1	(4.9)	4,008	4.0	4,000	4.0	(0.2)
Communications	2,205	2.3	0.3	2,208	2.3	0.1	2,208	2.2	2,150	2.1	(2.6)
Fees/Outsourcing	8,050	8.4	7.6	8,384	8.6	4.1	8,384	8.3	8,900	8.9	6.2
Salaries	12,393	13.0	15.9	13,635	14.0	10.0	13,635	13.5	13,900	13.8	1.9
Depreciations	1,440	1.5	(0.7)	1,562	1.6	8.5	1,562	1.5	1,900	1.9	21.6
Others	6,091	6.4	4.4	6,106	6.3	0.2	6,106	6.0	6,350	6.3	4.0
Total	53,507	56.1	2.0	55,082	56.7	2.9	58,800	58.2	59,400	59.1	1.0

*Same accounting standards as the current term

Number of Shops by Region

As of December 31, 2007

	Hokkaido	Tohoku	Kanto (except Tokyo)	TOKYO	Tokai, Hokuriku & Shinetsu	Kinki	Chugoku, Shikoku	Kyusyu, Okinawa	Total
Fancl Ginza Square	-	-	-	1	-	-	-	-	1
Fancl House	1	5	24	21	16	25	7	7	106
Fancl House J	3	4	27	17	6	14	8	8	87
Genki Station	2	-	-	3	1	1	-	1	8
ATTENIR Shop	-	-	2	2	1	4	1	-	10
Others	-	-	2	2	-	-	-	-	4
Total	6	9	55	46	24	44	16	16	216

Number of Shops

	As of March 31, 2003	As of March 31, 2004	As of March 31, 2005	As of March 31, 2006	As of March 31, 2007	As of December 31, 2007	As of March 31, 2008 (Projection)
Fancl Ginza Square	-	1	1	1	1	1	1
Fancl House	119	114	110	113	107	106	107
Fancl House J	1	10	37	71	88	87	87
Genki Station	8	9	9	9	8	8	8
ATTENIR Shop	5	6	9	10	10	10	10
Others	11	3	3	4	4	4	4
Total	144	143	169	208	218	216	217