

Monthly report for December (provisional estimate)

- The following is a report for consolidated net sales in December.
- In December, monthly sales is 107.5% year-over-year.

■Consolidated net sales (monthly) (Unit: millions of yen)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sep.	Oct.	Nov.	Dec.	Annual total
2017	8,472	9,646	10,874	12,303	12,695	9,194	8,808	7,524	10,811	12,779	12,198	10,690	125,999
Year-on-year change	95.6%	94.3%	94.4%	96.5%	98.8%	94.8%	103.3%	102.1%	96.0%	94.3%	97.5%	107.5%	97.6%

■Consolidated net sales (cumulative) (Unit: millions of yen)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sep.	Oct.	Nov.	Dec.	Annual total
2017	8,472	18,118	28,992	41,296	53,991	63,186	71,995	79,519	90,330	103,109	115,308	125,999	125,999
Year-on-year change	95.6%	94.9%	94.7%	95.3%	96.1%	95.9%	96.7%	97.2%	97.1%	96.7%	96.8%	97.6%	97.6%

- The following is a report for non-consolidated online net sales in December.
- In December, monthly sales is 90.0% year-over-year.

■Non-consolidated online net sales (monthly) (Unit: millions of yen)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sep.	Oct.	Nov.	Dec.	Annual total
2017	5,398	5,378	6,043	6,795	6,428	4,703	4,343	3,786	5,342	6,586	5,752	5,045	65,600
Year-on-year change	95.5%	89.5%	86.9%	89.9%	94.2%	86.6%	93.3%	89.6%	81.9%	89.1%	82.5%	90.0%	88.9%

■Non-consolidated online net sales (cumulative) (Unit: millions of yen)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sep.	Oct.	Nov.	Dec.	Annual total
2017	5,398	10,776	16,819	23,614	30,042	34,745	39,088	42,874	48,216	54,802	60,554	65,600	65,600
Year-on-year change	95.5%	92.4%	90.4%	90.2%	91.1%	90.4%	90.7%	90.6%	89.6%	89.5%	88.8%	88.9%	88.9%

* Online net sales represent sales via the internet (personal computers, mobile devices (including smartphone&tablet)) in Senshukai Co., Ltd.'s core catalog mail order business.

Notice: The above data and circumstances are based on provisional estimates. Please note that these estimates may be revised in or after the following month.