

◆Sales By Segment (Three Months)

(Millions of yen,%)

		Three Months ended 12/11					Three Months ended 12/12				
		amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*	
C o s m e	Mail Order	6,739	54.4	(4.5)	6,671	(5.1)	6,440	52.2	(4.4)	(3.5)	
	Retail Store	3,938	31.8	2.1	3,938	2.1	3,926	31.8	(0.3)	(0.3)	
	Wholesale	566	4.6	(15.4)	574	(15.7)	562	4.6	(0.7)	(2.1)	
	Overseas sales	1,137	9.2	(19.1)	1,137	(19.1)	1,400	11.4	23.1	23.1	
	Sub total	12,382	50.6	(4.7)	12,322	(5.1)	12,330	56.1	(0.4)	0.1	
S u p p l e	Mail Order	3,263	44.2	(8.0)	3,260	(8.0)	2,956	41.4	(9.4)	(9.3)	
	Retail Store	1,709	23.2	(14.5)	1,709	(14.5)	1,527	21.4	(10.6)	(10.6)	
	Wholesale	2,088	28.3	4.3	2,089	4.3	1,960	27.4	(6.1)	(6.2)	
	Overseas sales	317	4.3	(45.5)	317	(45.5)	697	9.8	119.8	119.8	
	Sub total	7,378	30.1	(9.2)	7,376	(9.2)	7,141	32.5	(3.2)	(3.2)	
O t h e r s	Mail Order	3,778	80.1	(6.7)	1,575	(7.6)	1,618	64.2	(57.2)	2.7	
	Retail Store	240	5.1	(9.6)	240	(9.6)	209	8.3	(12.7)	(12.7)	
	Wholesale	691	14.7	3.1	692	3.1	683	27.1	(1.2)	(1.3)	
	Overseas sales	5	0.1	—	5	—	8	0.4	64.4	64.4	
	Sub total	4,715	19.3	(5.4)	2,514	(4.9)	2,520	11.4	(46.5)	0.3	
T o t a l	Mail Order	13,781	56.3	(6.0)	11,507	(6.3)	11,015	50.1	(20.1)	(4.3)	
	Retail Store	5,887	24.0	(3.8)	5,887	(3.8)	5,663	25.7	(3.8)	(3.8)	
	Wholesale	3,346	13.7	0.1	3,356	(0.0)	3,206	14.6	(4.2)	(4.5)	
	Overseas sales	1,460	6.0	(26.5)	1,460	(26.5)	2,107	9.6	44.3	44.3	
	Sub total	24,476	100.0	(6.3)	22,212	(6.5)	21,992	100.0	(10.1)	(1.0)	

		Three Months ended 12/11					Three Months ended 12/12				
		amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*	
R i c e	Mail Order	462	59.2	(3.8)	462	(3.8)	466	56.5	0.9	0.9	
	Retail Store	34	4.5	(8.0)	34	(8.0)	30	3.7	(13.2)	(13.2)	
	Wholesale	280	35.9	21.4	280	21.4	324	39.2	15.4	15.4	
	Overseas sales	3	0.4	(57.6)	3	(57.6)	5	0.7	82.1	82.1	
	Sub total	781	3.2	3.1	781	3.1	827	3.8	5.8	5.8	
K a l e	Mail Order	527	62.1	(5.0)	527	(5.0)	541	66.1	2.7	2.7	
	Retail Store	183	21.6	(12.0)	183	(12.0)	157	19.2	(14.3)	(14.3)	
	Wholesale	136	16.0	(11.1)	136	(11.9)	116	14.2	(14.4)	(14.4)	
	Overseas sales	2	0.3	(42.6)	2	(42.6)	3	0.4	39.8	39.8	
	Sub total	849	3.5	(7.8)	849	(7.9)	819	3.7	(3.6)	(3.6)	

*On February 1, 2012 the sundries business of IIMONO OHKOKU Co., 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 (Nine Months)

(Millions of yen,%)

		Nine Months ended 12/11					Nine Months ended 12/12				
		amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*	
C o s m e	Mail Order	18,018	51.4	(4.7)	17,831	(5.3)	17,567	50.2	(2.5)	(1.5)	
	Retail Store	11,393	32.5	(4.2)	11,393	(4.2)	11,650	33.3	2.3	2.3	
	Wholesale	1,660	4.7	(11.6)	1,730	(9.2)	1,710	4.9	3.0	(1.2)	
	Overseas sales	4,016	11.4	(1.5)	4,016	(1.5)	4,052	11.6	0.9	0.9	
	Sub total	35,088	51.3	(4.5)	34,971	(4.7)	34,980	55.9	(0.3)	0.0	
S u p p l e	Mail Order	8,827	42.6	(2.1)	8,814	(2.0)	8,133	40.0	(7.9)	(7.7)	
	Retail Store	4,985	24.0	(10.7)	4,985	(10.7)	4,546	22.4	(8.8)	(8.8)	
	Wholesale	5,418	26.1	15.5	5,423	15.5	5,546	27.3	2.4	2.3	
	Overseas sales	1,507	7.3	(21.3)	1,507	(21.3)	2,100	10.3	39.3	39.3	
	Sub total	20,738	30.3	(2.2)	20,730	(2.2)	20,327	32.5	(2.0)	(1.9)	
O t h e r s	Mail Order	9,710	77.2	(11.0)	4,534	(10.3)	4,611	63.2	(52.5)	1.7	
	Retail Store	745	5.9	(12.0)	745	(12.0)	679	9.3	(8.8)	(8.8)	
	Wholesale	2,092	16.7	(2.5)	2,095	(2.6)	1,987	27.2	(5.1)	(5.2)	
	Overseas sales	21	0.2	(25.0)	21	(25.0)	17	0.3	(16.0)	(16.0)	
	Sub total	12,569	18.4	(9.8)	7,395	(8.5)	7,296	11.6	(42.0)	(1.3)	
T o t a l	Mail Order	36,556	53.5	(5.9)	31,180	(5.2)	30,312	48.4	(17.1)	(2.8)	
	Retail Store	17,123	25.0	(6.5)	17,123	(6.5)	16,875	26.9	(1.4)	(1.4)	
	Wholesale	9,171	13.4	5.2	9,249	5.7	9,244	14.8	0.8	(0.1)	
	Overseas sales	5,545	8.1	(7.9)	5,545	(7.9)	6,170	9.9	11.3	11.3	
	Sub total	68,396	100.0	(4.9)	63,098	(4.4)	62,603	100.0	(8.5)	(0.8)	

		Nine Months ended 12/11					Nine Months ended 12/12				
		amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*	
R i c e	Mail Order	1,297	58.8	(4.9)	1,297	(4.9)	1,273	56.9	(1.8)	(1.8)	
	Retail Store	104	4.7	(9.6)	104	(9.6)	89	4.0	(14.6)	(14.6)	
	Wholesale	794	36.0	8.9	794	8.9	867	38.7	9.2	9.2	
	Overseas sales	10	0.5	(31.2)	10	(31.2)	9	0.4	(8.7)	(8.7)	
	Sub total	2,207	3.2	(0.8)	2,207	(0.8)	2,239	3.6	1.5	1.5	
K a l e	Mail Order	1,595	60.8	(5.9)	1,595	(5.9)	1,599	64.1	0.3	0.3	
	Retail Store	582	22.2	(13.9)	582	(13.9)	507	20.3	(12.9)	(12.9)	
	Wholesale	434	16.6	(12.5)	435	(12.9)	381	15.3	(12.0)	(12.3)	
	Overseas sales	10	0.4	(17.3)	10	(17.3)	8	0.3	(23.3)	(23.3)	
	Sub total	2,622	3.8	(8.9)	2,623	(9.0)	2,496	4.0	(4.8)	(4.8)	

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◆Sales By Segment (Full Year)

(Millions of yen,%)

		FY2012					FY2013 (Projection)			
		amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*
C o s m e	Mail Order	23,172	50.6	(4.9)	22,965	(5.4)	23,400	49.9	1.0	1.9
	Retail Store	14,802	32.3	(3.6)	14,802	(3.6)	15,500	33.0	4.7	4.7
	Wholesale	2,112	4.6	(11.9)	2,183	(10.2)	2,250	4.8	6.5	3.0
	Overseas sales	5,736	12.5	3.5	5,736	3.5	5,750	12.3	0.2	0.2
	Sub total	45,824	52.0	(3.9)	45,688	(4.0)	46,900	56.2	2.3	2.7
S u p p l e	Mail Order	11,550	42.7	(3.6)	11,536	(3.5)	10,930	40.2	(5.4)	(5.3)
	Retail Store	6,493	24.0	(10.6)	6,493	(10.6)	6,010	22.1	(7.4)	(7.4)
	Wholesale	7,035	26.0	10.9	7,041	10.9	7,360	27.0	4.6	4.5
	Overseas sales	1,956	7.3	(26.6)	1,956	(26.6)	2,900	10.7	48.2	48.2
	Sub total	27,036	30.7	(4.3)	27,028	(4.3)	27,200	32.6	0.6	0.6
O t h e r s	Mail Order	11,618	75.9	(16.8)	5,948	(9.2)	6,020	64.0	(48.2)	1.2
	Retail Store	956	6.2	(10.7)	956	(10.7)	880	9.4	(8.0)	(8.0)
	Wholesale	2,703	17.7	(2.8)	2,706	(2.8)	2,475	26.3	(8.4)	(8.6)
	Overseas sales	25	0.2	(41.1)	25	(41.1)	25	0.3	(1.9)	(1.9)
	Sub total	15,303	17.3	(14.3)	9,637	(7.8)	9,400	11.2	(38.6)	(2.5)
T o t a l	Mail Order	46,342	52.6	(7.9)	40,451	(5.4)	40,350	48.3	(12.9)	(0.3)
	Retail Store	22,252	25.2	(6.1)	22,252	(6.1)	22,390	26.8	0.6	0.6
	Wholesale	11,852	13.4	2.9	11,931	3.1	12,085	14.5	2.0	1.3
	Overseas sales	7,718	8.8	(6.5)	7,718	(6.5)	8,675	10.4	12.4	12.4
	Sub total	88,165	100.0	(6.0)	82,353	(4.6)	83,500	100.0	(5.3)	1.4

		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)	1,660	57.2	(4.2)	(4.2)
	Retail Store	135	4.7	(10.5)	135	(10.5)	115	4.0	(15.3)	(15.3)
	Wholesale	1,035	35.5	6.2	1,035	6.2	1,110	38.3	7.2	7.2
	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)	2,900	3.5	(0.6)	(0.6)
K a l e	Mail Order	2,070	61.3	(5.3)	2,070	(5.3)	2,040	63.8	(1.5)	(1.5)
	Retail Store	742	22.0	(12.8)	742	(12.8)	650	20.3	(12.5)	(12.5)
	Wholesale	550	16.3	(12.0)	551	(12.4)	500	15.6	(9.2)	(9.4)
	Overseas sales	12	0.4	(28.4)	12	(28.4)	10	0.3	(21.9)	(21.9)
	Sub total	3,376	3.8	(8.3)	3,377	(8.4)	3,200	3.8	(5.2)	(5.3)

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◆Number of Active Customers

(people)

		As of December 31, 2010	As of December 31, 2011	As of December 31, 2012	Increase (decrease)
F A N C L	Cosmetics	1,302,711	1,280,581	1,223,074	(57,507)
	Cosmetics Mail Order	711,016	716,472	667,852	(48,620)
	Cosmetics Retail Stores	711,379	681,563	668,780	(12,783)
	Nutritional Supple	1,032,139	976,020	875,588	(100,432)
	Supple Mail Order	647,249	619,288	546,373	(72,915)
	Supple Retail Stores	436,079	403,067	370,537	(32,530)
	Rice Mail Order	177,127	174,911	178,238	3,327
	Kale Mail Order	115,095	103,743	110,361	6,618
	Mail order	1,246,962	1,212,966	1,115,923	(97,043)
	Retail Stores	975,469	925,511	898,637	(26,874)
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◆Purchase Unit Prices(FANCL)

(Yen,%)

	Three Months ended 12/11	Three Months ended 12/12	% change
Cosmetics Mail Order	6,303	5,977	(5.2)
Supple Mail Order	4,993	5,416	8.5
Retail Stores	3,964	4,222	6.5

◆Existing Stores Year-on-year-change

Three Months ended 12/11	Three Months ended 12/12
97.6%	98.3%

◆Segment Information(Three Months)

(Millions of yen,%)

		Three Months ended 12/11					Three Months ended 12/12				
		amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*	
C o s m e	Sales	12,382	50.6	(4.7)	12,322	(5.1)	12,330	56.1	(0.4)	0.1	
	Gross Profit	9,162	74.0	(4.6)	9,111	(4.9)	9,023	73.2	(1.5)	(1.0)	
	SGA	7,334	59.2	2.2	7,295	1.8	7,463	60.5	1.8	2.3	
	Advertising	856	6.9	6.4	847	5.7	1,132	9.2	32.3	33.7	
	Operating Income	1,828	14.8	(24.5)	1,815	(24.8)	1,559	12.6	(14.7)	(14.1)	
s u p p l e	Sales	7,378	30.1	(9.2)	7,376	(9.2)	7,141	32.5	(3.2)	(3.2)	
	Gross Profit	5,104	69.2	(9.2)	5,102	(9.2)	4,788	67.0	(6.2)	(6.1)	
	SGA	4,587	62.2	(2.6)	4,585	(2.6)	4,260	59.7	(7.1)	(7.1)	
	Advertising	951	12.9	(12.7)	950	(12.7)	814	11.4	(14.4)	(14.3)	
	Operating Income	516	7.0	(43.3)	516	(43.3)	527	7.4	2.1	2.2	
o t h e r s	Sales	4,715	19.3	(5.4)	2,514	(4.9)	2,520	11.5	(46.5)	0.3	
	Gross Profit	2,193	46.5	(7.9)	1,084	(5.5)	1,036	41.1	(52.8)	(4.5)	
	SGA	2,141	45.4	(9.2)	1,118	(7.2)	1,088	43.2	(49.2)	(2.7)	
	Advertising	396	8.4	(16.2)	156	(18.2)	139	5.5	(64.8)	(10.9)	
	Operating Income	52	1.1	123.5	(33)	—	(52)	(2.1)	—	—	
Eliminations or Corporate		(455)			(455)		(478)				
T o t a l	Sales	24,476	100.0	(6.3)	22,212	(6.5)	21,992	100.0	(10.1)	(1.0)	
	Gross Profit	16,461	67.3	(6.5)	15,298	(6.4)	14,847	67.5	(9.8)	(2.9)	
	SGA	14,519	59.3	(0.8)	13,454	(0.1)	13,291	60.4	(8.5)	(1.2)	
	Advertising	2,203	9.0	(6.9)	1,953	(6.1)	2,086	9.5	(5.3)	6.8	
	Operating Income	1,941	7.9	(34.5)	1,843	(35.9)	1,556	7.1	(19.9)	(15.6)	

◆General and administrative expenses(Three Months)

	Three Months ended 12/11					Three Months ended 12/12				
	amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*	
Advertising	2,203	9.0	(6.9)	1,953	(6.1)	2,086	9.5	(5.3)	6.8	
Sales Promotions	3,122	12.8	(3.1)	2,663	(1.8)	2,550	11.6	(18.3)	(4.3)	
Transport	953	3.9	(7.1)	903	(7.4)	882	4.0	(7.5)	(2.4)	
Communications	476	1.9	(6.0)	381	(6.0)	385	1.8	(19.0)	1.0	
Fees/outsourcing	2,383	9.7	0.6	2,348	0.6	2,386	10.9	0.1	1.6	
Salaries	3,227	13.2	0.5	3,131	0.5	3,069	14.0	(4.9)	(2.0)	
Depreciations	611	2.5	16.8	610	16.9	607	2.8	(0.7)	(0.5)	
Others	1,540	6.3	8.9	1,460	10.2	1,323	6.0	(14.1)	(9.4)	
Total	14,519	59.3	(0.8)	13,454	(0.1)	13,291	60.4	(8.5)	(1.2)	

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◆ Segment Information(Nine Months)

(Millions of yen,%)

		Nine Months ended 12/11					Nine Months ended 12/12				
		amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*	
C o s m e	Sales	35,088	51.3	(4.5)	34,971	(4.7)	34,980	55.9	(0.3)	0.0	
	Gross Profit	25,879	73.8	(4.0)	25,742	(4.3)	25,552	73.0	(1.3)	(0.7)	
	SGA	21,847	62.3	1.7	21,744	1.3	22,962	65.6	5.1	5.6	
	Advertising	3,443	9.8	13.6	3,421	13.1	4,537	13.0	31.7	32.6	
	Operating Income	4,032	11.5	(26.2)	3,998	(26.5)	2,589	7.4	(35.8)	(35.2)	
s u p p l e	Sales	20,738	30.3	(2.2)	20,730	(2.2)	20,327	32.5	(2.0)	(1.9)	
	Gross Profit	13,992	67.5	(0.1)	13,983	(0.1)	13,553	66.7	(3.1)	(3.1)	
	SGA	12,935	62.4	5.1	12,928	5.2	12,183	59.9	(5.8)	(5.8)	
	Advertising	2,635	12.7	13.1	2,634	13.1	2,219	10.9	(15.8)	(15.7)	
	Operating Income	1,056	5.1	(37.7)	1,054	(37.8)	1,370	6.7	29.6	29.9	
o t h e r s	Sales	12,569	18.4	(9.8)	7,395	(8.5)	7,296	11.7	(42.0)	(1.3)	
	Gross Profit	5,908	47.0	(9.6)	3,243	(6.6)	3,139	43.0	(46.9)	(3.2)	
	SGA	6,212	49.4	(9.6)	3,501	(4.8)	3,337	45.7	(46.3)	(4.7)	
	Advertising	1,155	9.2	(16.8)	558	(16.5)	550	7.6	(52.3)	(1.3)	
	Operating Income	(304)	(2.4)	—	(258)	—	(197)	(2.7)	—	—	
Eliminations or Corporate		(1,322)			(1,322)		(1,364)				
T o t a l	Sales	68,396	100.0	(4.9)	63,098	(4.4)	62,603	100.0	(8.5)	(0.8)	
	Gross Profit	45,780	66.9	(3.6)	42,969	(3.1)	42,245	67.5	(7.7)	(1.7)	
	SGA	42,317	61.9	0.9	39,496	2.0	39,847	63.7	(5.8)	0.9	
	Advertising	7,235	10.6	7.2	6,613	9.8	7,307	11.7	1.0	10.5	
	Operating Income	3,462	5.1	(37.6)	3,472	(38.6)	2,397	3.8	(30.8)	(31.0)	

◆ General and administrative expenses(Nine Months)

	Nine Months ended 12/11					Nine Months ended 12/12				
	amount	% of total	% change	amount*	% change*	amount	% of total	% change	% change*	
Advertising	7,235	10.6	7.2	6,613	9.8	7,307	11.7	1.0	10.5	
Sales Promotions	8,251	12.1	(4.5)	7,049	(1.9)	6,886	11.0	(16.5)	(2.3)	
Transport	2,644	3.9	(5.9)	2,493	(6.3)	2,465	3.9	(6.8)	(1.1)	
Communications	1,421	2.1	(4.1)	1,146	(2.8)	1,164	1.9	(18.1)	1.6	
Fees/Outsourcing	6,984	10.2	5.0	6,890	5.1	6,905	11.0	(1.1)	0.2	
Salaries	9,483	13.9	(2.4)	9,192	(2.5)	9,168	14.6	(3.3)	(0.3)	
Depreciations	1,780	2.6	18.9	1,776	19.0	1,744	2.8	(2.0)	(1.8)	
Others	4,515	6.6	2.9	4,334	3.7	4,205	6.7	(6.9)	(3.0)	
Total	42,317	61.9	0.9	39,496	2.0	39,847	63.7	(5.8)	0.9	

*On February 1, 2012 the sundries business of IIMONO OHKOKU Co., 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)	46,900	56.2	2.3	2.7
	Gross Profit	33,632	73.4	(3.4)	33,480	(3.6)	34,150	72.8	1.5	2.0
	SGA	28,947	63.2	4.5	28,841	4.3	29,950	63.9	3.5	3.8
	Advertising	4,237	9.2	17.8	4,214	17.5	5,200	11.1	22.7	23.4
	Operating Income	4,685	10.2	(34.0)	4,638	(34.4)	4,200	9.0	(10.4)	(9.4)
s u p p l e	Sales	27,036	30.7	(4.3)	27,028	(4.3)	27,200	32.6	0.6	0.6
	Gross Profit	18,303	67.7	(1.9)	18,294	(1.9)	18,300	67.3	(0.0)	0.0
	SGA	16,720	61.8	1.1	16,714	1.1	16,300	59.9	(2.5)	(2.5)
	Advertising	2,941	10.9	(0.1)	2,939	(0.0)	2,700	9.9	(8.2)	(8.1)
	Operating Income	1,583	5.9	(25.5)	1,579	(25.6)	2,000	7.4	26.3	26.6
o t h e r s	Sales	15,303	17.3	(14.3)	9,637	(7.8)	9,400	11.2	(38.6)	(2.5)
	Gross Profit	7,060	46.1	(15.7)	4,166	(7.5)	4,090	43.5	(42.1)	(1.8)
	SGA	7,648	50.0	(13.9)	4,625	(5.3)	4,390	46.7	(42.6)	(5.1)
	Advertising	1,361	8.9	(19.5)	693	(14.4)	600	6.4	(55.9)	(13.5)
	Operating Income	(587)	(3.8)	—	(459)	—	(300)	(3.2)	—	—
Eliminations or Corporate		(1,664)			(1,664)		(1,700)			
T o t a l	Sales	88,165	100.0	(6.0)	82,353	(4.6)	83,500	100.0	(5.3)	1.4
	Gross Profit	58,997	66.9	(4.6)	55,940	(3.4)	56,540	67.7	(4.2)	1.1
	SGA	54,980	62.4	0.5	51,847	2.3	52,340	62.7	(4.8)	0.9
	Advertising	8,540	9.7	3.8	7,847	6.9	8,500	10.2	(0.5)	8.3
	Operating Income	4,016	4.6	(43.6)	4,093	(43.3)	4,200	5.0	4.6	2.6

◆ General and administrative expenses (Full Year)

	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	8,500	10.2	(0.5)	8.3
Sales Promotions	10,860	12.3	(3.4)	9,540	1.1	9,350	11.2	(13.9)	(2.0)
Transport	3,386	3.8	(6.7)	3,221	(6.3)	3,270	3.9	(3.5)	1.5
Communications	1,849	2.1	(8.4)	1,546	(4.9)	1,590	1.9	(14.0)	2.8
Fees/Outsourcing	9,253	10.5	5.1	9,147	5.6	9,250	11.1	(0.0)	1.1
Salaries	12,559	14.2	(2.7)	12,234	(2.2)	12,270	14.7	(2.3)	0.3
Depreciations	2,425	2.8	19.5	2,420	19.6	2,360	2.8	(2.7)	(2.5)
Others	6,103	6.9	4.1	5,889	4.5	5,750	6.9	(5.8)	(2.4)
Total	54,980	62.4	0.5	51,847	2.3	52,340	62.7	(4.8)	0.9

*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.

◆Number of Shops by Region

As of 31 December,2012

	Hokkaido	Tohoku	Kanto (except Tokyo)	TOKYO	Tokai,Hokuriku& Shinetsu	Kinki	Chugoku,Shikoku	Kyusyu,Okinawa	Total
Fancl Shop	2	4	16	16	6	14	7	9	74
Fancl House	1	3	16	9	15	12	5	3	64
Fancl House J	1	2	10	7	—	6	3	2	31
Genki Station	—	—	—	2	—	—	—	1	3
Fancl Ginza Square	—	—	—	1	—	—	—	—	1
Others	—	—	2	1	—	—	—	—	3
Total	4	9	44	36	21	32	15	15	176
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 December 31,2012	As of March 31, 2013 (Projection)
Fancl Shop	7	14	24	43	61	74	84
Fancl House	100	93	85	75	70	64	58
Fancl House J	87	68	65	54	39	31	26
Genki Station	8	5	3	3	3	3	3
Fancl Ginza Square	1	1	1	1	1	1	1
Others	4	3	2	3	3	3	3
Total	207	184	180	179	177	176	175
ATTENIR Shop	11	13	14	16	16	16	16