

**Monthly report for December (provisional estimate)**

- The following is a report for consolidated net sales in Dec.
- In Dec, monthly sales is 93.5% year-over-year.

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

	Jan.	Feb.	Mar.	Apr.	May	June	Aug	Aug.	Sep.	Oct.	Nov.	Dec.	Annual total
2018	7,370	9,558	9,743	11,520	10,243	8,761	7,955	6,479	9,391	11,808	10,517	9,994	113,344
Year-on-year change	87.0%	99.1%	89.6%	93.6%	80.7%	95.3%	90.3%	86.1%	86.9%	92.4%	86.2%	93.5%	90.0%

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

	Jan.	Feb.	Mar.	Apr.	May	June	Aug	Aug.	Sep.	Oct.	Nov.	Dec.	Annual total
2018	7,370	16,929	26,673	38,194	48,438	57,199	65,155	71,634	81,025	92,832	103,349	113,344	113,344
Year-on-year change	87.0%	93.4%	92.0%	92.5%	89.7%	90.5%	90.5%	90.1%	89.7%	90.0%	89.6%	90.0%	90.0%

- The following is a report for non-consolidated online net sales in Dec.
- In Dec, monthly sales is 91.7% year-over-year.

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

	Jan.	Feb.	Mar.	Apr.	May	June	Aug	Aug.	Sep.	Oct.	Nov.	Dec.	Annual total
2018	4,109	4,712	5,045	5,998	4,516	3,903	3,569	3,104	4,155	5,944	4,788	4,628	54,472
Year-on-year change	76.1%	87.6%	83.5%	88.3%	70.3%	83.0%	82.2%	82.0%	77.8%	90.3%	83.2%	91.7%	83.0%

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

	Jan.	Feb.	Mar.	Apr.	May	June	Aug	Aug.	Sep.	Oct.	Nov.	Dec.	Annual total
2018	4,109	8,821	13,866	19,864	24,380	28,283	31,852	34,956	39,111	45,055	49,843	54,472	54,472
Year-on-year change	76.1%	81.9%	82.4%	84.1%	81.2%	81.4%	81.5%	81.5%	81.1%	82.2%	82.3%	83.0%	83.0%

\* 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.