

## ◆Sales By Segment (Three Months)

(Millions of yen,%)

		Three Months ended 6/11					Three Months ended 6/12			
		amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*
C o s m e	Mail Order	5,545	50.1	(9.1)	5,500	(9.6)	5,511	48.6	(0.6)	0.2
	Retail Store	3,655	33.0	(10.2)	3,655	(10.2)	3,855	34.0	5.5	5.5
	Wholesale	543	4.9	(6.3)	571	(2.2)	692	6.1	27.3	21.0
	Overseas sales	1,321	12.0	2.1	1,321	2.1	1,274	11.3	(3.6)	(3.6)
	Sub total	11,066	51.0	(8.1)	11,049	(8.2)	11,333	56.1	2.4	2.6
S u p p l e	Mail Order	2,809	41.5	(0.4)	2,804	(0.4)	2,567	39.9	(8.6)	(8.5)
	Retail Store	1,634	24.1	(8.1)	1,634	(8.1)	1,471	22.9	(10.0)	(10.0)
	Wholesale	1,608	23.7	17.1	1,610	17.1	1,862	29.0	15.8	15.7
	Overseas sales	725	10.7	11.3	725	11.3	529	8.2	(26.9)	(26.9)
	Sub total	6,778	31.2	2.3	6,775	2.3	6,431	31.8	(5.1)	(5.1)
O t h e r s	Mail Order	2,936	76.0	(20.4)	1,489	(15.3)	1,530	62.7	(47.9)	2.7
	Retail Store	245	6.4	(15.8)	245	(15.8)	231	9.5	(5.8)	(5.8)
	Wholesale	671	17.4	(8.2)	673	(8.4)	673	27.6	0.3	0.1
	Overseas sales	8	0.2	(24.5)	8	(24.5)	4	0.2	(45.0)	(45.0)
	Sub total	3,862	17.8	(18.2)	2,417	(13.6)	2,440	12.1	(36.8)	1.0
T o t a l	Mail Order	11,290	52.0	(10.5)	9,795	(8.1)	9,609	47.6	(14.9)	(1.9)
	Retail Store	5,535	25.5	(9.8)	5,535	(9.8)	5,558	27.5	0.4	0.4
	Wholesale	2,824	13.0	5.2	2,855	6.0	3,228	16.0	14.3	13.1
	Overseas sales	2,055	9.5	5.0	2,055	5.0	1,808	8.9	(12.0)	(12.0)
	Sub total	21,706	100.0	(7.2)	20,241	(5.6)	20,205	100.0	(6.9)	(0.2)

		Three Months ended 6/11					Three Months ended 6/12			
		amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*
R i c e	Mail Order	415	57.9	(11.1)	415	(11.1)	426	56.9	2.7	2.7
	Retail Store	34	4.8	(13.0)	34	(13.0)	31	4.2	(7.3)	(7.3)
	Wholesale	262	36.7	2.8	262	2.8	289	38.6	10.0	10.0
	Overseas sales	4	0.6	0.1	4	0.1	2	0.3	(51.8)	(51.8)
	Sub total	716	3.3	(6.5)	716	(6.5)	749	3.7	4.6	4.6
K a l e	Mail Order	524	60.8	(6.8)	524	(6.8)	522	62.9	(0.5)	(0.5)
	Retail Store	195	22.6	(17.1)	195	(17.1)	172	20.8	(11.6)	(11.6)
	Wholesale	139	16.1	(16.4)	140	(16.9)	132	16.0	(4.5)	(5.4)
	Overseas sales	4	0.5	46.4	4	46.4	2	0.3	(38.5)	(38.5)
	Sub total	864	4.0	(10.8)	865	(10.9)	830	4.1	(3.9)	(4.0)

\*On February 1, 2012 the sundries business of IIMONO OHKOKU Co., (currently IIMONO FUDOSAN Co., Ltd.) was separated and all shares were transferred to a newly established company. In order to enable a more accurate analysis, the "amount" and the "percentage of change" have been restated under the premise IIMONO OHKOKU had not been consolidated.

## ◆Sales By Segment (Six Months)

(Millions of yen,%)

		Six Months ended 9/11					Six Months ended 9/12 (Projection)			
		amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*
C o s m e	Mail Order	11,278	49.7	(4.8)	11,159	(5.4)	11,800	49.1	4.6	5.7
	Retail Store	7,454	32.8	(7.2)	7,454	(7.2)	8,210	34.1	10.1	10.1
	Wholesale	1,093	4.8	(9.5)	1,156	(5.5)	1,290	5.4	17.9	11.6
	Overseas sales	2,878	12.7	7.8	2,878	7.8	2,750	11.4	(4.5)	(4.5)
	Sub total	22,706	51.7	(4.4)	22,648	(4.5)	24,050	56.3	5.9	6.2
S u p p l e	Mail Order	5,564	41.7	1.8	5,554	1.8	5,300	38.7	(4.7)	(4.6)
	Retail Store	3,275	24.5	(8.6)	3,275	(8.6)	3,050	22.3	(6.9)	(6.9)
	Wholesale	3,329	24.9	23.8	3,333	23.7	3,850	28.1	15.6	15.5
	Overseas sales	1,190	8.9	(10.8)	1,190	(10.8)	1,500	10.9	26.0	26.0
	Sub total	13,360	30.4	2.2	13,354	2.2	13,700	32.1	2.5	2.6
O t h e r s	Mail Order	5,931	75.5	(13.5)	2,958	(11.7)	3,080	62.2	(48.1)	4.1
	Retail Store	504	6.4	(13.0)	504	(13.0)	500	10.1	(1.0)	(1.0)
	Wholesale	1,401	17.9	(5.0)	1,402	(5.1)	1,360	27.5	(2.9)	(3.0)
	Overseas sales	15	0.2	(46.8)	15	(46.8)	10	0.2	(36.1)	(36.1)
	Sub total	7,853	17.9	(12.2)	4,881	(10.2)	4,950	11.6	(37.0)	1.4
T o t a l	Mail Order	22,775	51.8	(5.8)	19,672	(4.5)	20,180	47.3	(11.4)	2.6
	Retail Store	11,235	25.6	(7.9)	11,235	(7.9)	11,760	27.5	4.7	4.7
	Wholesale	5,824	13.3	8.4	5,892	9.2	6,500	15.2	11.6	10.3
	Overseas sales	4,084	9.3	1.2	4,084	1.2	4,260	10.0	4.3	4.3
	Sub total	43,920	100.0	(4.1)	40,885	(3.2)	42,700	100.0	(2.8)	4.4

		Six Months ended 9/11					Six Months ended 9/12 (Projection)			
		amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*
R i c e	Mail Order	835	58.6	(5.4)	835	(5.4)	840	57.9	0.6	0.6
	Retail Store	69	4.9	(10.4)	69	(10.4)	65	4.5	(6.5)	(6.5)
	Wholesale	513	36.0	3.1	513	3.0	540	37.2	5.2	5.2
	Overseas sales	7	0.5	(6.7)	7	(6.7)	5	0.4	(32.8)	(32.8)
	Sub total	1,425	3.2	(2.8)	1,425	(2.8)	1,450	3.4	1.7	1.7
K a l e	Mail Order	1,067	60.2	(6.3)	1,067	(6.3)	1,080	61.7	1.2	1.2
	Retail Store	398	22.5	(14.7)	398	(14.7)	375	21.4	(5.9)	(5.9)
	Wholesale	297	16.8	(13.1)	299	(13.3)	290	16.6	(2.7)	(3.1)
	Overseas sales	8	0.5	(5.8)	8	(5.8)	5	0.3	(39.1)	(39.1)
	Sub total	1,772	4.0	(9.5)	1,773	(9.5)	1,750	4.1	(1.3)	(1.3)

\*On February 1, 2012 the sundries business of IIMONO OHKOKU Co., (currently IIMONO FUDOSAN Co., Ltd.) was separated and all shares were transferred to a newly established company. In order to enable a more accurate analysis, the "amount" and the "percentage of change" have been restated under the premise IIMONO OHKOKU had not been consolidated.

## ◆Sales By Segment (Full Year)

(Millions of yen,%)

		FY2012					FY2013 (Projection)			
		amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*
C o m p a n y	Mail Order	23,172	50.6	(4.9)	22,965	(5.4)	24,050	49.4	3.8	4.7
	Retail Store	14,802	32.3	(3.6)	14,802	(3.6)	16,060	33.0	8.5	8.5
	Wholesale	2,112	4.6	(11.9)	2,183	(10.2)	2,400	4.9	13.6	9.9
	Overseas sales	5,736	12.5	3.5	5,736	3.5	6,190	12.7	7.9	7.9
	Sub total	45,824	52.0	(3.9)	45,688	(4.0)	48,700	56.0	6.3	6.6
S u p p l y	Mail Order	11,550	42.7	(3.6)	11,536	(3.5)	11,130	39.2	(3.6)	(3.5)
	Retail Store	6,493	24.0	(10.6)	6,493	(10.6)	6,250	22.0	(3.7)	(3.7)
	Wholesale	7,035	26.0	10.9	7,041	10.9	7,820	27.5	11.1	11.1
	Overseas sales	1,956	7.3	(26.6)	1,956	(26.6)	3,200	11.3	63.5	63.5
	Sub total	27,036	30.7	(4.3)	27,028	(4.3)	28,400	32.6	5.0	5.1
O t h e r	Mail Order	11,618	75.9	(16.8)	5,948	(9.2)	6,160	62.2	(47.0)	3.5
	Retail Store	956	6.2	(10.7)	956	(10.7)	960	9.7	0.4	0.4
	Wholesale	2,703	17.7	(2.8)	2,706	(2.8)	2,750	27.8	1.7	1.6
	Overseas sales	25	0.2	(41.1)	25	(41.1)	30	0.3	17.8	17.8
	Sub total	15,303	17.3	(14.3)	9,637	(7.8)	9,900	11.4	(35.3)	2.7
T o t a l	Mail Order	46,342	52.6	(7.9)	40,451	(5.4)	41,340	47.5	(10.8)	2.2
	Retail Store	22,252	25.2	(6.1)	22,252	(6.1)	23,270	26.8	4.6	4.6
	Wholesale	11,852	13.4	2.9	11,931	3.1	12,970	14.9	9.4	8.7
	Overseas sales	7,718	8.8	(6.5)	7,718	(6.5)	9,420	10.8	22.0	22.0
	Sub total	88,165	100.0	(6.0)	82,353	(4.6)	87,000	100.0	(1.3)	5.6

		FY2012					FY2013 (Projection)			
		amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*
R i c e	Mail Order	1,733	59.4	(5.6)	1,733	(5.6)	1,760	58.7	1.5	1.5
	Retail Store	135	4.7	(10.5)	135	(10.5)	125	4.2	(7.9)	(7.9)
	Wholesale	1,035	35.5	6.2	1,035	6.2	1,100	36.7	6.2	6.2
	Overseas sales	12	0.4	(50.0)	12	(50.0)	15	0.5	18.3	18.3
	Sub total	2,917	3.3	(2.4)	2,917	(2.4)	3,000	3.4	2.8	2.8
K a i e	Mail Order	2,070	61.3	(5.3)	2,070	(5.3)	2,090	61.5	0.9	0.9
	Retail Store	742	22.0	(12.8)	742	(12.8)	715	21.0	(3.7)	(3.7)
	Wholesale	550	16.3	(12.0)	551	(12.4)	580	17.1	5.4	5.1
	Overseas sales	12	0.4	(28.4)	12	(28.4)	15	0.4	17.2	17.2
	Sub total	3,376	3.8	(8.3)	3,377	(8.4)	3,400	3.9	0.7	0.7

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◆Number of Active Customers

(people)

		As of June 30,2010	As of June 30,2011	As of June 30,2012	Increase (decrease)
F A N C L	Cosmetics	1,236,191	1,200,496	1,119,976	(80,520)
	Cosmetics Mail Order	625,751	637,590	568,468	(69,122)
	Cosmetics Retail Stores	718,502	670,084	652,296	(17,788)
	Nutritional Supple	849,840	976,021	816,876	(159,145)
	Supple Mail Order	488,548	604,685	484,774	(119,911)
	Supple Retail Stores	402,809	416,286	369,245	(47,041)
	Rice Mail Order	191,363	166,591	188,222	21,631
	Kale Mail Order	109,124	89,938	91,935	1,997
	Mail order	1,032,091	1,125,651	991,062	(134,589)
	Retail Stores	961,891	930,121	882,042	(48,079)
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◆Purchase Unit Prices(FANCL)

(Yen,%)

	Three Months ended 6/11	Three Months ended 6/12	% change
Cosmetics Mail Order	5,622	5,894	4.8
Supple Mail Order	5,281	5,596	6.0
Retail Stores	3,904	4,032	3.3

◆Existing Stores Year-on-year-change

Three Months ended 6/10	Three Months ended 6/11	Three Months ended 6/12
97.8%	89.4%	92.9%

## ◆Segment Information (Three Months)

(Millions of yen,%)

	Three Months ended 6/11					Three Months ended 6/12				
	amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*	
C o s m e	Sales	11,066	51.0	(8.1)	11,049	(8.2)	11,333	56.1	2.4	2.6
	Gross Profit	8,217	74.3	(6.8)	8,186	(7.1)	8,296	73.2	1.0	1.3
	SGA	6,935	62.7	4.5	6,912	4.3	7,956	70.2	14.7	15.1
	Advertising	1,137	10.3	78.5	1,133	78.4	1,866	16.5	64.0	64.7
	Operating Income	1,282	11.6	(41.3)	1,273	(41.6)	339	3.0	(73.5)	(73.3)
S u p p l e	Sales	6,778	31.2	2.3	6,775	2.3	6,431	31.8	(5.1)	(5.1)
	Gross Profit	4,476	66.0	5.3	4,472	5.3	4,378	68.1	(2.2)	(2.1)
	SGA	4,170	61.5	14.8	4,168	14.9	4,053	63.0	(2.8)	(2.8)
	Advertising	886	13.1	106.0	886	106.2	744	11.6	(16.0)	(16.0)
	Operating Income	305	4.5	(50.5)	304	(50.7)	324	5.1	6.2	6.8
O t h e r s	Sales	3,862	17.8	(18.2)	2,417	(13.6)	2,440	12.1	(36.8)	1.0
	Gross Profit	1,838	47.6	(15.1)	1,074	(7.5)	1,073	44.0	(41.6)	(0.1)
	SGA	2,017	52.2	(14.5)	1,166	(5.1)	1,119	45.9	(44.5)	(4.1)
	Advertising	353	9.2	(22.9)	188	(17.1)	177	7.3	(49.9)	(5.9)
	Operating Income	(179)	(4.6)	—	(92)	—	(45)	(1.9)	—	—
Eliminations or Corporate	(407)			(407)		(408)				
T o t a l	Sales	21,706	100.0	(7.2)	20,241	(5.6)	20,205	100.0	(6.9)	(0.2)
	Gross Profit	14,532	67.0	(4.6)	13,733	(3.4)	13,747	68.0	(5.4)	0.1
	SGA	13,530	62.3	3.2	12,654	5.7	13,536	67.0	0.0	7.0
	Advertising	2,378	11.0	55.8	2,208	70.9	2,788	13.8	17.2	26.3
	Operating Income	1,001	4.6	(52.9)	1,078	(52.0)	210	1.0	(78.9)	(80.4)

## ◆General and administrative expenses (Three Months)

(Millions of yen,%)

	Three Months ended 6/11					Three Months ended 6/12				
	amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*	
Advertising	2,378	11.0	55.8	2,208	70.9	2,788	13.8	17.2	26.3	
Sales Promotions	2,498	11.5	(11.0)	2,119	(6.5)	2,161	10.7	(13.5)	2.0	
Transport	832	3.8	(7.9)	786	(7.9)	771	3.8	(7.4)	(1.9)	
Communications	456	2.1	(6.7)	367	(4.0)	402	2.0	(11.8)	9.6	
Fees/outourcing	2,150	9.9	1.4	2,122	1.7	2,194	10.9	2.0	3.4	
Salaries	3,091	14.2	(3.6)	2,994	(3.8)	3,096	15.3	0.2	3.4	
Depreciations	563	2.6	18.0	562	18.1	538	2.7	(4.6)	(4.4)	
Others	1,558	7.2	(1.3)	1,493	(0.4)	1,583	7.8	1.6	6.0	
Total	13,530	62.3	3.2	12,654	5.7	13,536	67.0	0.0	7.0	

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## ◆Segment Information (Six Months)

(Millions of yen,%)

		Six Months ended 9/11					Six Months ended 9/12 (Projection)			
		amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*
C o s m e	Sales	22,706	51.7	(4.4)	22,648	(4.5)	24,050	56.3	5.9	6.2
	Gross Profit	16,717	73.6	(3.7)	16,631	(4.0)	17,580	73.1	5.2	5.7
	SGA	14,512	63.9	1.4	14,449	1.1	16,400	68.2	13.0	13.5
	Advertising	2,587	11.4	16.1	2,574	15.8	3,540	14.7	36.8	37.5
	Operating Income	2,204	9.7	(27.5)	2,182	(27.9)	1,180	4.9	(46.5)	(45.9)
S u p p l e	Sales	13,360	30.4	2.2	13,354	2.2	13,700	32.1	2.5	2.6
	Gross Profit	8,888	66.5	6.1	8,881	6.1	9,250	67.5	4.1	4.2
	SGA	8,347	62.5	9.9	8,342	10.0	8,460	61.8	1.3	1.4
	Advertising	1,684	12.6	35.8	1,683	35.8	1,560	11.4	(7.4)	(7.3)
	Operating Income	540	4.0	(31.3)	538	(31.4)	790	5.8	46.2	46.7
O t h e r s	Sales	7,853	17.9	(12.2)	4,881	(10.2)	4,950	11.6	(37.0)	1.4
	Gross Profit	3,714	47.3	(10.6)	2,158	(7.2)	2,170	43.8	(41.6)	0.5
	SGA	4,070	51.8	(9.8)	2,383	(3.7)	2,310	46.7	(43.3)	(3.1)
	Advertising	759	9.7	(17.1)	401	(15.8)	390	7.9	(48.6)	(2.9)
	Operating Income	(356)	(4.5)	—	(224)	—	(140)	(2.8)	—	—
Eliminations or Corporate		(867)			(867)		(900)			
T o t a l	Sales	43,920	100.0	(4.1)	40,885	(3.2)	42,700	100.0	(2.8)	4.4
	Gross Profit	29,319	66.8	(1.9)	27,671	(1.2)	29,000	67.9	(1.1)	4.8
	SGA	27,798	63.3	1.8	26,042	3.2	28,070	65.7	1.0	7.8
	Advertising	5,031	11.5	14.8	4,659	18.3	5,490	12.9	9.1	17.8
	Operating Income	1,521	3.5	(41.2)	1,629	(41.5)	930	2.2	(38.9)	(42.9)

## ◆General and administrative expenses (Six Months)

(Millions of yen,%)

	Six Months ended 9/11					Six Months ended 9/12 (Projection)			
	amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*
Advertising	5,031	11.5	14.8	4,659	18.3	5,490	12.9	9.1	17.8
Sales Promotions	5,128	11.7	(5.3)	4,385	(2.0)	4,870	11.4	(5.0)	11.0
Transport	1,691	3.9	(5.1)	1,589	(5.7)	1,650	3.9	(2.4)	3.8
Communications	945	2.2	(3.2)	764	(1.1)	830	1.9	(12.2)	8.6
Fees/Outsourcing	4,601	10.5	7.4	4,542	7.6	4,850	11.4	5.4	6.8
Salaries	6,256	14.2	(3.9)	6,061	(4.0)	6,250	14.6	(0.1)	3.1
Depreciations	1,168	2.7	20.1	1,165	20.2	1,150	2.7	(1.6)	(1.4)
Others	2,974	6.8	0.1	2,873	0.6	2,980	7.0	0.2	3.7
Total	27,798	63.3	1.8	26,042	3.2	28,070	65.7	1.0	7.8

\*On February 1, 2012 the sundries business of IIMONO OHKOKU Co., (currently IIMONO FUDOSAN Co., Ltd.) was separated and all shares were transferred to a newly established company. In order to enable a more accurate analysis, the "amount" and the "percentage of change" have been restated under the premise IIMONO OHKOKU had not been consolidated.

## ◆Segment Information (Full Year)

(Millions of yen,%)

		FY2012					FY2013 (Projection)			
		amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*
C o s m e	Sales	45,824	52.0	(3.9)	45,688	(4.0)	48,700	56.0	6.3	6.6
	Gross Profit	33,632	73.4	(3.4)	33,480	(3.6)	35,400	72.7	5.3	5.7
	SGA	28,947	63.2	4.5	28,841	4.3	31,110	63.9	7.5	7.9
	Advertising	4,237	9.2	17.8	4,214	17.5	5,390	11.1	27.2	27.9
	Operating Income	4,685	10.2	(34.0)	4,638	(34.4)	4,290	8.8	(8.4)	(7.5)
S u p p l e	Sales	27,036	30.7	(4.3)	27,028	(4.3)	28,400	32.6	5.0	5.1
	Gross Profit	18,303	67.7	(1.9)	18,294	(1.9)	19,140	67.4	4.6	4.6
	SGA	16,720	61.8	1.1	16,714	1.1	17,380	61.2	3.9	4.0
	Advertising	2,941	10.9	(0.1)	2,939	(0.0)	3,110	11.0	5.7	5.8
	Operating Income	1,583	5.9	(25.5)	1,579	(25.6)	1,760	6.2	11.1	11.4
O t h e r s	Sales	15,303	17.4	(14.3)	9,637	(7.8)	9,900	11.4	(35.3)	2.7
	Gross Profit	7,060	46.1	(15.7)	4,166	(7.5)	4,290	43.3	(39.2)	3.0
	SGA	7,648	50.0	(13.9)	4,625	(5.3)	4,490	45.4	(41.3)	(2.9)
	Advertising	1,361	8.9	(19.5)	693	(14.4)	650	6.6	(52.3)	(6.3)
	Operating Income	(587)	(3.8)	—	(459)	—	(200)	(2.0)	—	—
Eliminations or Corporate		(1,664)			(1,664)		(1,650)			
T o t a l	Sales	88,165	100.0	(6.0)	82,353	(4.6)	87,000	100.0	(1.3)	5.6
	Gross Profit	58,997	66.9	(4.6)	55,940	(3.4)	58,830	67.6	(0.3)	5.2
	SGA	54,980	62.4	0.5	51,847	2.3	54,630	62.8	(0.6)	5.4
	Advertising	8,540	9.7	3.8	7,847	6.9	9,150	10.5	7.1	16.6
	Operating Income	4,016	4.6	(43.6)	4,093	(43.3)	4,200	4.8	4.6	2.6

## ◆General and administrative expenses (Full Year)

(Millions of yen,%)

		FY2012					FY2013 (Projection)			
		amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*
Advertising		8,540	9.7	3.8	7,847	6.9	9,150	10.5	7.1	16.6
Sales Promotions		10,860	12.3	(3.4)	9,540	1.1	9,980	11.5	(8.1)	4.6
Transport		3,386	3.8	(6.7)	3,221	(6.3)	3,380	3.9	(0.2)	4.9
Communications		1,849	2.1	(8.4)	1,546	(4.9)	1,630	1.9	(11.9)	5.4
Fees/Outsourcing		9,253	10.5	5.1	9,147	5.6	9,500	10.9	2.7	3.8
Salaries		12,559	14.2	(2.7)	12,234	(2.2)	12,550	14.4	(0.1)	2.6
Depreciations		2,425	2.8	19.5	2,420	19.6	2,450	2.8	1.0	1.2
Others		6,103	6.9	4.1	5,889	4.5	5,990	6.9	(1.9)	1.7
Total		54,980	62.4	0.5	51,847	2.3	54,630	62.8	(0.6)	5.4

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◆Number of Shops by Region

As of 30 June,2012

	Hokkaido	Tohoku	Kanto (except Tokyo)	TOKYO	Tokai,Hokuriku& Shinetsu	Kinki	Chugoku,Shikoku	Kyusyu,Okinawa	Total
Fancl Shop	2	3	10	16	5	13	7	8	64
Fancl House	1	3	17	9	15	13	5	5	68
Fancl House J	1	3	15	7	1	6	3	2	38
Genki Station	—	—	—	2	—	—	—	1	3
Fancl Ginza Square	—	—	—	1	—	—	—	—	1
Others	—	—	2	1	—	—	—	—	3
<b>Total</b>	<b>4</b>	<b>9</b>	<b>44</b>	<b>36</b>	<b>21</b>	<b>32</b>	<b>15</b>	<b>16</b>	<b>177</b>
ATTENIR Shop	1	1	3	3	1	5	1	1	16

◆Number of Shops

	As of March 31, 2008	As of March 31, 2009	As of March 31, 2010	As of March 31, 2011	As of March 31, 2012	As of June 30, 2012	As of March 31, 2013 (Projection)
Fancl Shop	7	14	24	43	61	64	86
Fancl House	100	93	85	75	70	68	62
Fancl House J	87	68	65	54	39	38	23
Genki Station	8	5	3	3	3	3	2
Fancl Ginza Square	1	1	1	1	1	1	1
Others	4	3	2	3	3	3	3
<b>Total</b>	<b>207</b>	<b>184</b>	<b>180</b>	<b>179</b>	<b>177</b>	<b>177</b>	<b>177</b>
ATTENIR Shop	11	13	14	16	16	16	17